

**Summary:**

Klopotek is the largest worldwide supplier of software solutions to the international publishing community. Klopotek's standardized software solutions are built to meet the distinctive needs of the publishing industry and combine that knowledge with modern technology, making Klopotek a consistent market leader.

**German Engineering** is recognized around the world for excellence in quality and reliability. All Klopotek's software solutions are built in our development center in Berlin using the latest technologies for testing, release management and quality assurance. Our goal is to deliver our software solutions according to the highest international standards with the appropriate tools to ensure that regular updates can be installed with minimum impact on our customers operations.

**European Style** The definition of "style" is the distinctive way in which something is said or done. We are proud of our European heritage, our European culture and our extensive European customer base. We recognize that every publisher faces unique business challenges and we strive to bring imagination and individuality to each customer's project. Most of our staff are multi-lingual and we maintain the highest professional standards at all times consistent with the business practices of the countries our customers operate in.

**Global Network** Klopotek's software supports more publishers, with more users, in more locations than any other software company. Available in several languages, the Klopotek Software Solution is used internationally by many global publishing houses. With offices located in the United Kingdom, the United States, Germany and the Netherlands, Klopotek offers international services to an international industry.

**Our Opinion:**

The Klopotek organization is unique in its depth and breadth of international capabilities. Their extensive staff resources, their adherence to the highest international standards for software development and project management combined with their fixed price methodology make them a leading solution for major publishers.



**Target Market:** National and International Publishers

**Geographic Area:** Worldwide

**Price:** Based on user's requirements

**Email:** [info@klopotek.com](mailto:info@klopotek.com)

**Website:** [www.klopotek.com](http://www.klopotek.com)

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**Vendor Information:****The Klopotek Solution**

All facets of the publishing process; from winning new business through managing customer relationships can be more efficiently handled with the comprehensive features provided by the Klopotek Total Publishing Software Solution for Books and Journals. A key feature of the Klopotek solution is the ability to manage extremely detailed information on the customer and the product, which facilitates profitably managing your publishing business.

**Technical Refinement:** Klopotek's standardized modular design allows you to select the options that are right for your individual business requirements. The Klopotek Software Solution can easily be configured to fit your current business model as well as your company's evolving needs.

**Open, Yet Secure:** Klopotek's Software Solution collects and stores your data in a robust ORACLE database, utilizing the highest security standards and providing virtually unlimited capacity. ORACLE is the optimum platform for complex business operations and easily accommodates the strenuous demands of the publishing industry. Comprehensive data management standards facilitate ad hoc reporting and ensure easy access to all available data.

**Supporting the Publishing Value Chain:** Klopotek's Software Solution supports all aspects of book and journal publishing. Different modules support the work flow from editorial through contracts and onward through the entire production process. Additional modules support your marketing, order processing, advertising, distribution, rights & royalties needs and integrate with your content, financial and eCommerce solutions.

**Intuitive Operation:** Flexible configuration and easy to follow documentation and screen layouts allow users to rapidly learn and utilize system features. Comprehensive database and reporting functions allow users to easily access budget and actual operational data.

**e-Business:** Klopotek allows you to rapidly implement new business models at an internet pace. Our Web Application Server enables you to quickly exploit commercial opportunities. This fully integrated system component allows you to integrate with your marketing websites. All you need to do is identify the customer and Klopotek's Total Software Solution for Book and Journal Publishers takes care of the rest. Creating your own e-commerce website has never been so quick or simple.

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**Clients Include:**

- Harper Collins
  - Penguin
  - Taylor & Francis Group
  - Random House
  - F.A. Davis Company
  - Elsevier
  - Pearson Education
  - Wolters Kluwer Education
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**Testimonials:**

**Chris Keen, Manager of Supply Chain and Customer Relations  
Association of Canadian Publishers**

"The ACP felt, after an extensive search and careful evaluation of alternative packages that Klopotek offered us the highest quality package for those members of the Association who would benefit from participating in a hosted solution. A key selling point for them was Klopotek's ability to configure the system to meet our individual member's needs. Initially, three of our publishers have signed up with the hosted Klopotek project, but we expect this number will expand as more of our members come to realize the efficiency and cost savings that can be delivered by using the hosted Klopotek solution." [\(read more\)](#)

**Bob Schenck, Vice President and CFO**

**F.A. Davis**

“Choosing Klopotek is the optimal solution for us. Their package will cover more of our needs as a textbook publisher than the other packages evaluated. Its applications are rich and provide more in depth coverage of our business processes than the other alternatives. Klopotek's combined functionality and user interface will improve office productivity and allow room for us to grow. Klopotek is committing considerable resources toward the implementation and we look forward to forging a solid relationship with their highly qualified professional staff.”

**Hans Platschorre, Finance & Operations Manager**

**VNU BP**

“We are very pleased that such a challenging project like replacing a circulation system, while changing some of the business processes and introducing new ones was implemented within six months.”

**Gil Harper Managing Director and Tas Viglatzis, Head of Royalties  
Pearson Shared Services Ltd.**

“Pearson conducted a detailed review process of a number of suppliers for supporting the UK operations of Penguin and Pearson Education. Klopotek's integrated software, flexibility, and close fit with our operational requirements coupled with their understanding and close links with the publishing industry were key factors in our decision.

We expect the implementation to significantly optimize our contracts, royalties and rights processes as well as benefiting from the ongoing support and development from a partner that is firmly based in the publishing industry.”

**Jos Wilschut, IT Director**

**Ten Hagen & Stam, a Wolters Kluwer Group Company**

"The pleasant cooperation with Klopotek has enabled us to make a success out of this project. The ease of use of the software and the strong project management was crucial to meet the steep deadlines that we set ourselves."