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KLOPOTEK PRESS RELEASE

Continuum optimize their author relationship management by implementing Klopotek

Continuum International Publishing Group, leading independent academic publisher with offices in London and New York, and Klopotek, leading provider of international software solutions to the publishing industry, have entered into an agreement to implement the Klopotek Contracts, Rights and Royalties solution (CR&R) as SaaS (Software as a Service).

The number one software solution for royalties and rights in the publishing arena will allow Continuum to optimize their author relationship management and provide maximum transparency regarding rights sales and royalties to their authors. Setting up one single system for use in both London and New York offers numerous synergies and a fully unified royalty environment across the company. The system will cater for optimized international rights sales and marketing options while properly respecting the national legal and fiscal requirements. Continuum is planning, in a planned second phase of the project, to enable authors to access royalty statements online, and additional download features will also be available. The advanced marketing and sales tool for rights and permissions and the central contract management will enable the publisher to increase their potential in creating new sales opportunities. The Klopotek system is based on best practice business processes and assures SOX compliance.

The project has already created positive effects within the company. Oliver Gadsby, CEO of Continuum, stated: "It is worth saying that the project is generating a very positive mood amongst the Continuum team, who can see clear benefits ahead, once the CR&R system is installed. They are also enjoying the very professional collaboration with the Klopotek team."

Bob Marsh, CFO at Continuum, focused on the transparency and the overview capabilities of the Klopotek system: "Clearly, the Klopotek system will provide us with improved features for our liquidity planning and budgeting. The combined view on our UK and US royalty and rights business offers many more options than we currently have with the two separate systems. And our authors will benefit from more detailed information on their royalty statements as well."

Regina Haemel, Project Manager at Continuum and as a member of the European Management Board of Klopotek responsible for their UK key accounts: "The pre-configured best practice business processes provide for a secure and well structured

project. The partnership with the Continuum staff and the professional cooperation of both our teams is the key for our successful implementation.”

The set-up project started in December 2010 and will be completed by the end of May 2011, including the transfer and upload of the existing data, the integration with several distributors, training of the Continuum staff and a comprehensive test phase before the go-live.

About Continuum

Continuum is a leading independent academic publisher, unconstrained by the interests of any global media group or academic institution, and based in London and New York. Continuum publishes around 600 books each year, focusing on the Humanities, Education, and Religion. The backlist comprises some 7,000 titles. The output includes textbooks, supplementary course books, research monographs, reference works and professional books, as well as related general non-fiction. Academic proposals are peer-reviewed before we commit to publication, to help ensure quality and to support the career progression of our authors.

Continuum publishes many leading thinkers and researchers in their fields, and actively seeks out the emerging generation. In Education, they publish Paulo Freire, Sue Cowley and Andrew Pollard; in Biblical Studies, Karl Barth; in Religion, Joseph Ratzinger (now Pope Benedict XVI), Rowan Williams, Timothy Radcliffe and Jonathan Sacks; in History, Michael Howard, Roland Huntford and Jeremy Black; in Linguistics, M A K Halliday; in Philosophy, Alain Badiou, Roger Scruton and Slavoj Žižek.

About Klopotek

Klopotek is the leading supplier of software and consulting services for print and online publishers of books and journals. More than 350 publishers specializing in different areas, with over 14,000 users, rely on Klopotek software to help them manage their business and achieve their goals.

Klopotek has nearly 20 years experience in delivering innovative solutions to publishers around the world. Klopotek software supports the entire publishing value chain for print and digital products. It is available in-house and ‘as a service’ – internet-based, pre-configured, without the need to purchase computer hardware.

For more information please go to www.klopotek.co.uk or write to info@klopotek.co.uk.