

# STATE OF THE BOOK PUBLISHING INDUSTRY

**MAY 22, 2024**

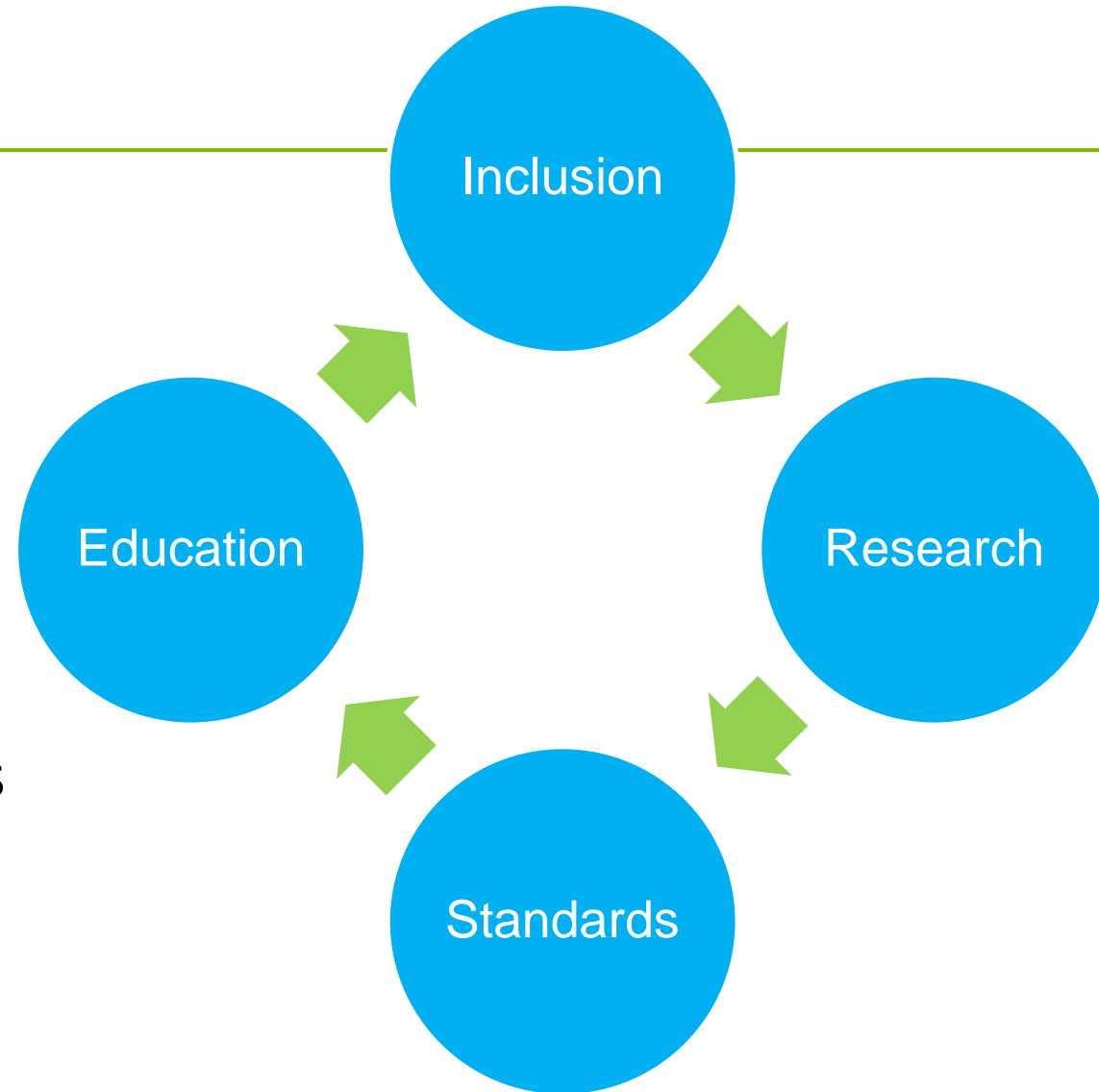
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## A VIRTUOUS CIRCLE: “YES, AND...”

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- ❑ Four strategies
- ❑ Starting with “Inclusion”
- ❑ Organized to solve problems



## COMMITTEES + PROGRAMMING + OUTREACH = INSIGHT

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- ❑ Annually, hundreds of comments, questions, agenda requests, and more
- ❑ Tight relationships with our colleagues at BookNet Canada, BIC, EDItEUR, and collaboratively GBA
- ❑ Increasingly productive relationships with our global counterparts
- ❑ Taken together, a more fully formed supply chain view

## WHAT MIGHT THE FUTURE HOLD?

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- ❑ Growth in the North American publishing business will increasingly come from the sales and effective management of rights
- ❑ Managing the costs of creating, distributing, selling, and in returning products will require a commitment to efficiency across the supply chain, using information that is currently unavailable or barely available in legacy systems and workflows.
- ❑ Product selection and development will continue to demand a full understanding of the markets we're working to serve, making access to and the ability to manage consumer information critical for companies throughout the supply chain.

# WHAT IS THE BOOK PUBLISHING SUPPLY CHAIN?

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- ❑ Multiple components, sometimes with iterative or overlapping roles
- ❑ Authors, agents, and publishers
- ❑ Manufacturers and distributors
- ❑ Retailers and libraries
- ❑ Industry service providers
- ❑ Roles and structure vary by the type of publishing

# HOW DO WE MEASURE SUPPLY-CHAIN SUCCESS?

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- ❑ Transparency (level playing field)
- ❑ Product visibility
- ❑ Improved revenue (sell more books)
- ❑ Efficiency (reduced costs)
- ❑ Ability to adapt and grow

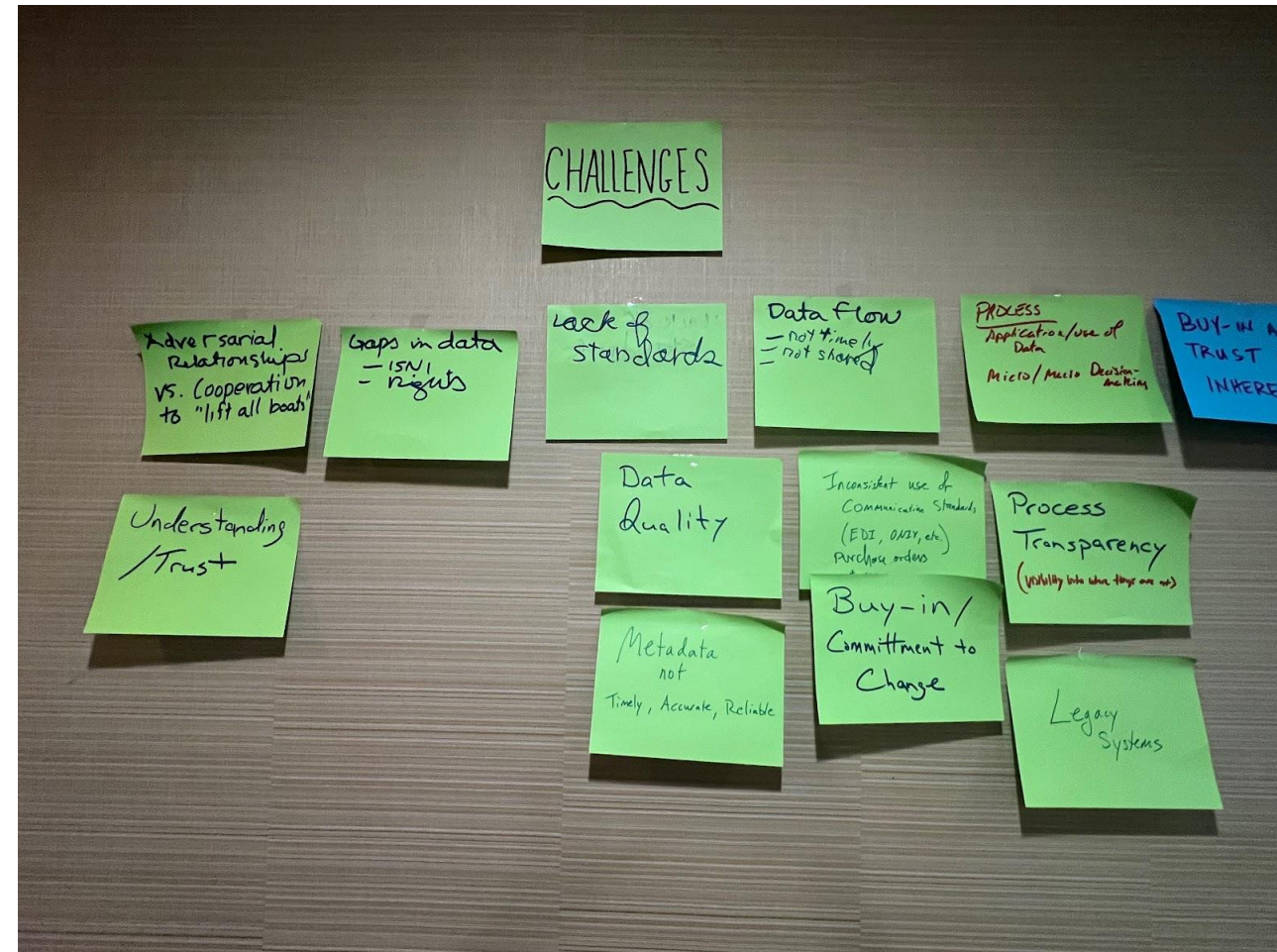
## WHAT DOES THE CURRENT SUPPLY CHAIN DO WELL?

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- ❑ Built in an era of physical products (print books; audiobooks on tape)
- ❑ It manages most aspects of print sales and distribution
  - Ordering
  - Receipt and return
  - Sales reporting
- ❑ Supports orders between established trading partners

# WHERE DOES THE CURRENT SUPPLY CHAIN FALL SHORT?

- ❑ Legacy systems
- ❑ Enterprise solutions built with custom integrations
- ❑ Interoperability proves elusive to impossible
- ❑ Repositories are proprietary or not employed, reducing transparency and industry-wide understanding





## SOME OF THE CHANGES WE'RE CONSIDERING

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- ❑ Investing in rights management
- ❑ Metadata repositories of record, with use of application programming interface (API) calls
- ❑ Payments clearinghouses
- ❑ Automating core agreements about returns
- ❑ Sustainability, particularly data collection and reporting
- ❑ Real-time data exchange
- ❑ Integrating other parts of the supply chain

# WHAT GETS IN THE WAY?

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- ❑ “Fixing the plumbing” is not sexy
- ❑ No one wants to hear about supply chain
- ❑ Not everyone will play
- ❑ Stepping on various participants’ “secret sauce”
- ❑ Hard to get attention of decision makers
- ❑ Resources are scarce
- ❑ What we have works well enough
- ❑ A lack of trust

## RETURNING TO OUR THREE PREMISES

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