

## **Baker & Taylor Adds Collection Performance Improvement Software to Library Portfolio**

*- Purchase of collectionHQ Software from U.K. Firm to Improve Library Collection Performance -*

**CHARLOTTE, NC - Thursday, December 1, 2011** - Baker & Taylor, Inc., the world's largest distributor of physical and digital books and entertainment products, today announced it acquired Bridgeall Libraries, a fast-growing Glasgow, Scotland-based technology company that has developed innovative collection performance improvement software.

The agreement unites two companies that provide critical services to libraries: Baker & Taylor, the leading supplier of products and services for libraries worldwide; and Bridgeall Libraries, developer of innovative software that helps libraries manage their collections more efficiently. Together, the companies can help libraries provide the best and most appropriate content to the communities they serve.

"This partnership with Bridgeall Libraries is the perfect complement to the innovative and integrated products and services Baker & Taylor is known for. It strengthens the breadth of products and services we offer libraries worldwide and ensures that we can provide the most innovative workflow solutions in the industry. collectionHQ gives libraries the information and analytical tools they need to put the most relevant content in the hands of their patrons," said George Coe, President, Baker & Taylor's Library & Education division.

"As evidenced by the rapid growth of smartsm over the past four years, we are very proud to have delivered a tool that is hugely popular to libraries. Baker & Taylor has the global reach, vision and expertise to deliver smartsm - as well as new developments - to further benefit of libraries worldwide. We are very pleased that Baker & Taylor can take our very exciting technology to the next level," said Stephen Beer, Managing Director of Bridgeall Libraries.

By adding Bridgeall Libraries' collection-analysis technology to its portfolio, Baker & Taylor can better serve the full range of its library customers' needs, which include selecting, acquiring and managing print and digital content.

Bridgeall Libraries' popular software, known as smartsm® in the U.K. and collectionHQ in the U.S. and the rest of the world, empowers libraries to more efficiently manage their holdings and allows them to assess and improve the performance of their collections. In just four years since it was introduced, more than half of the U.K. libraries have subscribed to the service. In the U.S. and Canada, many top library systems have subscribed since the software was introduced in 2010.

Software development, sales and customer support will remain headquartered in Glasgow, and the office there is poised to grow as Baker & Taylor helps introduce the technology to library systems in North America and around the world. The Glasgow office will work closely with Baker & Taylor's U.S. headquarters for customer support operations and future development.

### **About Baker & Taylor**

Baker & Taylor, Inc. ([www.baker-taylor.com](http://www.baker-taylor.com)) is the world's largest distributor of books, digital content and entertainment products. The company offers cutting-edge digital media services and innovative technology platforms to thousands of publishers, libraries and retailers worldwide. Baker & Taylor also offers industry-leading customized library services and retail merchandising solutions. Charlotte, N.C.-based Baker & Taylor is majority owned by Castle Harlan Partners IV, L.P., an institutional private equity fund managed by Castle Harlan, Inc., a leading private equity investment firm.



**About Bridgeall Libraries Ltd.**

Based in Glasgow, U.K., Bridgeall Libraries Ltd. has developed smartsm® and collectionHQ®, the world leading Evidence Based Stock Management (EBSM®) solutions. EBSM® is the complete library stock improvement methodology, which analyses historic and current information about stock use, to help librarians save time and eliminate waste, improve stock performance and align stock with local demand. smartsm and collectionHQ are the software applications that implement the EBSM® methodology to help libraries achieve stock performance excellence. It is implemented using the Software as a Service model of application deployment. For more information, see [www.smartsm.com](http://www.smartsm.com) or [www.collectionHQ.com](http://www.collectionHQ.com).

**Media Contacts:**

Baker & Taylor

Kimberly Kuo

[Kimberly.Kuo@baker-taylor.com](mailto:Kimberly.Kuo@baker-taylor.com)

704-998-3118

Bridgeall Libraries

Stephen Beer

[stephen.beer@bridgeall.com](mailto:stephen.beer@bridgeall.com)