

ODILO raises €6 million to expand innovative library services

Denver, CO, March 8, 2017 – ODILO, a global leader in the eBook industry, is expanding services to help libraries save money and take control of their digital content. Along with existing investors Active Venture Partners, Inveready, and Telefonica, Kibo Ventures and JME Venture Capital recently joined in to raise an additional €6 million for ODILO. The investment aims to strengthen operations in North America, open new markets, and accelerate technological developments.

In 2016, ODILO experienced major international growth, achieving a 300% global increase of checkouts performed from all ODILO services. “We are proud to do more checkouts in Spanish than any other provider. This new funding will reinforce us as the leading digital content provider of Spanish language materials, while also growing other languages,” said Rodrigo Rodriguez, CEO of ODILO.

While new titles are ingested daily, currently ODILO has the distribution rights to 1.3 million digital content materials from over 2,500 publishers in 42 different languages. Libraries can choose from various lending models, including one-copy/one-user, Pay-per-Use (PpU), and/or simultaneous access. By having these options, libraries have more control and the opportunity to use their savings for additional content or other essential library needs.

“Our PpU model is great for libraries, because it is a low-risk, low-cost solution to immediately offer different types of digital content,” said Rodriguez. “This could include foreign language titles they want to test with their communities, new authors, or even different types of formats – like eAudioBooks.”



ODILO believes in directly promoting and connecting the library to their readers (rather than a vendor's name/resource). A branded end-user portal, along with an exclusive mobile app, will encourage the easy discovery and use of any type of digital content (whether from ODILO, another eBook provider, or local content).

Their innovative 'Bring Your Own Content' (BYOC) function allows libraries to further support communities and encourage cultural sharing by uploading (and making immediately available) a variety of digital content, including local music, images, videos, historic materials, maps, publications by local authors or organizations, and much more.

ODILO is dedicated to protecting the library and their readers. Those who use ODILO can directly access content with library credentials (or whatever authentication the library chooses), rather than needing to create a separate vendor user account.

About ODILLO

ODILO is a privately held Spanish and USA based company dedicated to developing the most innovative and creative solutions for libraries. With millions of end-users worldwide, ODILLO offers a comprehensive product suite for the discovery, management, and distribution of library print and digital materials. Currently used in 43 countries, ODILLO defines and designs efficient, user-friendly solutions, serving the needs of public, private, university, school, and special interest libraries, along with travel and hospitality industries. ODILLO is headquartered in Madrid, Spain, with offices in Cartagena, Spain; Denver, Colorado; Mexico City, Mexico; and New York, New York. To learn more, visit www.odilo.us.

About Kibo Ventures

With more than \$120 million of assets under management, Kibo Ventures is one of the Spanish Venture Capital companies with great presence in the digital sector. With more than



40 portfolio companies, it invests in entrepreneurs with global projects and a clear technological differentiation, based on scalable business models. Other companies Kibo Ventures has invested in, includes Carto, Flywire, JobandTalent, Logtrust, Iguama, Jetlore, Blueliv, iContainers, Captio, Omnidrone, and Promofarma. To learn more, visit <http://www.kiboventures.com/en/>.

About JME Venture Capital

Since 2009, JME Venture Capital has invested in young technology companies founded by the best Spanish entrepreneurs around the world. JME Venture Capital has 60 million euros under management in two funds and is backed by some of the most important Spanish entrepreneurs and institutional investors. To learn more, visit <http://www.jme.vc/>.

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