



Advanced solutions for stories worth telling.

COKE OR PEPSI? MAC OR PC? PRINT OR DIGITAL? TOO MANY DECISIONS, TOO LITTLE TIME...

Whether your readers prefer to turn pages of a printed book or read on their mobile device, our platforms are designed to connect audiences with your content, enhance efficiencies, and increase sales. As a leader in book publisher services and print, LSC has the expertise and infrastructure to tailor unique, comprehensive solutions for each client that inform decisions and drive actionable insights. Further, our supply chain solutions help publishers address the challenges they face by converting fixed costs into variable costs and by shedding non-core functions.

CUSTOMIZED PRODUCTION

From one book to a million copies, our experts will ensure that your production solution is customized to fit your specific publishing strategy. LSC's unmatched print capabilities are designed to provide flexibility and quality output for the book publishing industry.



QUALITY PRINT SERVICES

Leave the physical transformation up to us. LSC's industry experience and expert craftsmanship will turn any content file into a beautiful and tangible piece of literature. From trim size to binding, our onsite customer service and planning specialists ensure that the final product matches your overall vision. Along with our digital print and offset platforms in North America, we also have access to sites in China that are ISO 9001:2008, ISO 14001, FSC, SFI and PEFC certified and have an extensive CPSIA program.



DIGITAL PRINT STRATEGY

Equipped with the largest inkjet platform in North America, LSC's "Build to Stock" auto-replenishment process allows publishers to balance their need to achieve high fill rates while reducing inventory levels. Additionally, this program can reduce cost and time associated with inventory monitoring of stable re-print ISBNs, plus eliminates the fixed costs associated with PO creation and issuance. It also helps streamline the accounts payable functions by reducing the manual matching efforts and increases inventory turns by allowing for frequent ordering at no additional cost.



EBOOK CONVERSION

To expand your title's presence to every major marketplace, we'll help you seamlessly convert your content into every digital format to expand your reach. Our HARVESTView™ platform will also allow you to manage all of your content – from ebook files to print-ready text and cover files – in one convenient place.



EFFICIENT WAREHOUSING & FULFILLMENT

With over 35 years of experience managing publishers' inventories, we strive to help clients keep obsolescence at a minimum. To drive supply chain efficiency, LSC operates numerous book fulfillment centers as a common network. Our entire platform is equipped to manage book and book-related products as well as assembly, inventory control and fulfillment.



INVENTORY STRATEGY

We've overhauled the traditional inventory framework by segmenting our inventory based on shared characteristics. The result: a fully optimized, easily managed inventory. Paired with our best-in-class digital print assets, LSC can drive solutions focused on your inventory needs and customer expectations.



WAREHOUSE SOLUTIONS

We offer warehouse programs as a stand-alone service or as part of a complete supply chain solution, servicing our clients in LSC's facilities across the United States and Canada with a total of more than 3.7 Million square feet of warehouse space.



KITTING

When it comes to physical assembly, our streamlined fulfillment services are first-in-class. For complex kitting, and overall handwork, we've got you covered.



OPTIMIZED ORDER-TO-CASH (OTC)

LSC's OTC platform is designed to help publishers focus on competing in the marketplace, while we handle all the non-core back office processes including customer service, order processing, credit management, invoicing, cash application, and dispute resolution, as well as sales and inventory analysis reporting. Our model allows publishers to retain their core functions and market differentiators – namely publishing, sales and marketing – as well as their unique relationships with customers, while shedding fixed costs and enjoying access to a leading edge technology platform.

“LSC has been an invaluable partner of Workman Publishing almost from the beginning, and we are very excited to renew and grow our relationship. Looking forward, LSC's Order-to-Cash and digital content management services will be critical to our remaining competitive and self-reliant in the marketplace.”

–Dan Reynolds, CEO of Workman Publishing

END-TO-END LOGISTICS

LSC Logistics includes services built around a highly differentiated solution focused on print media that provides clients with full transparency. As a single-source global supply chain solution, we've designed our service portfolio to offer publishers and distributors of books a unique competitive advantage.



DOMESTIC AND WORLDWIDE DISTRIBUTION

LSC Logistics includes both Fairrington and The Clark Group, which have been providing publishers with consistently superior logistics and transportation services for nearly half a century. In addition to our domestic and international transportation management and distribution services, we have developed the most advanced operational, support and management software systems tailored for the print media supply chain.



REVERSE LOGISTICS

We've developed a regionally focused, national supply chain solution that facilitates over 100 million units of book returns for book retailers and wholesalers annually. Our proprietary web-based client tools encourage operational efficiency and significant transportation savings while maneuvering multiple return destinations.



RETURNS PROCESSING

One of the pillars of great customer service is how a company reacts to returns. Our customized return processing platform has been enhanced to accommodate any client requirement including return authorization, NOP, refurbishment, destructions, FIFO, holds for disposition, and weight verification.

DATA THAT DRIVES INSIGHTS AND STRATEGY

Good data becomes great data when you have the insights to drive new strategies within your supply chain. LSC's HARVESTView™ platform provides a unified channel view for publishers to store, manage, optimize and distribute content from anywhere, at anytime. We offer a variety of data solutions to help you tap into the intel of your target market, improve discoverability, protect your IP and connect with your readers.

HARVESTView



CHANNEL DISTRIBUTION

With over 200 preconfigured channels for global distribution, you'll have the ability to make sure all your assets from ebooks to audiofiles to print PDFs to marketing collateral all end up where they are meant to be. With HARVESTView as the singular meeting place for assets, sharing with internal departments is a cinch. Send any file, anywhere, any time.



FLEXIBLE AND ENHANCED METADATA SOLUTIONS

Our metadata solutions allow you to customize your metadata for each channel, control your destinations and create your own rules. With constant changes in market demand, we understand the importance of having the ability to react in real-time.



MARKETPLACE MONITORING & ANALYSIS

By utilizing the HARVESTView™ platform, you can see where your content is being sold in real-time, catch exceptions and react quickly to win the buy box and prevent any lost sales. Track all your titles, audit retailers for compliance and availability, measure consumer engagement online and monitor sales and marketing effectiveness.

StoryFit

LSC Communications made a strategic equity investment in StoryFit in 2017. This collaboration creates new solutions and products using machine learning and artificial intelligence to drive discoverability and deliver actionable insights for the Publishing Industry.



ONLINE DISCOVERABILITY, CONTENT AND MARKETING ANALYTICS

StoryFit's keywords, content and marketing analytics guarantee greater discoverability, using machine learning and augmented intelligence. See a lift in backlist sales, drive preorders and increase frontlist exposure by making sure your books reach their target audience.



ANTI-PIRACY, TRACK & TRACE AND CHANNEL MANAGEMENT

Our scalable production & technology platform, InterceptTag, protects the integrity of your content by helping to detect piracy and remove counterfeit books from your supply chain. This platform allows you to apply a secure unique identifier code on each book through digital print or a label and register, activate and authenticate each book as it moves throughout the supply chain. Robust data analytics and custom reports are viewable through a single dashboard to increase supply chain awareness. Plus, you can leverage our InterceptTag™ technology combined with our Reverse Logistics capabilities for a one-of-a-kind reverse logistics solution.

“LSC HAS TAKEN A LEADERSHIP POSITION TO REDUCE THE LEVEL OF PIRACY AFFECTING OUR INDUSTRY BY DEVELOPING AN ANTI-PIRACY SOLUTION THAT PUTS THE PUBLISHER IN CONTROL OF IDENTIFYING COUNTERFEITS. WITH ACADEMIC BOOKS AT THE GREATEST RISK OF PIRACY, PEARSON HAS COMMITTED TO PUT INTERCEPTAGS ON ALL HIGHER EDUCATION TITLES MOVING FORWARD.”

– Ellen Bedell, Supply Chain VP of Pearson

BOOKS ARE NOT JUST OUR BUSINESS, THEY ARE OUR PASSION. WE ARE CONSTANTLY IMPROVING OUR SOLUTIONS PORTFOLIO TO BETTER SERVE OUR CLIENTS IN AN EVER-EVOLVING MARKET. OUR TEAM IS DEDICATED TO MAKING IT AS EASY AS POSSIBLE TO GET YOUR CONTENT, PRINTED OR EBOOK, IN THE HANDS OF LOYAL READERS WHO APPRECIATE YOUR CONTENT AND ART.

ABOUT LSC COMMUNICATIONS

With a rich history of industry experience, innovative solutions and service reliability, LSC Communications (NYSE: LKSD) is a global leader in print and digital media solutions. The company's traditional and digital print-related services and office products serve the needs of publishers, merchandisers and retailers around the world. With advanced technology and a consultative approach, LSC's supply chain solutions meet the needs of each business by getting their content into the right hands as efficiently as possible.

