



## **Business and Technical Guidelines and Criteria for Prospective OverDrive Connect Suppliers**

Content offered for resale must be complete, professionally created and produced, ready for market eBooks, audiobooks, or video titles. You may enter one, and only one, record for each of your titles.

All content must be commercially priced with a minimum Suggested Retail Price (SRP) of \$1 U.S. or equivalent. Suggested Retail Pricing should reflect competitive industry prices for equivalent content. The average non-returnable wholesale discount for trade material is 50%.

OverDrive Connect supports sales channels targeted to public, school, academic and corporate libraries in addition to online retailers and thus we restrict distribution of vanity publications such as personal journals, private newsletters or white papers and documents with limited commercial appeal and interest.

OverDrive Connect prohibits and limits the supply of public domain titles as these rarely have commercial value and are often available as free downloads. OverDrive Connect does welcome classic literature where the title has been professionally edited, translated, and packaged as a commercial product with additional content.

Content should not contain advertisements, commercials, or hyperlinks within the file or metadata that direct consumers to commercial websites that compete with the OverDrive partner retail outlets. We reserve the right to delete titles and/or portions of title metadata that do not comply with this guideline.

The geographic territorial rights of products need to apply to one or more of our current sales outlets. If the territorial rights are exclusive to an area of the globe where we do not have any sales outlets, the content may be evaluated for sale at a later time.

Along with sample files, prospective publishers' metadata will be evaluated and feedback will be provided. Required supporting metadata for all content must be rich enough for a publication to virtually "sell itself".

OverDrive Connect supports metadata in many languages including Japanese, Korean, Chinese, Hebrew, and Arabic as well as languages based in the Latin alphabet. Advice and additional details on requirements will be provided to partners supplying metadata in a language other than English.

OverDrive Connect represents the ability to distribute to a global community of retail and institutional markets. OverDrive Connect does not allow for fulfillment to exclusive channels; all content supplied will be made available to all of OverDrive's customers who wish to purchase your content.