



Publications and data from international organisations

- ✍ **OECD - Organisation for Economic Co-operation and Development**
- ✍ **IEA - International Energy Agency**
- ✍ **IMF - International Monetary Fund**
- ✍ **World Bank**
- ✍ **Eurostat**
- ✍ **United Nations including sub-bodies**
- ✍ **National Statistical Offices**



Publications and data from international organisations

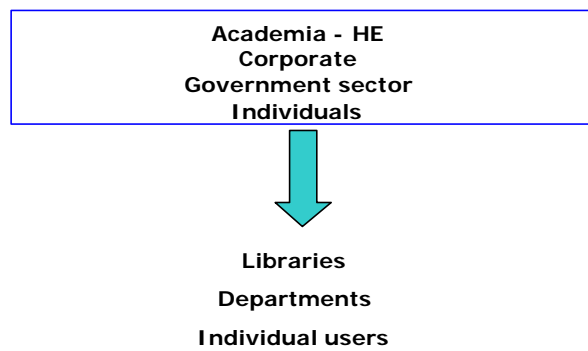
Books and reports
Periodicals subscriptions
Standing Orders



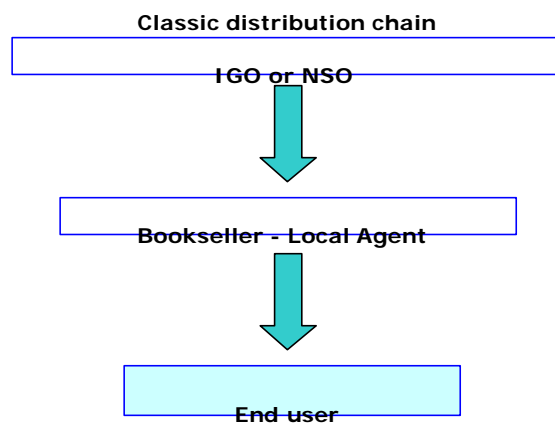
Printed
E-books
Online



Publications and data from international organisations



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Publications and data from international organisations

Factors influencing the distribution chain

Internet
Globalisation

Organisation can now communicate directly
with the end user and vice versa

Online shopping means that the role of the
local agent can be dispensed with

E-books and online portals negate the
delivery problem and meet the users
demands of 'must have now'



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Factors influencing the distribution chain

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Factors influencing the distribution chain

Globalisation

Barriers which worked in the local agents favour have been removed

Vastly improved communications - especially the web and e-mail

Payment barriers have been removed with cards and electronic banking



Publications and data from international organisations

The demands of the customer

Greater awareness as a result of globalisation in media coverage

Requests for statistics on specific issues

Expect the information immediately

Require bespoke products



Publications and data from international organisations

The demands of the customer
and
questions arising

- missing data
- accuracy of data
- periodicity and updates
- methodology
- differentiation between micro and macro data



Publications and data from international organisations

Can the bookseller meet these demands?

No

Yes

Carry on
selling books



Publications and data from international organisations

Can the bookseller meet these demands?

Adapt to meet new technology

E-books

Print-on-demand

Online delivery

Deliver customised data

Forge relationships with data providers