

The logo for VitalSource, featuring the word "Vital" in dark blue and "Source" in orange, with a trademark symbol (TM) to the upper right of "Source".

VitalSource™

An **INGRAM** Content Group Company

The Digital Textbook Platform for Learning

(With realtime, caliper-based analytics)



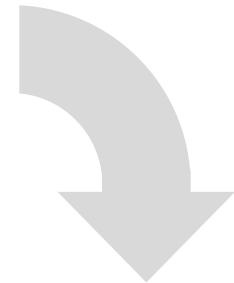
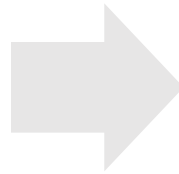
VitalSource™

A Complete Platform: Built on Standards

Create great content



Manage and distribute it



Provide access



Analyze



Offer learning tools





Users in **241 countries and territories**



More than **1 million** titles available in the platform from **1,000 publishers**



Powering Learning through Technology

Native applications allowing offline use on Mac, Windows, iPhone, iPad, Android phone, Android Tablet, Kindle Fire, and Chromebook



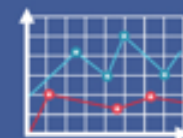
Online applications for access anywhere in the cloud with all modern browsers



Industry leading accessibility support with 100% compliance with the fundamental test matrix for EPUB



Rich data analytics supporting industry standards

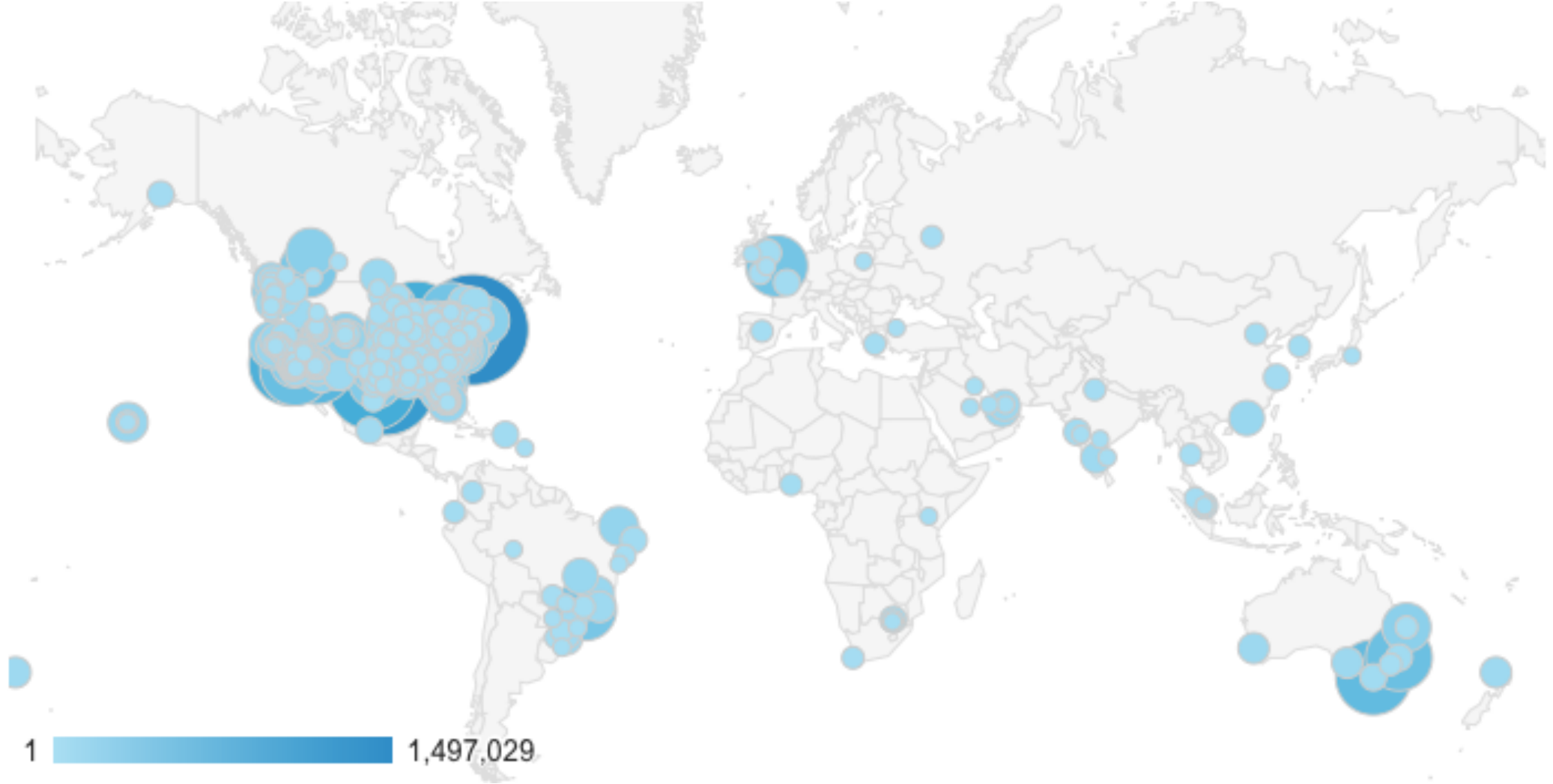


VitalSource™

We have data coming in from all over the globe



WORLDWIDE



Online activity on the Bookshelf platform in the last 52 weeks by location

Country Report-Past Year



Edit



Created by rick.johnson@ingramdigital.com

Last edited 3/31/16

Unique Users Worldwide

Since 52 weeks ago

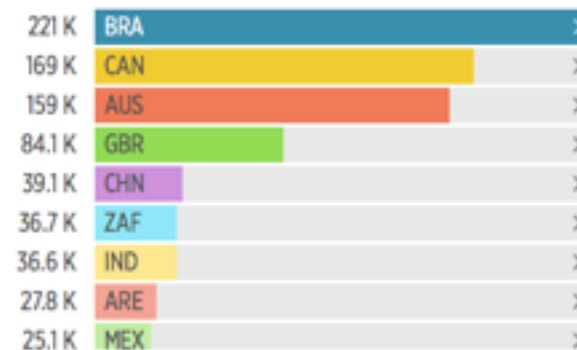
Users



Unique users outside th...

Since 52 weeks ago

Users



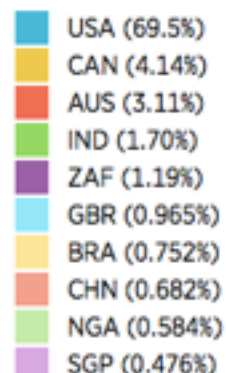
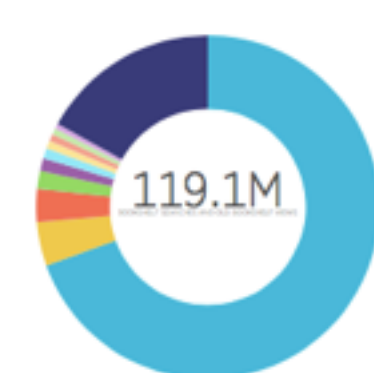
Unique users

Since 52 weeks ago

Country	Users
USA	2.91 M
BRA	221 K
CAN	169 K
AUS	159 K
GBR	84.1 K
CHN	39.1 K
ZAF	36.7 K
IND	36.6 K
ARE	27.8 K
MEX	25.1 K
SGP	24.8 K
DEU	21.2 K
FRA	17.4 K
NZL	15.9 K
NLD	15 K

Search Requests

Since 52 weeks ago



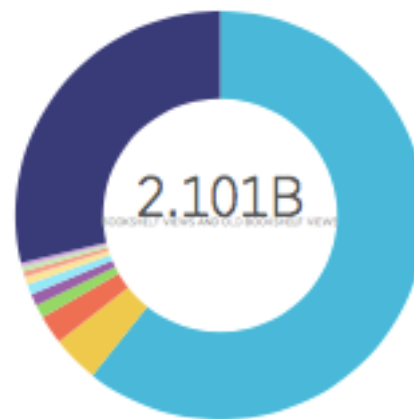
Since 52 weeks ago

4.28 M

Users

Total pageviews

Since 52 weeks ago



Pages Printed

Since 52 weeks ago



0.4%

Unique Users

Since 52 weeks ago

Users

3.73 M

Online

706 K

iOS

620 K

Windows

331 K

Android

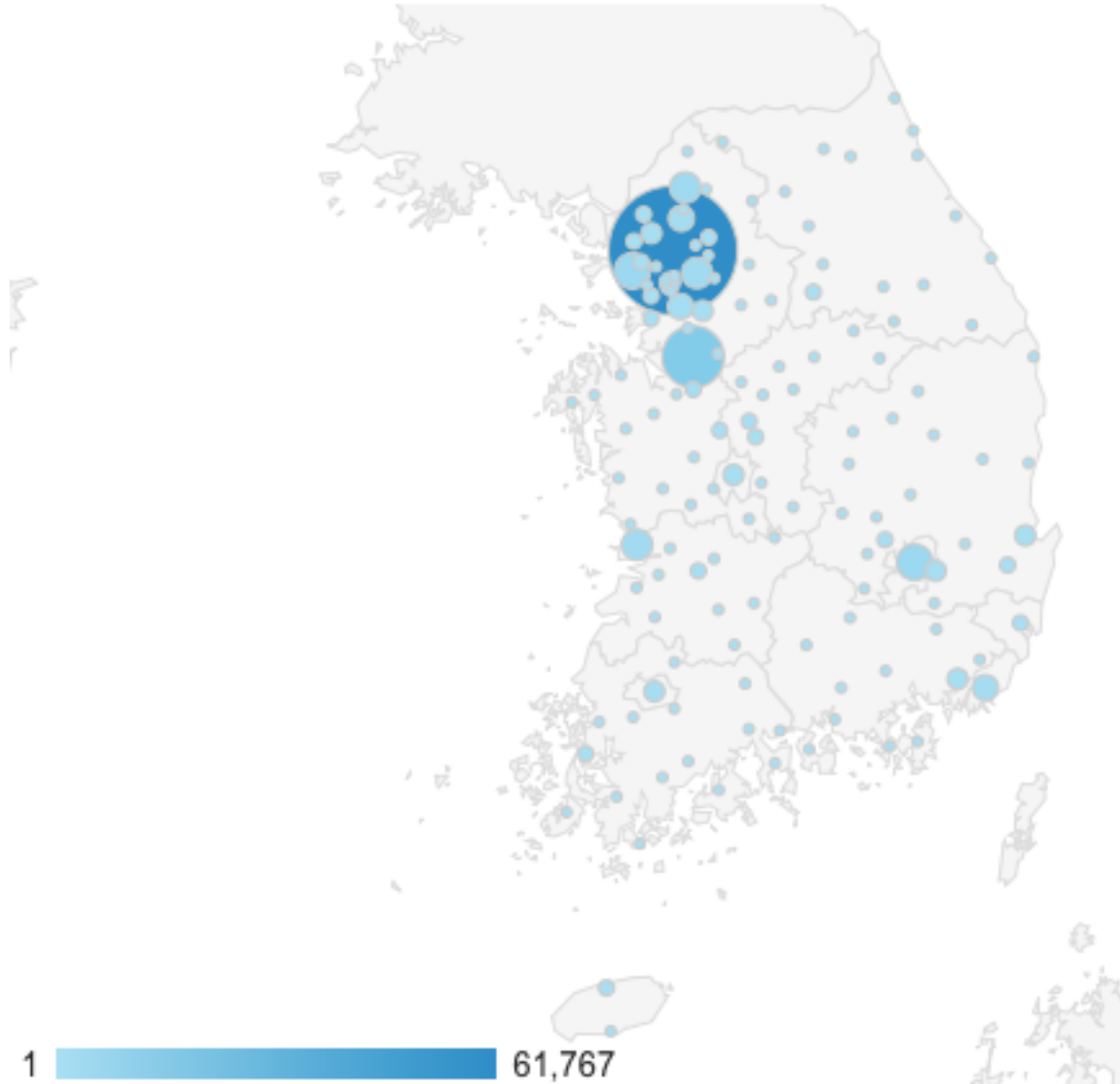
292 K

Mac

1.19 K

Other

KOREA



Last 52 weeks

Region ?	Sessions ? ↓	% New Sessions ?	Avg. Session Duration ?
	121,883 % of Total: 0.15% (80,519,623)	20.49% Avg for View: 17.66% (15.99%)	00:16:36 Avg for View: 00:14:55 (11.28%)
1. Seoul	61,767 (50.68%)	22.99%	00:17:38
2. Gyeonggi-do	31,939 (26.20%)	16.59%	00:15:24
3. Incheon	5,112 (4.19%)	17.27%	00:17:17
4. Daegu	5,071 (4.16%)	18.42%	00:14:14
5. Jeollabuk-do	3,994 (3.28%)	12.74%	00:14:32
6. Gyeongsangbuk-do	3,114 (2.55%)	18.88%	00:16:41
7. Busan	1,935 (1.59%)	31.06%	00:13:18
8. Chungcheongnam-do	1,640 (1.35%)	19.45%	00:17:26
9. Gyeongsangnam-do	1,540 (1.26%)	16.56%	00:11:51
10. Gwangju	1,204 (0.99%)	24.42%	00:18:52

Last 52 weeks

Unique Users Worldwide

Since 52 weeks ago

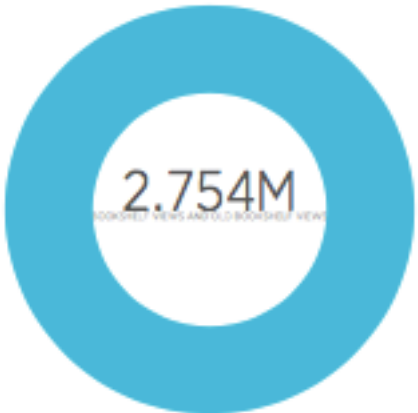
Users

9.37 K KOR



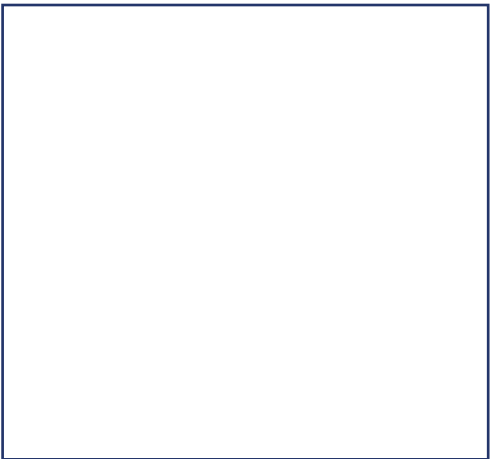
Total pageviews

Since 52 weeks ago



Pages Printed

Since 52 weeks ago

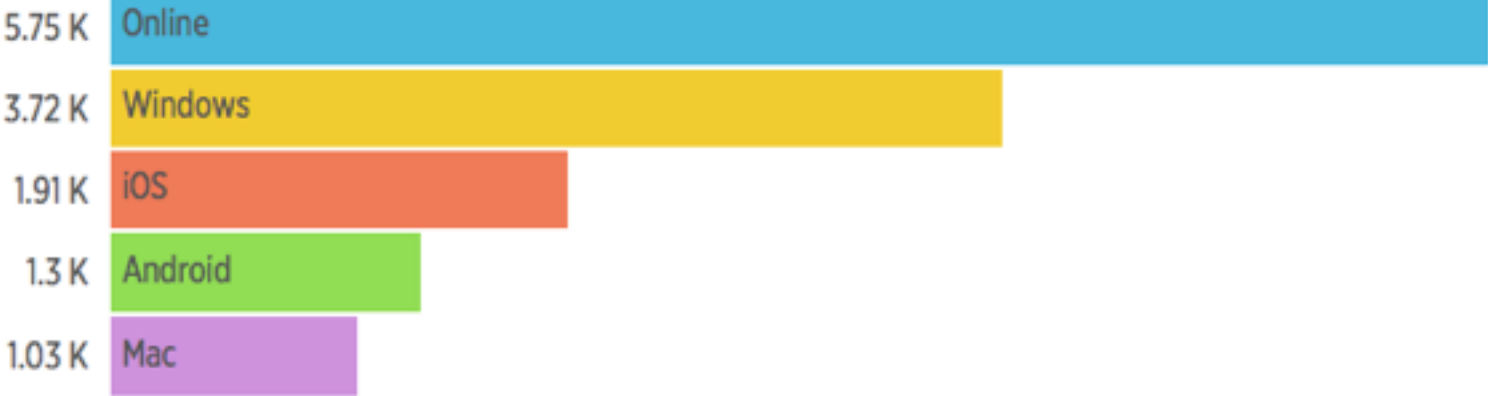


1%

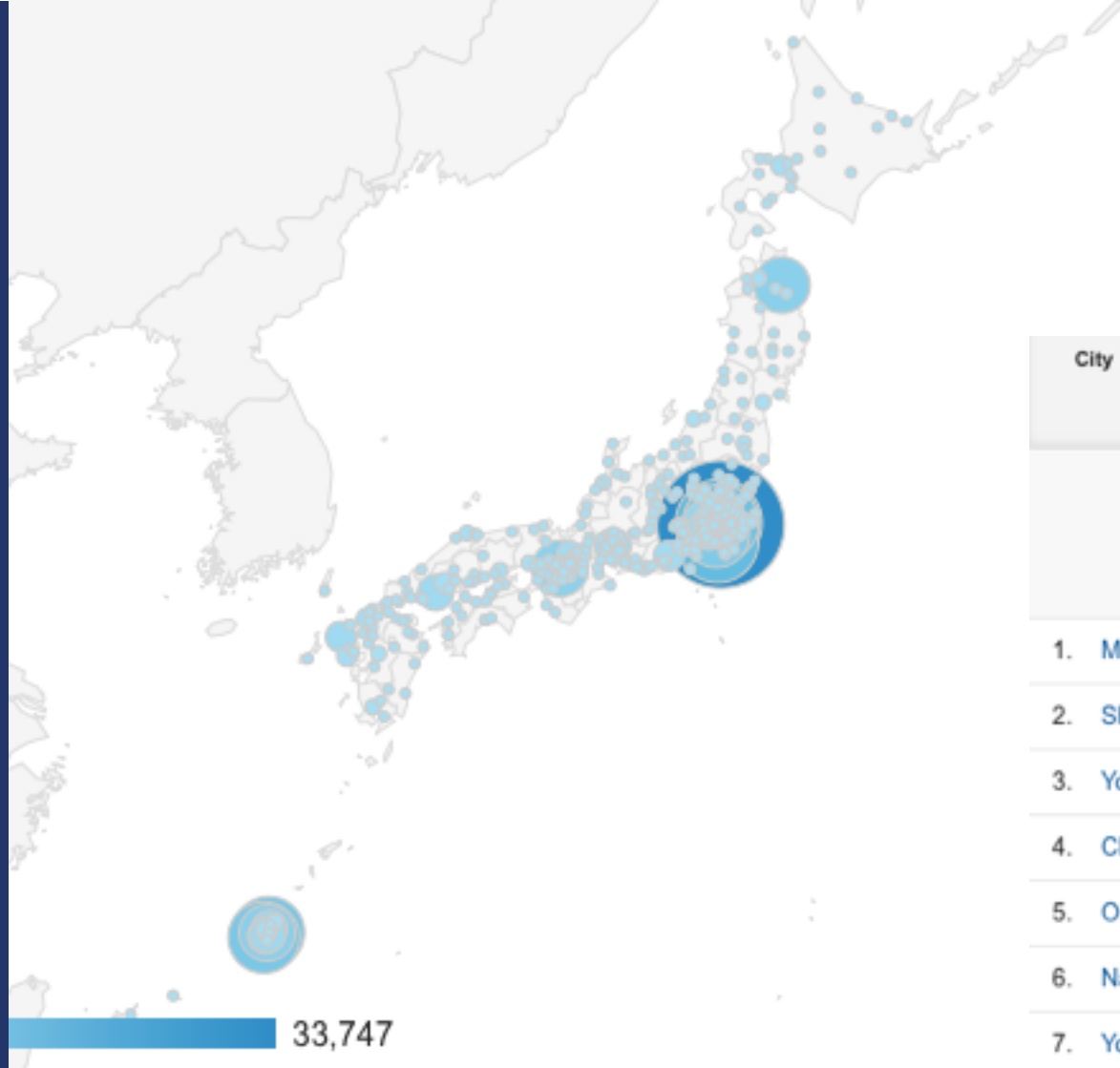
Unique Users

Since 52 weeks ago

Users



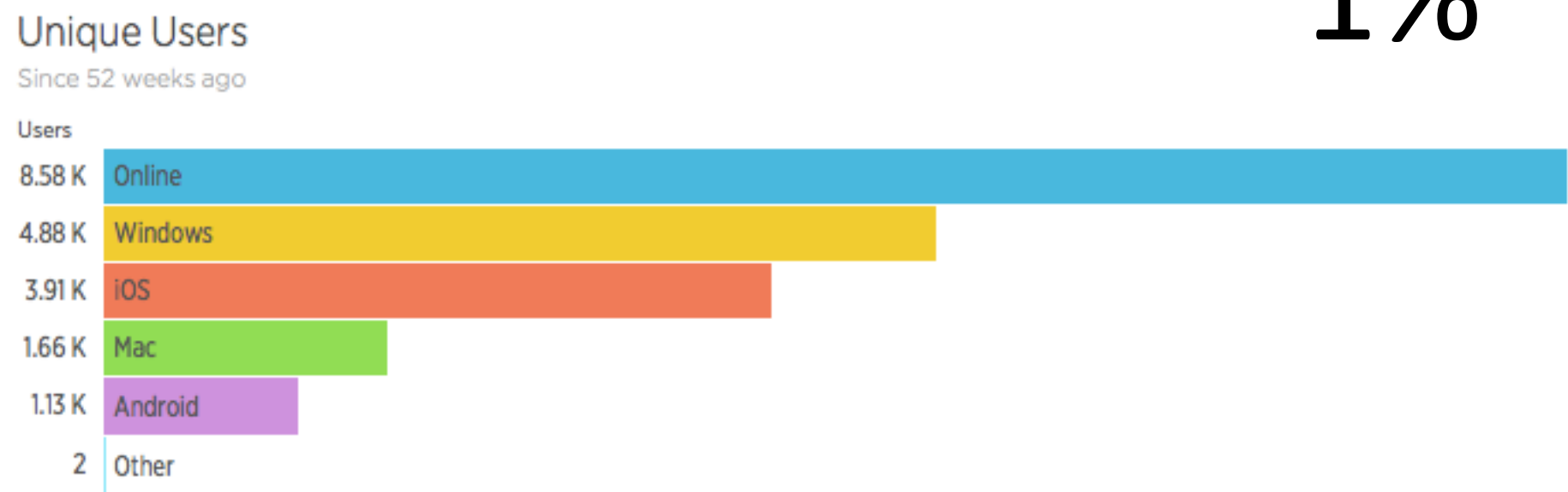
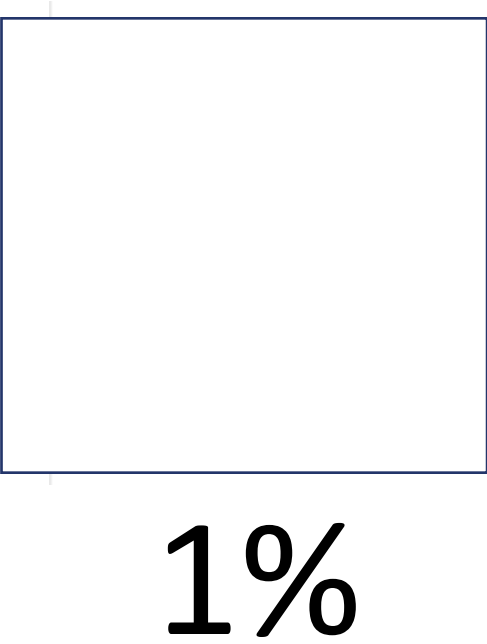
JAPAN



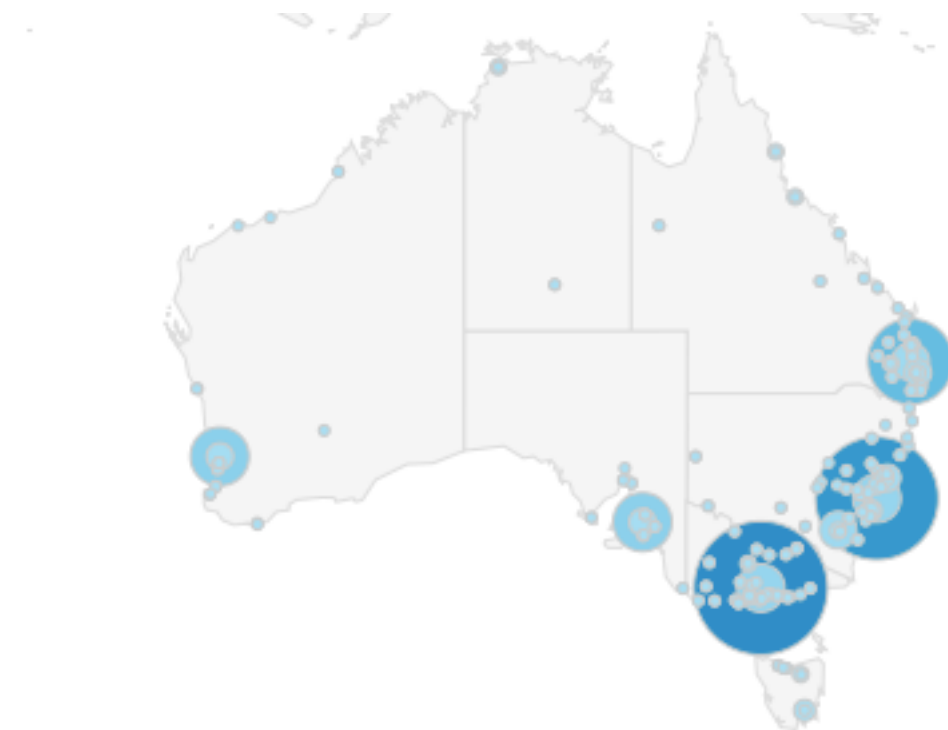
Last 52 weeks

City ?	Sessions ? ↓	% New Sessions ?	Avg. Session Duration ?
	200,726 % of Total: 0.25% (80,519,623)	19.74% Avg for View: 17.66% (11.79%)	00:19:13 Avg for View: 00:14:55 (28.87%)
1. Minato	33,747 (16.81%)	22.22%	00:27:43
2. Shinjuku	14,860 (7.40%)	23.31%	00:20:13
3. Yokosuka	14,296 (7.12%)	15.61%	00:15:20
4. Chiyoda	12,285 (6.12%)	16.04%	00:23:25
5. Okinawa	10,466 (5.21%)	11.40%	00:15:08
6. Naha	9,709 (4.84%)	14.65%	00:14:58
7. Yokohama	8,792 (4.38%)	26.46%	00:14:27
8. Chatan	6,399 (3.19%)	13.11%	00:15:09
9. Misawa	6,304 (3.14%)	9.93%	00:13:52
10. Osaka	5,895 (2.94%)	30.92%	00:18:05

Last 52 weeks



AUSTRALIA



651,563

Last 52 Weeks

City ?	Sessions ? ↓	% New Sessions ?	Avg. Session Duration ?
	2,209,371 % of Total: 2.74% (80,519,623)	16.43% Avg for View: 17.66% (-6.99%)	00:15:32 Avg for View: 00:14:55 (4.15%)
1. Melbourne	732,342 (33.15%)	14.88%	00:15:12
2. Sydney	642,836 (29.10%)	17.16%	00:15:39
3. Brisbane	313,349 (14.18%)	16.68%	00:15:31
4. Perth	141,083 (6.39%)	17.10%	00:15:41
5. Adelaide	136,725 (6.19%)	17.15%	00:16:13
6. Canberra	53,927 (2.44%)	20.08%	00:16:17
7. Gold Coast	29,852 (1.35%)	17.55%	00:16:11
8. Newcastle	24,075 (1.09%)	18.53%	00:16:13
9. Wollongong	14,044 (0.64%)	21.85%	00:14:22
10. (not set)	9,791 (0.44%)	13.38%	00:15:31

Unique Users Worldwide

Since 52 weeks ago

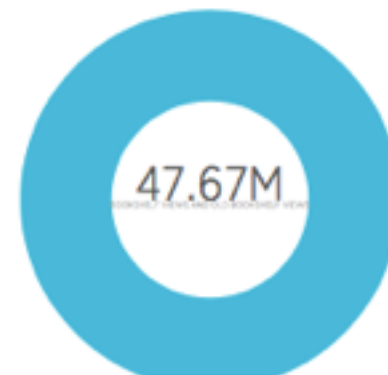
Users

159 K AUS



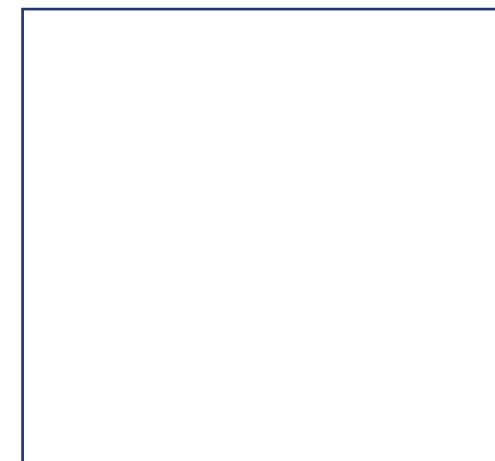
Total pageviews

Since 52 weeks ago



Pages Printed

Since 52 weeks ago

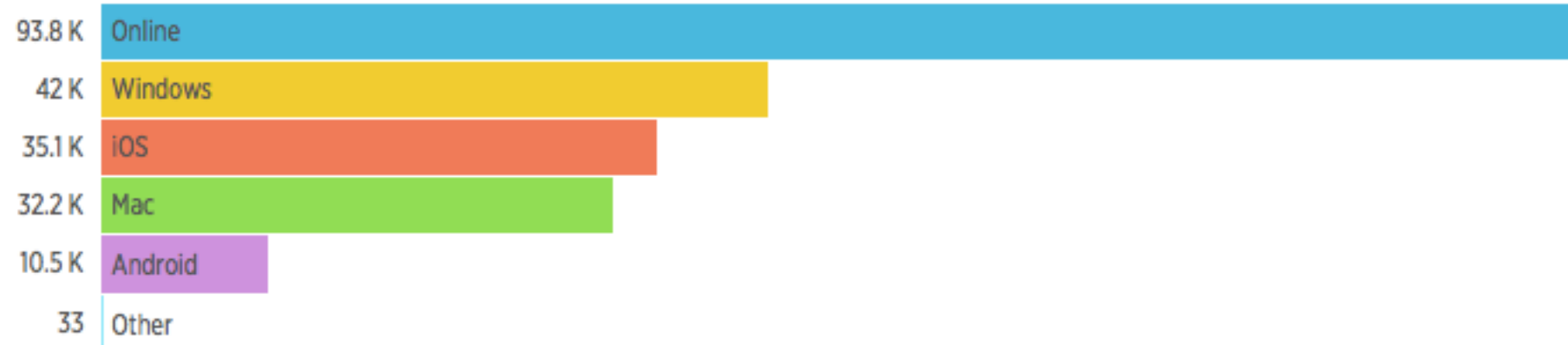


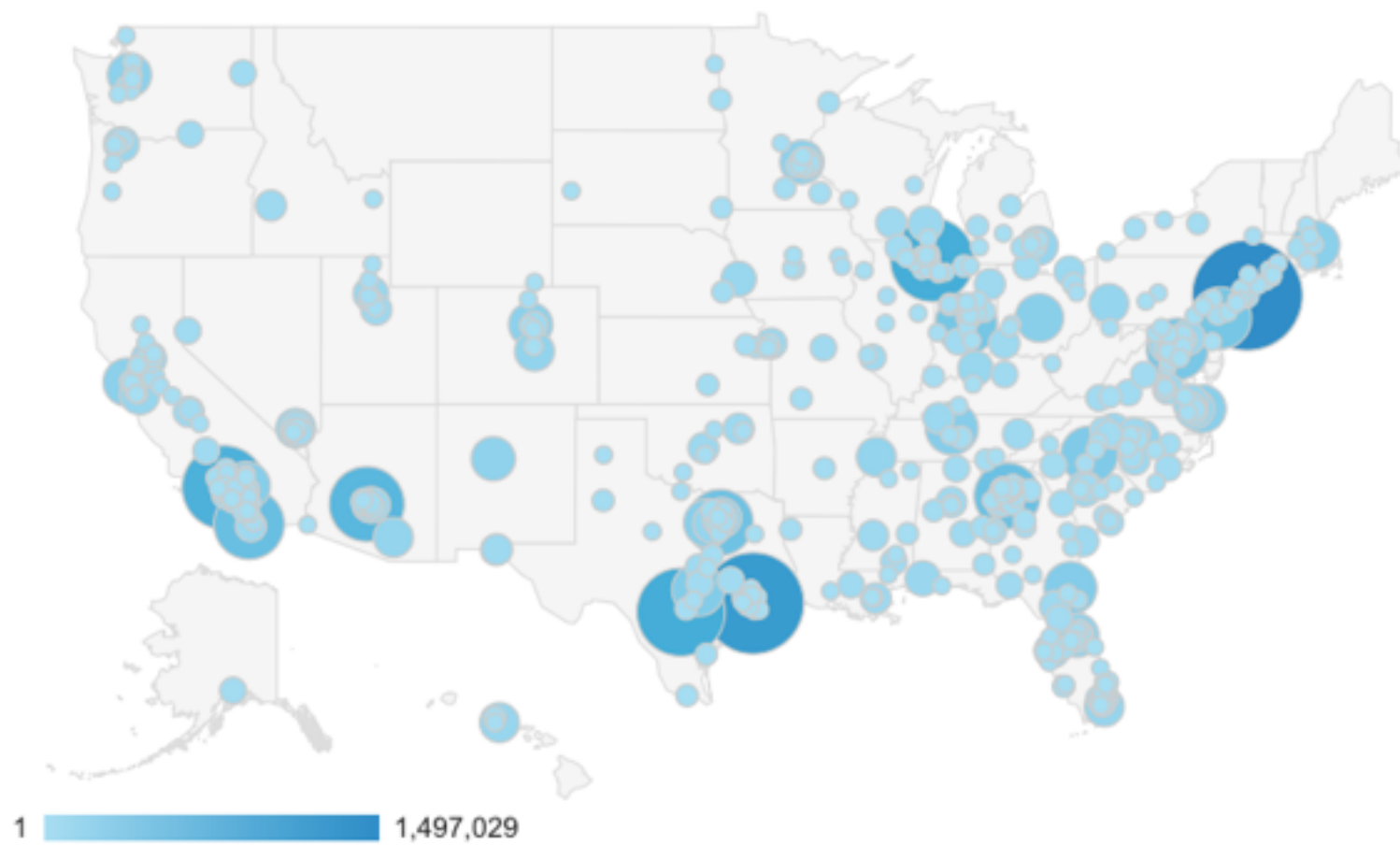
1%

Unique Users

Since 52 weeks ago

Users





Unique Users Worldwide

Since 52 weeks ago

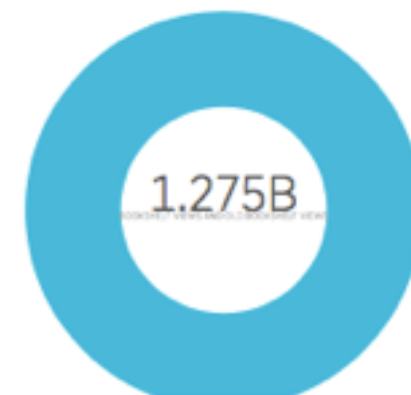
Users

2.91 M USA



Total pageviews

Since 52 weeks ago



Pages Printed

Since 52 weeks ago



0.3%

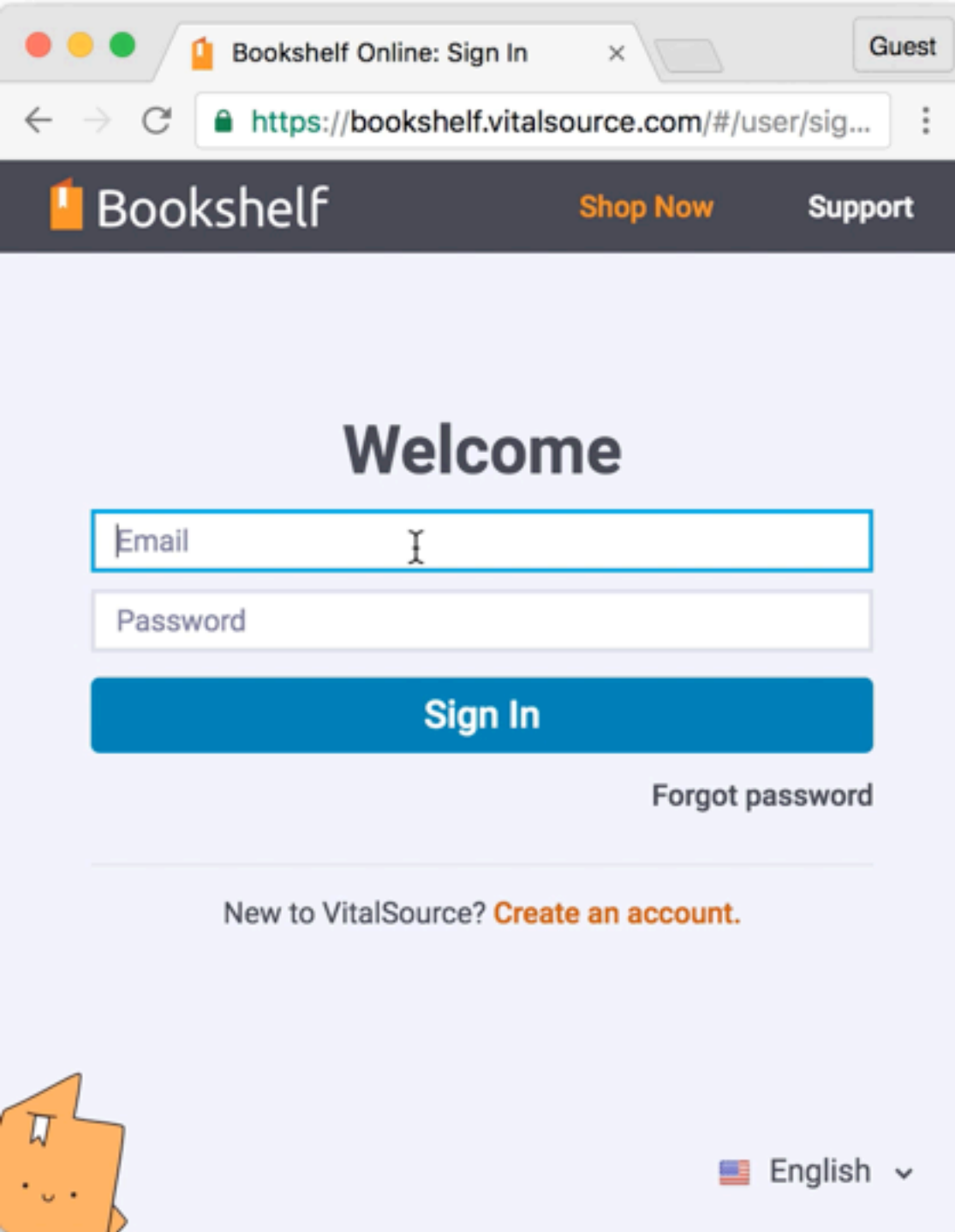
Unique Users

Since 52 weeks ago

Users



How is VitalSource leveraging Caliper?



The screenshot shows a web browser window with the address bar displaying `https://bookshelf.vitalsource.com/#/user/sig...`. The page header includes the Bookshelf logo, a "Shop Now" button, and a "Support" link. The main content area features a "Welcome" heading, followed by input fields for "Email" and "Password". A blue "Sign In" button is positioned below these fields. A link for "Forgot password" is located to the right of the "Sign In" button. At the bottom, there is a link for "New to VitalSource? Create an account." and a language selector set to "English".

Bookshelf Online: Sign In Guest

← → ↻ <https://bookshelf.vitalsource.com/#/user/sig...>

Bookshelf Shop Now Support

Welcome

Email

Password

Sign In

[Forgot password](#)

New to VitalSource? [Create an account.](#)

English

Let's consider a brief learning interaction.

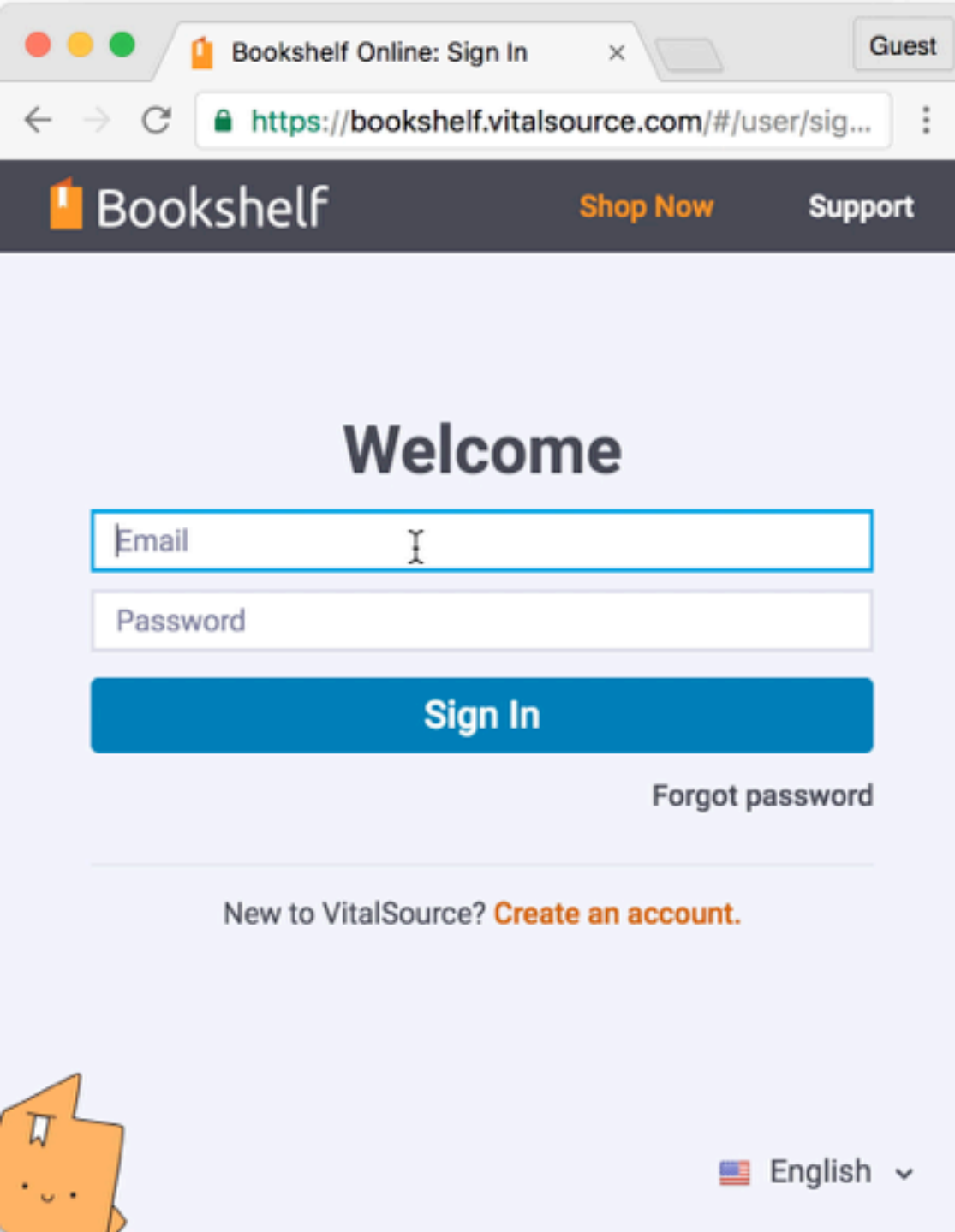
hint: there will be a quiz

Learner **Book** **Page View** **Chapter 2**

Did you notice all the data?

Login **Note** **Logout** **Highlight**

Let's take a closer look.



Bookshelf Online: Sign In Guest

https://bookshelf.vitalsource.com/#/user/sig...

Bookshelf Shop Now Support

Welcome

Email

Password

Sign In

[Forgot password](#)

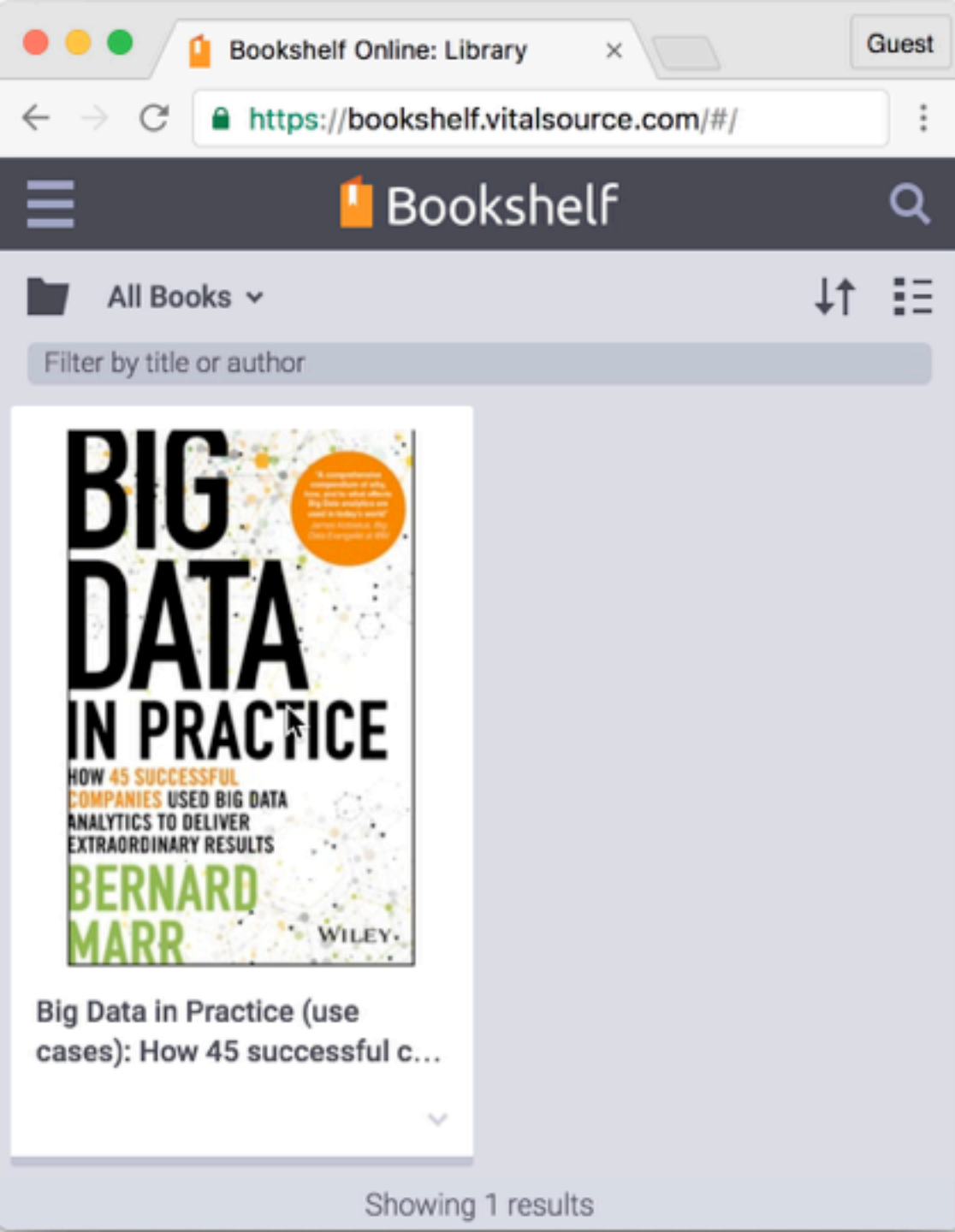
New to VitalSource? [Create an account.](#)

English

Login

sessionEvent: logged in

```
{
  "@context": "http://purl.imsglobal.org/ctx/caliper/v1/Context",
  "@type": "http://purl.imsglobal.org/caliper/v1/SessionEvent",
  "actor": {
    "@id": "https://api.vitalsource.com/users/demo"
  },
  "action": "http://purl.imsglobal.org/vocab/caliper/v1/action#LoggedIn",
  "object": {
    "@id": "https://bookshelf.vitalsource.com",
    "name": "VitalSource Bookshelf",
    "@type": "http://purl.imsglobal.org/caliper/v1/SoftwareApplication"
  },
  "eventTime": "2016-01-31T15:01:01.001Z",
  "edApp": {
    "@id": "https://bookshelf.vitalsource.com",
    "name": "VitalSource Bookshelf",
    "@type": "http://purl.imsglobal.org/caliper/v1/SoftwareApplication"
  }
}
```



Page Views

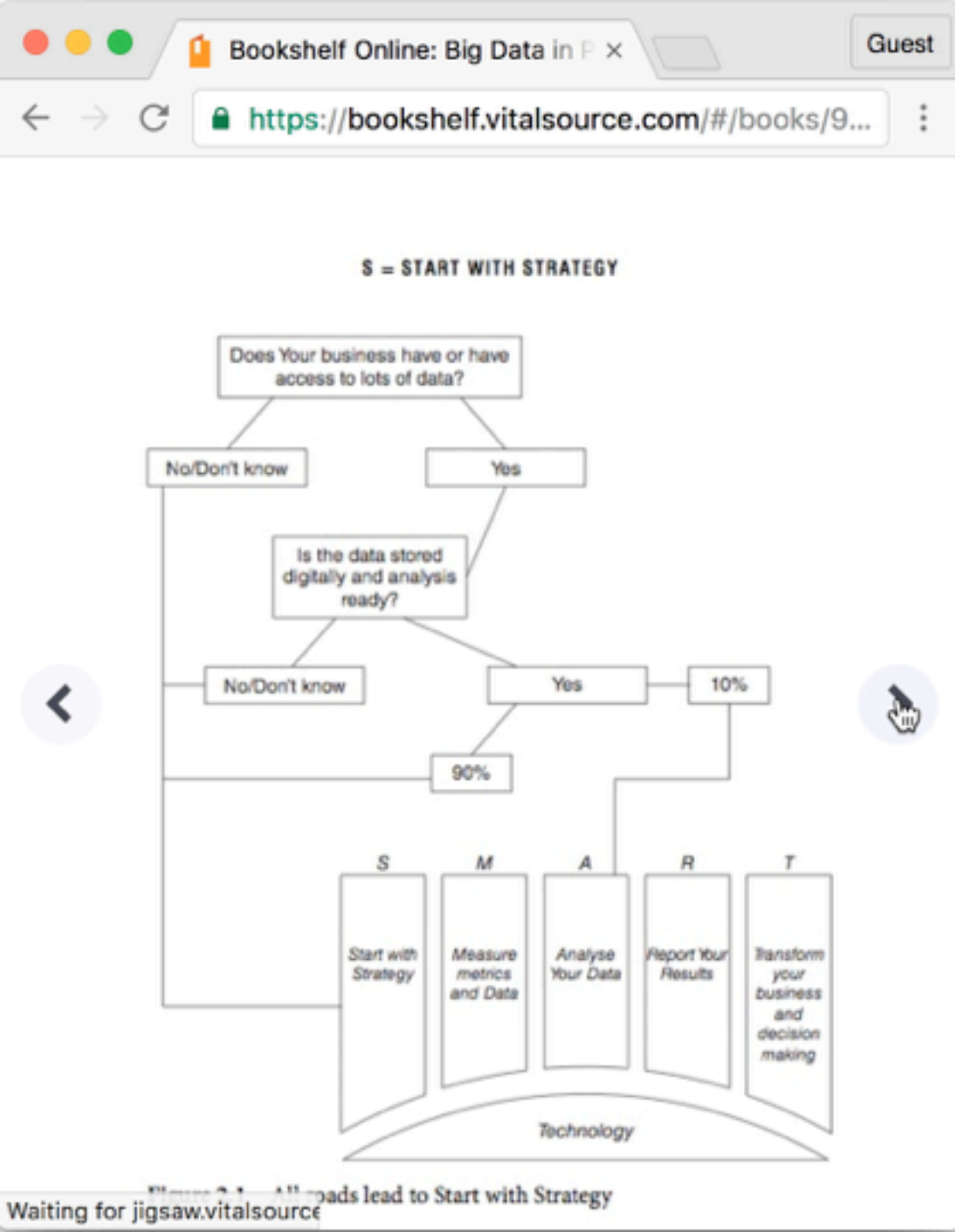
readingEvent: viewed

```
{
  "@context": "http://purl.imsglobal.org/ctx/caliper/v1/Context",
  "@type": "http://purl.imsglobal.org/caliper/v1/ReadingEvent",
  "actor": {
    "@id": "https://api.vitalsource.com/users/demo"
  },
  "action": "http://purl.imsglobal.org/vocab/caliper/v1/action#Viewed",
  "object": {
    "@context": "http://purl.imsglobal.org/ctx/caliper/v1/Context",
    "@id": "https://api.vitalsource.com/products/9781119231417/23",
    "@type": "http://www.idpf.org/epub/vocab/structure/#bodymatter"
  },
  "eventTime": "2016-01-31T15:01:20.001Z",
  "edApp": {
    "@id": "https://bookshelf.vitalsource.com",
    "name": "VitalSource Bookshelf",
    "@type": "http://purl.imsglobal.org/caliper/v1/SoftwareApplication"
  }
}
```

Highlights

annotationEvent: highlighted

```
{
  "@context": "http://purl.imsglobal.org/ctx/caliper/v1/Context",
  "@type": "http://purl.imsglobal.org/caliper/v1/AnnotationEvent",
  "actor": {
    "@id": "https://api.vitalsource.com/users/demo"
  },
  "action": "http://purl.imsglobal.org/vocab/caliper/v1/action#Highlighted",
  "object": {
    "@id": "https://api.vitalsource.com/products/9781119231417/25",
    "@type": "http://www.idpf.org/epub/vocab/structure/#bodymatter"
  },
  "generated": {
    "@id": "https://api.vitalsource.com/users/demo/annotations/1",
    "@type": "http://purl.imsglobal.org/caliper/v1/HighlightAnnotation",
    "dateCreated": "2016-01-31T15:01:01.001Z",
    "annotated": "https://api.vitalsource.com/products/9781119231417/25"
  },
  "eventTime": "2016-01-31T15:01:50.001Z",
  "edApp": {
    "@id": "https://bookshelf.vitalsource.com",
    "name": "VitalSource Bookshelf",
    "@type": "http://purl.imsglobal.org/caliper/v1/SoftwareApplication"
  }
}
```



Notes

annotationEvent: noted (proposal)

```
{
  "@context": "http://purl.imsglobal.org/ctx/caliper/v1/Context",
  "@type": "http://purl.imsglobal.org/caliper/v1/AnnotationEvent",
  "actor": {
    "@id": "https://api.vitalsource.com/users/demo"
  },
  "action": "http://purl.imsglobal.org/vocab/caliper/v1/action#Noted",
  "object": {
    "@id": "https://api.vitalsource.com/products/9781119231417/25",
    "@type": "http://www.idpf.org/epub/vocab/structure/#bodymatter"
  },
  "generated": {
    "@id": "https://api.vitalsource.com/users/demo/annotations/2",
    "@type": "http://purl.imsglobal.org/caliper/v1/HighlightAnnotation",
    "dateCreated": "2016-01-31T15:01:01.001Z",
    "annotated": "https://api.vitalsource.com/products/9781119231417/25"
  },
  "eventTime": "2016-01-31T15:01:55.001Z",
  "edApp": {
    "@id": "https://bookshelf.vitalsource.com",
    "name": "VitalSource Bookshelf",
    "@type": "http://purl.imsglobal.org/caliper/v1/SoftwareApplication"
  }
}
```

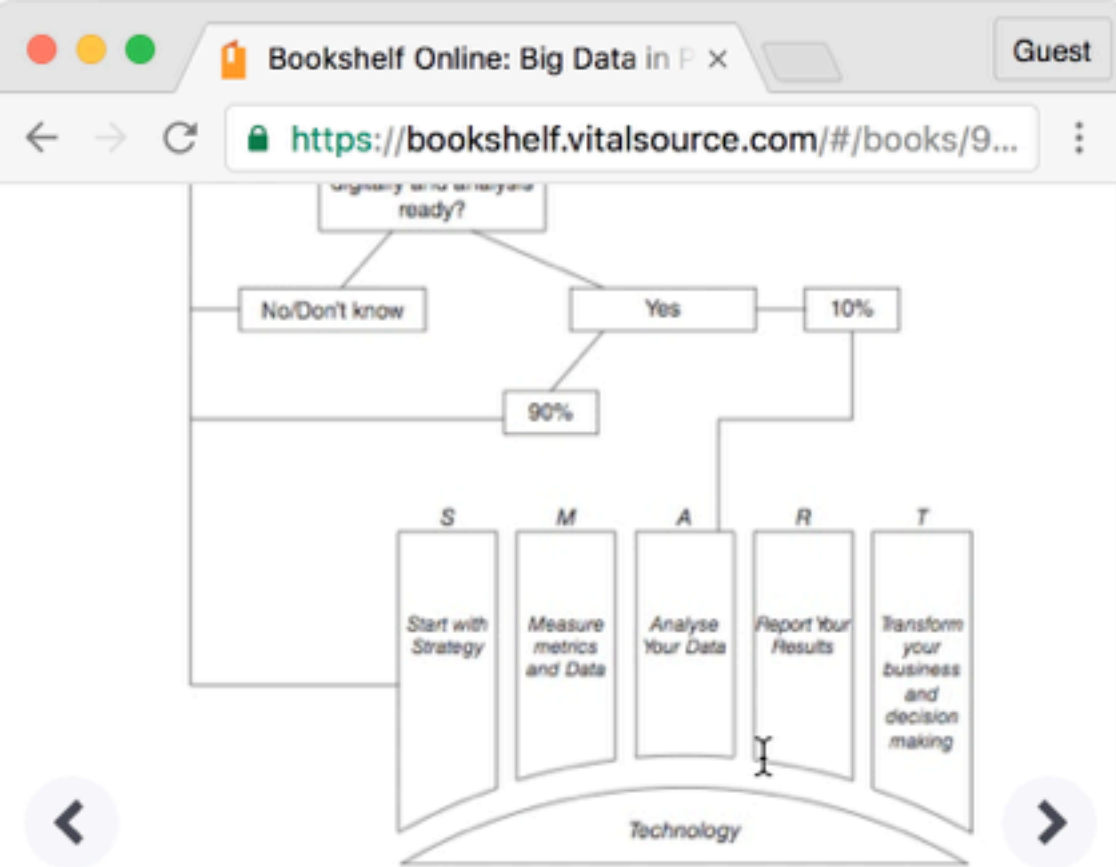


Figure 2.1 All roads lead to Start with Strategy

Whether your business has loads of analysis-ready data or doesn't have any data doesn't actually matter that much initially. It doesn't alter the validity of starting with strategy.

The only exception to this rule is if you already have a great deal of digitized data at your fingertips. In that case it may make sense

Logout

sessionEvent: logged out

```
{
  "@context": "http://purl.imsglobal.org/ctx/caliper/v1/Context",
  "@type": "http://purl.imsglobal.org/caliper/v1/SessionEvent",
  "actor": {
    "@id": "https://api.vitalsource.com/users/demo"
  },
  "action": "http://purl.imsglobal.org/vocab/caliper/v1/action#LoggedOut",
  "object": {
    "@id": "https://bookshelf.vitalsource.com",
    "name": "VitalSource Bookshelf",
    "@type": "http://purl.imsglobal.org/caliper/v1/SoftwareApplication"
  },
  "eventTime": "2016-01-31T15:02:05.001Z",
  "edApp": {
    "@id": "https://bookshelf.vitalsource.com",
    "name": "VitalSource Bookshelf",
    "@type": "http://purl.imsglobal.org/caliper/v1/SoftwareApplication"
  }
}
```

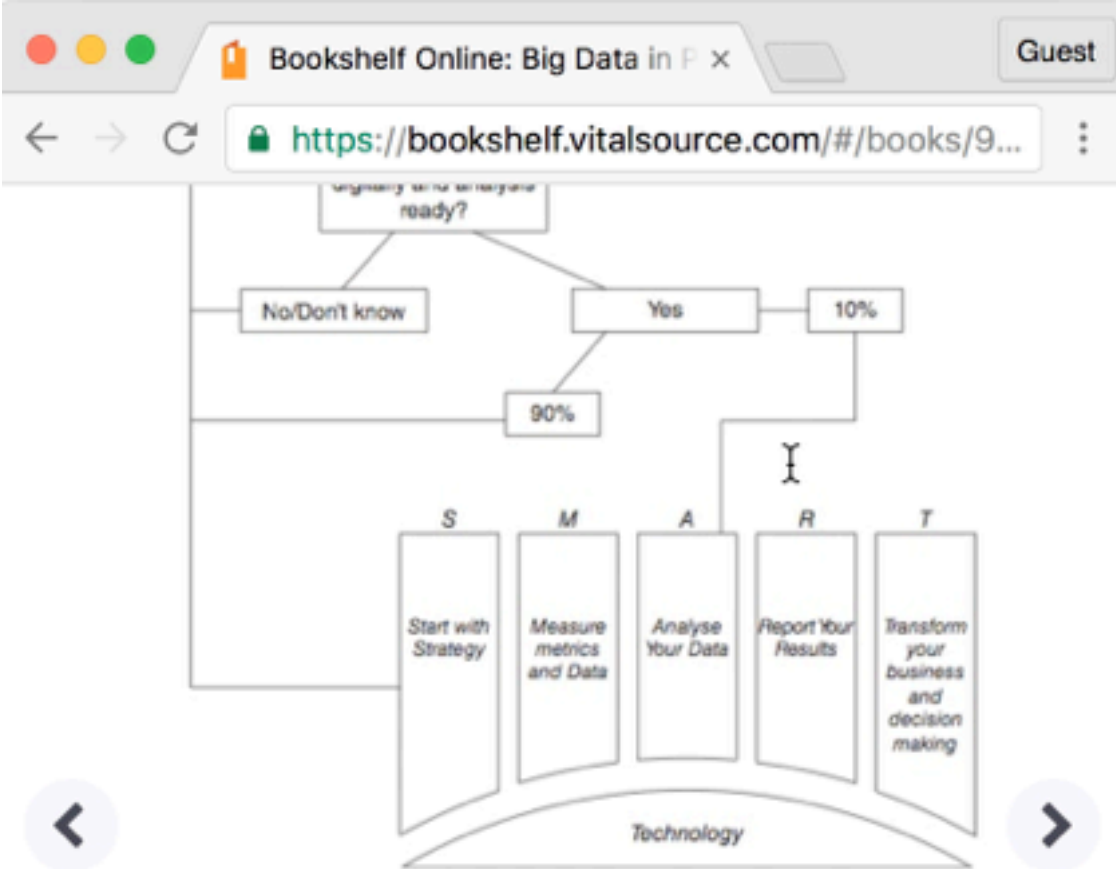


Figure 2.1 All roads lead to Start with Strategy

Whether your business has loads of analysis-ready data or doesn't have any data doesn't actually matter that much initially. It doesn't alter the validity of starting with strategy.

The only exception to this rule is if you already have a great deal of digitized data at your fingertips. In that case it may make sense

All of this is sent near-realtime.

What can you do with all of this data?

We built the VitalSource
Engagement Dashboards.

1.0 - Demo University ▾

Date Range

08/01/2016

08/31/2016

Submit

Course

All Courses ▾

Instructor

All Instructors ▾

Student

All Students ▾

Isbn

All Isbns ▾

Title

All Titles ▾

Publisher

All Publishers ▾

Clear Filters

[Engagement Trends](#)[Engagement Details](#)[Engagement Trends by Week](#)[Engagement by Book](#)[Engagement by Course](#)

Executive Summary

Student
Page Views ⓘ

501,680

Students
with Activity ⓘ

2,929

Student
Sessions ⓘ

28,863

Average
Session Length ⓘ

25:00

[Session Activity by Week ⓘ](#)

How is VitalSource leveraging Caliper?

Data can help make
students successful.

Why are #s important?

87% of students feel they'd get better grades with interactive texts, compared to traditional course materials

89% of students admit that cost was an important factor in deciding to avoid or delay getting course materials.

45% admit that avoiding or delaying the purchase negatively impacted their grades.

VitalSourceTM

How does data help?



The more data the better



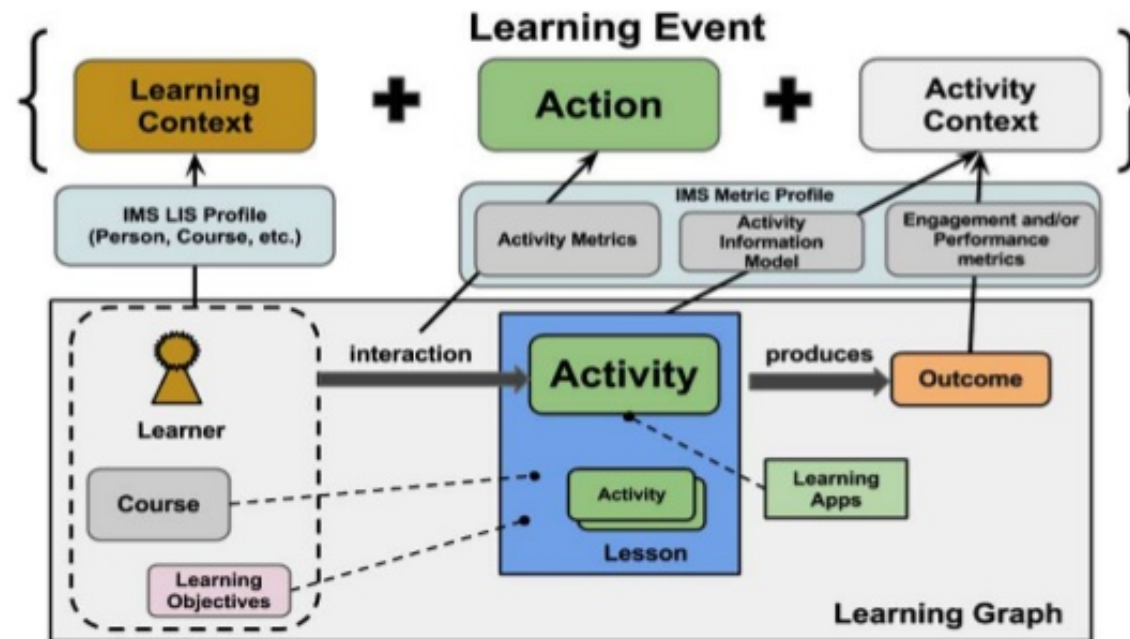


- Correlate activity with success
- Build profiles of at-risk behaviors
- Intervene early (you have three weeks)
- Build scaffolding support programs
- Increase retention
- Increase success

The place for caliper



Caliper Events



Let us help you decide which you need

	Engagement Dashboards	Data Feeds
<i>Data Universe</i>	All Bookshelf Events	Caliper-supported Events
<i>Granularity</i>	Book, Student, Day*	Clickstream, Page-level
<i>Update Frequency</i>	Daily	Near Real-time
<i>Supporting Metadata</i>	Included in Reports	Available via API
<i>Delivery Mechanism</i>	Web Portal	Caliper-formatted JSON

*User-level data is limited to user-creators, integration terms.
For more information, see our privacy policy.

Thanks.

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VitalSource™