

# Adobe<sup>®</sup> Content Server 4

## Partner Quotes

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Leading publishers, online retailers and channel partners announced their support for Adobe Content Server 4 today. A unique feature of the development process was an extensive pre-release program that enabled close collaboration and testing of the software with industry partners. See participating companies at:

[www.adobe.com/products/contentserver/partners.html](http://www.adobe.com/products/contentserver/partners.html)

### **Ebooks.com**

“As the leading retailer of downloadable books on the Web, we require an eBooks solution that enables consumers to securely download books to the device of their choice. With Adobe Content Server 4, we are excited to offer the EPUB format with all of the mobile advantages it provides to our customers, including support for the SONY Reader Digital Book. Content Server is the ideal solution for eBooks, our company and our customers.” — *Stephen Cole, CEO, Ebooks.com*

### **Hachette Book Group**

“Hachette Book Group was the first major trade publisher to support the EPUB open standard as the only digital book format we deliver to our channel partners, and with Adobe Content Server 4, our partners can deliver our EPUB eBooks directly to users of Adobe Digital Editions and the SONY Reader Digital Book Digital Book, while DRM-protecting our content.”

— *Neil De Young, Director of Digital Media, Hachette Book Group*

### **HarperCollins Publishers**

“The EPUB standard allows our customers to purchase and borrow eBooks from a variety of retailers, libraries and other channels for use on an array of mobile devices. With Adobe Content Server 4, our intellectual property is protected, and consumers have more flexibility in how they can read our books.” — *Leslie Hulse, VP, Digital Business Development, HarperCollins Publishers*

### **Ingram Digital**

“At Ingram Digital, we pride ourselves on delivering an unparalleled range of digital distribution services to the book industry, working with publishers, retailers and libraries. Adobe Content Server 4 is an important addition to our offerings, allowing us to provide the digital protection, support for mobile platforms and channel flexibility that our partners are seeking.” — *James Gray, President and CEO, Ingram Digital*

### **LibreDigital**

“LibreDigital is at the forefront of ePublishing, developing technologies like the Internet Digital Warehouse that empower Publishers to captivate readers across new digital platforms. Adobe Content Server 4 helps our publishing customers leverage their assets in order to sell content through a variety of Web sites whether direct or through existing and new channel partners.” — *Craig Miller, Chairman, LibreDigital*

**OverDrive**

“OverDrive is expanding its global eBook catalog of PDF with EPUB titles to enable library and retail partners to benefit from exciting mobile devices including the SONY Reader Digital Book. Publishers and booksellers can immediately take advantage of Adobe Content Server 4 protection for their EPUB titles using ADEPT, a hosted solution for use with Adobe Digital Editions.” — *Steve Potash, CEO, OverDrive*

**Penguin**

“We are committed to producing and distributing our titles simultaneously in print and as EPUB eBooks, providing customers with the choice of how to access our extensive list of titles. Adobe Content Server 4 is another way for us to sell our inventory directly to customers on our own web sites, as well as via our retail partners.” — *Genevieve Shore, Group Digital Director, Penguin*

**Powells.com**

“Ebooks are here to stay, and Adobe continues to be at the forefront of the most stable and innovative ebook technology. Adobe Content Server 4 secures their preeminence in the field, addressing the changing needs in both mobility and security, which we rely on to provide ebooks to our customers.” — *Darin Sennett, Director of Web Stuff, Powells.com*

**Value Chain (International) Ltd.**

“Value Chain recognizes the opportunities that the ePub format offers the publishing industry a real opportunity to establish a long overdue, digital consumer foothold. We have long supported and serviced ACS3 and Adobe ereader formatted books. The increasing challenge has been to line up the format, the DRM server and the device. We now see ACS4 as an opportunity to offer a re-flowable PDF formatted files to new and exciting mobile devices and move the digital content opportunity several steps forward for all.” — *Martyn Daniels, VP Marketing, Media and Publishing, Value Chain (International) Ltd.*