

POS/E-COMMERCE DIRECTORY

FOLLETT HIGHER EDUCATION GROUP

2211 West Street
River Grove, IL 60171-1800

Phone: 800-322-6223

Fax: 708-452-9203

Website: www.fhieg.follett.com

Email: jlynch@fhieg.follett.com

Contact: Jerry Lynch, vice president, sales

POS services: Partnered with leading POS providers RATEX Inc. and Booklog.

E-Commerce Services: Custom e-commerce solutions via the efollett.com platform. We offer a unique URL and a custom-branded e-commerce website.

Hosting: No

Fulfillment: Store stock

Sample Installations: Efollett.com is in use by more than 220 independent college bookstores.

MATTHEWS BOOK COMPANY

11559 Rock Island Court
Maryland Heights, MO 63043

Phone: 314-432-1400

Fax: 314-432-7044

Website: www.matthewsbooks.com

Email: gedas@mattmccoy.com

Contact: Gedas Gudenas, vice president of information systems

POS Services: Full point-of-sale system and inventory management specialized for the health science bookstore. Supports gift cards, industry-standard communications and data exchanges. Interfaces with turnkey e-commerce solutions.

E-Commerce Services: Customizable, hosted e-commerce website with 90,000 titles, a large medical supply selection and support for in-store merchandise.

Hosting: Yes

Fulfillment: We provide fulfillment services and store can fulfill from stock.

Sample Installations: Johns Hopkins Medical Bookstore, KU Med Bookstore, Cleveland Clinic Bookstore



MBS TEXTBOOK EXCHANGE

2711 West Ash Street
Columbia, MO 65203

Phone: 800-325-4138

Fax: 573-445-5249

Website: www.mbsbooks.com

Email: lahrens@mbsbooks.com

Contact: Lois Ahrens, sales operations coordinator

POS Services: Turns point-of-sale into "point-of-service" for the most comprehensive register experience. Features include: touch-screen; VISA-PCI (Payment Card Industry) compliant; Windows embedded; clean receipts; Student Financial Aid; rental programs; loyalty rewards; mobile POS; price checking; registers can be set on sale or return mode.

E-Commerce Services: Full-featured, fully integrated inSite Web commerce solution with automatically

linked textbook cover images and loyalty rewards redemption.

Hosting: Yes

Fulfillment: From bookstore's stock/inventory Sample Installations (at other college bookstores): Over 1,200 college stores of all sizes.

MONSOON COMMERCE

1250 45th Street, Suite 100
Emeryville, CA 94608

Phone: 510-594-4500

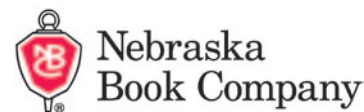
Website: www.monsooncommerce.com

Contact: Greg Applegate, director of sales

Email: greg.applegate@monsoonworks.com;
sales@monsoonworks.com

E-Commerce Services: Monsoon Commerce helps textbook stores drive growth and access marketplaces for sales and supply. Monsoon Commerce Edge and Pro software, used by stores like the Portland State University bookstore and the Nebraska Book Company (NBC), is the only fully integrated online selling solution available to college bookstores, a solution that helps bookstores sell textbooks on marketplaces like Amazon.com and Half.com.

This highly advanced system allows bookstores to simply and easily sell on multiple marketplaces simultaneously, including Amazon.com, Half.com, AbeBooks and Alibris, without interrupting the existing in-store business process. Monsoon's textbook solution is a managed solution that gives the college bookstore a powerful, scalable tool to price competitively, generate sales against unadopted texts and maximize results post rush. Now, bookstores can improve their bottom line and profit margins, reaching the rapidly growing audience of students who buy online. Monsoon Commerce's AutoBuy solution also allows leading retailers and wholesalers to tap into a network of more than 15,000 marketplace sellers to acquire used textbooks for resale in bulk, and their Web Store solution powers e-commerce for companies like Half Price Books.



NEBRASKA BOOK COMPANY

4700 South 19th Street
Lincoln, NE 68512

Phone: 800-869-0366

Fax: 402-421-0508

Website: www.nebook.com

Email: ssaes@nebook.com

Contact: Kevin Gish, vice president, sales and marketing

POS Services: As a software developer focused on the college store industry for more than 25 years, NBC has the experience with a most technologically advanced solution. Features include complete integration from POS to inventory, accounting and eCommerce. Jumpbooks eTextbook integration is also available. Single and multiple locations are integrated with single-screen access to vital information. Our solution is PA-DSS validated. Tokenization of bank card information is available; POS touch screens, iOS-based mobile POS, campus financial

aid and campus card integration, loyalty, gift cards and the industry's leading textbook rental automation are available. NBC is a Microsoft Gold Certified Partner. Development environment includes C#, Visual C++, Microsoft Silverlight and operates on the Microsoft Windows platform and Microsoft SQL Server relational database. It supports a variety of POS terminals. NBC Retail Management Systems Training is available in an NBC classroom, on-site or online.

E-commerce Services: NBC WebPRISM: WebPRISM is the industry's foremost platform for eCommerce. WebPRISM provides for full integration with retail management solutions and stand-alone users. Included with the standard system are online instructor adoptions, express shopping from registration and user-configurable content blocks. Multiple product views, multiple tenders including financial aid and coupon codes are supported. An optional mobile Web solution is available, allowing your shoppers to use their smartphones to browse your online store. Monsoon with NBC PRISM: NBC has partnered with Monsoon Inc., a leading online marketplace solutions company, to provide the only fully integrated, multi-marketplace online selling tool available today. This highly advanced system allows bookstores to simply and easily sell on multiple marketplaces simultaneously, including Amazon.com and Half.com, without interrupting the existing in-store business process.

Hosting: Yes

Fulfillment: From store stock and, optionally, from associated vendors.

SEQUOIA RETAIL SYSTEMS, INC.

1871 Landings Drive
Mountain View, CA 94043

Phone: 800-967-5490

Fax: 650-641-8931

Website: www.sequoiars.com

Email: shane@sequoiars.com

Contact: Shane Cassidy, Director of Sales

POS Services: Sequoia offers a full range of solutions for bookstores, dining, convenience, stadium and auxiliary services. All of these solutions utilize Sequoia's POS Anywhere capabilities to integrate, in real time, all of your transactions into a single real-time database, giving you accurate up-to-the-minute information as to sales, inventory, textbook rental, buyback, profitability and revenue via register, wireless devices, website or kiosk. All solutions are PA-DSS certified. Sequoia has successfully integrated its product to Blackboard, CBord, Banner, MAS 200 Accounting, PeopleSoft and CourseSmart eBooks applications.

E-commerce Services: Sequoia's e-commerce applications have been PA-DSS certified for more than a year, and are integrated into all other Sequoia sales applications, including registers, kiosks and wireless terminals. Web applications include HEOA-mandated informational postings, bookstore sales, e-Dining, textbook adoptions, special orders, online buyback, campus donations, mobile templates, online rentals, card system interface and mobile retailing. Regardless of e-commerce skill set, ePOS makes building a professional website, order fulfillment and reporting easy.

Hosting: Yes

Fulfillment: No

Sample Installations: Duke University, Grand Valley State University, Lower Columbia Community College, Syracuse University, Salisbury University, the student bookstore serving Michigan State, Pacific Lutheran University, Georgia Tech



SOUTH EASTERN BOOK COMPANY

33333 U.S. Highway 641 North
Murray, KY 42071

Phone: 800-633-9645

Fax: 800-433-6966

Website: www.logi-text.com

Email: colleen.holland@sebook.com

Contact: Colleen Holland

POS Services: Logi-Text is a Windows-based, multiple guide, complete point-of-sale system. Our system includes inventory management, purchase orders, buyback, want listing, physical inventory, rental and more. We have the ability to interface with any student information system and/or accounting system. We pride ourselves on our willingness and success with customization for our clients so that you are able to operate your business the way you want to operate. **Equipment Required:** Our software will operate on any computer system that operates on Microsoft Windows 98 version or newer. This is a great feature with Logi-Text because it helps reduce the amount of hardware required for system installation.

E-Commerce Services: We offer a solution for your store providing an online ordering option for textbooks, trade books and general merchandise. Our site includes a shopping cart and is PCI compliant.

Hosting: Yes

Fulfillment: Store stock



TOTAL COMPUTING SOLUTIONS

629 East Quality Drive, Suite 202
American Fork, UT 84003

Phone: 866-796-7600

Fax: 801-756-1576

Website: www.total-computing.com

Email: sales@total-computing.com

POS Services: Hosted or in-house, some of the available SmartSuite modules include: textbook rental, POS, textbook, general merchandise, accounts receivable, accounts payable, general ledger and credit card merchant services. New for 2011 is Point-to-Point encrypted (Tokenization) credit card processing.

Equipment: Stores require no special equipment.

E-Commerce Services: Campus Webstore provides real-time data to the POS system. Online faculty adoptions and buyback are available, as well as live shipping rates with auto shipping label printouts. New for 2011 is Point-to-Point encrypted (Tokenization) credit card processing.

Hosting: Yes

Fulfillment: Store stock