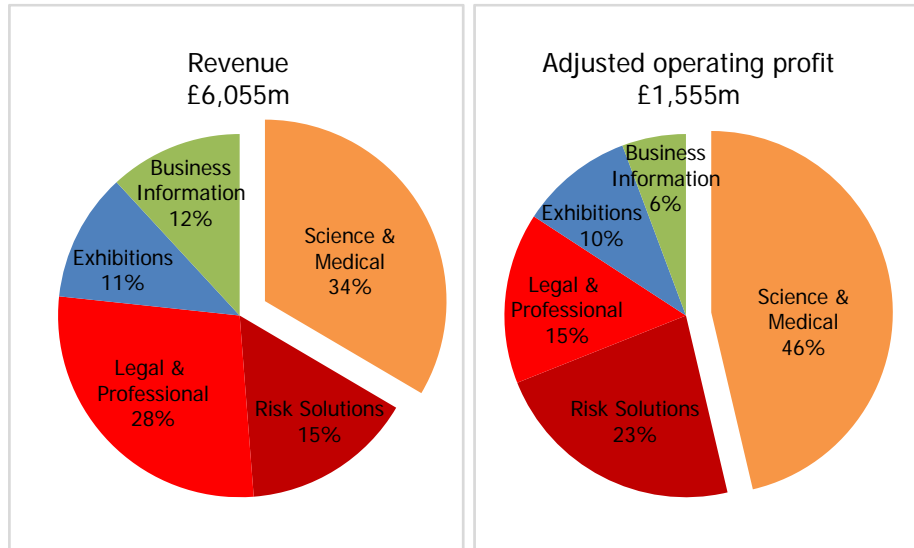


Elsevier's position within Reed Elsevier



Note: 2010 pro forma split of adjusted operating profit for Risk Solutions and Legal & Professional

3



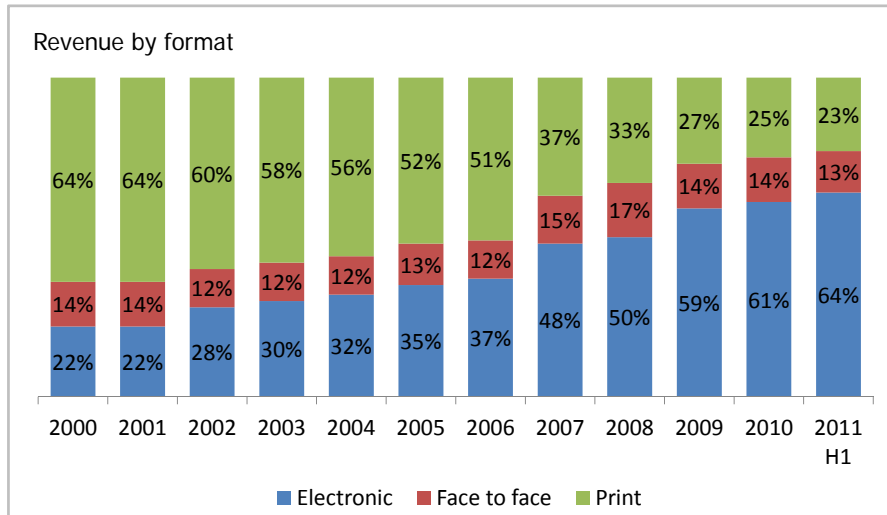
Core elements of the Reed Elsevier approach to building customer and shareholder value

- Deliver information based tools to professional customers which demonstrably improve their economics
- Combine high value information with analytics and technology to create outcome enhancing solutions
- Build on leading positions in long term globally growing markets
- Leverage our scale and manage our cost base; aim to keep cost growth below revenue growth

4



Reed Elsevier format transition



5



Latest Elsevier trading update

"Underlying revenue growth of 2%. Science & Technology grew 4% with solid subscription revenues in research and continued good growth in databases and tools. Health Sciences remained flat with good growth in research and in online revenues across all areas, offset by continuing declines in European pharma promotion and in print book sales to individual customers with increasing pressures particularly in European markets. More broadly the institutional customer environment across the world is similar to a year ago with continued variations by customer and geography."

Reed Elsevier 16 November 2011 IMS

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Introduction

Erik Engstrom, CEO Reed Elsevier

Elsevier overview	YS Chi, Chairman Elsevier
The world of research	Nick Fowler, Director of Strategy Elsevier
Elsevier Science & Technology	Ron Mobed, CEO S&T
Q&A	Ron Mobed, CEO S&T
World-class content	Martin Tanke, MD S&T Journals
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Elsevier: Global leader in science and health information

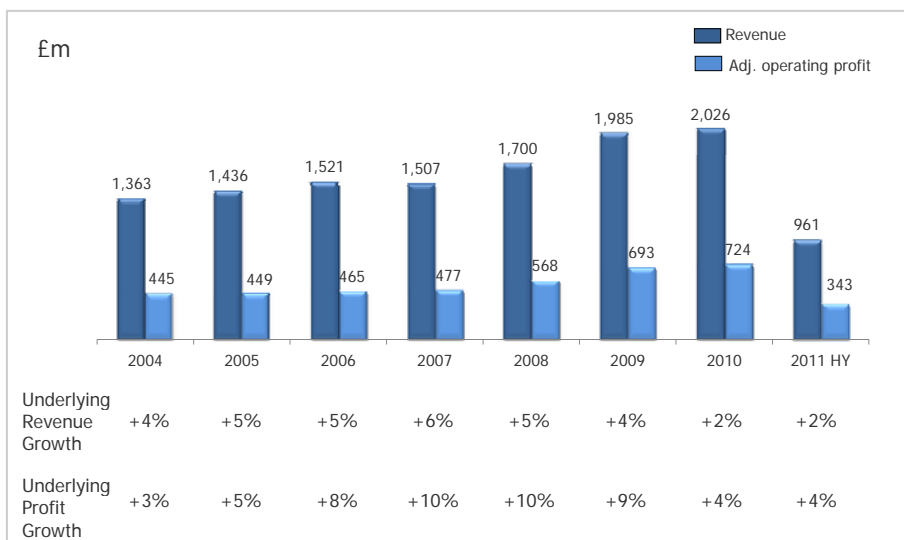


- Science Technology & Medical division of Reed Elsevier
- Founded >130 years ago
- Revenues: £2.0bn (2010)
- Customers in >180 countries
- Serving >30 million scientists, students, health and information professionals
- 14,500 FTEs: ~6,500 employees in 25 countries; ~8,000 outsourced FTEs

9



Elsevier financial performance



10



Elsevier's mission

"Help customers advance science and improve healthcare, by providing world-class information and innovative solutions that enable customers to make critical decisions, enhance productivity and improve outcomes."

11



Elsevier's strategic priorities

1. Build world-class content

- Content: primary research; databases; reference
- World-class (measured by independent metrics)

2. Get closer to our customers

- Customer understanding
- Customer service
- Customer satisfaction

3. Deliver outcome enhancing online solutions

- Combine content, customer insight and technology to improve
 - End user productivity
 - Institutional economics

4. Focus on high growth segments

- Emerging markets; databases and tools

5. Drive organisational efficiency

- Relentlessly pursue process innovation











6. Invest in our people

- Deep domain expertise
- Talent management

12

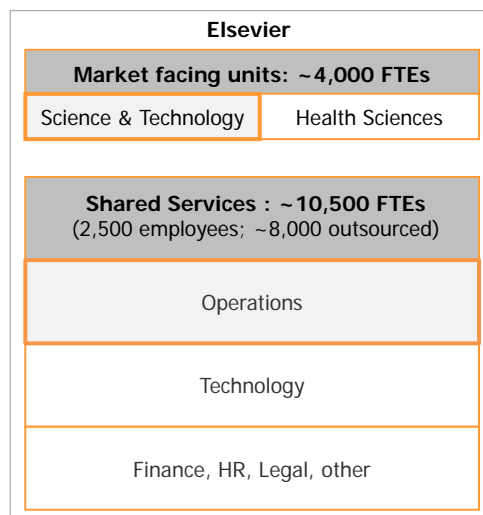


Customers served by Elsevier

Our Customers	Outcomes they are trying to achieve	Elsevier solutions
	Researchers <ul style="list-style-type: none"> Digest new research, publish quickly and advance science Achieve high impact, progress career, secure funding 	
	Academic Executives <ul style="list-style-type: none"> Attract and retain best researchers, faculty and students, compete effectively for funding Deliver quality information and tools to enhance researcher productivity 	
	Government <ul style="list-style-type: none"> Allocate funding well, maximise return on research spend, drive economic growth 	
	Health Professionals <ul style="list-style-type: none"> Treat patients effectively by deploying latest best practices and procedures 	
	Healthcare Providers and Payers <ul style="list-style-type: none"> Achieve better outcomes at lower unit cost 	

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Elsevier organisation

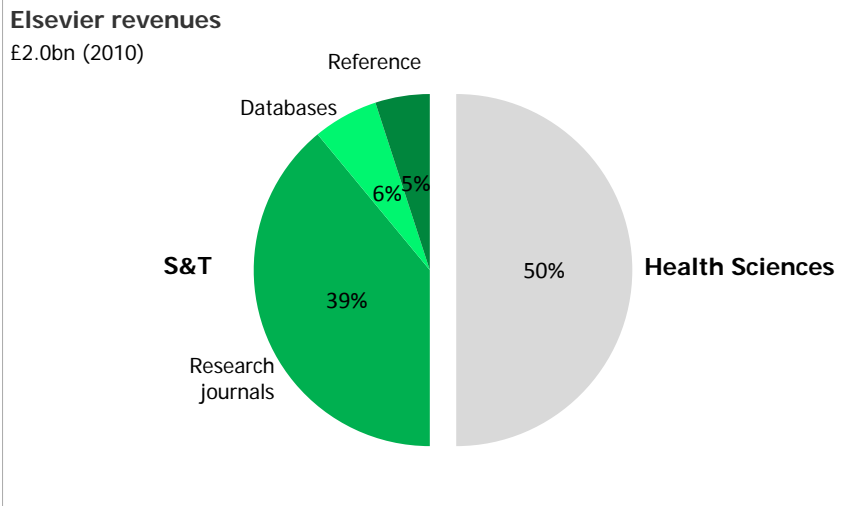


- Market facing groups: Science & Technology and Health Sciences markets

- One integrated global shared services group

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Research: most significant component of Elsevier revenues and c.100% of S&T



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Research is pivotal to economic growth and addressing societal challenges

“ Science is not a luxury which is the preserve of developed countries...
Technology and innovation are key to achieving long-term economic and social development

Science and innovation are recognised the world over as crucial to economic competitiveness.”

The Royal Society: Knowledge, Networks and Nations, 2011



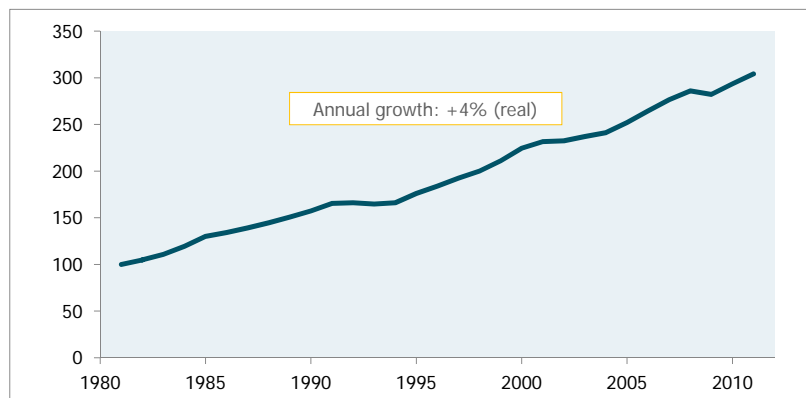
17



The world of research is large and growing

Global R&D spending: \$1.2 trillion in 2010

Spending on R&D – OECD countries*
Indexed values; 100 = Spend in 1981



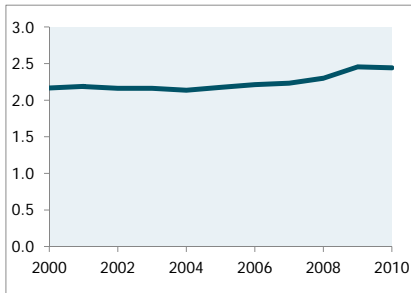
* \$PPP, 2000 constant currencies
Source: OECD, Battelle

18

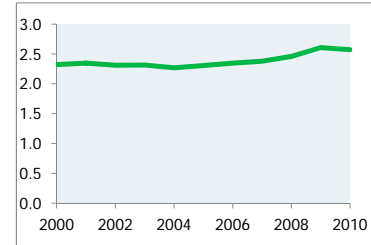


R&D spending as % of GDP has been relatively stable in developed markets, and is increasing in developing ones

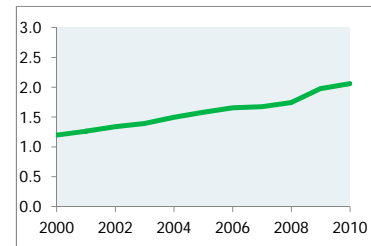
Gross Expenditure on R&D (GERD)
as % of GDP - Total



GERD as % of GDP - Developed Markets



GERD as % of GDP - Developing Markets



Source: OECD

Developed markets include US, Japan, and EU27
Developing markets include China and S. Korea

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Governments protecting R&D funding

NSF Slated for a 2.5% Boost in 2012 Budget

USA. *The Science insider*, 15 November 2011

Japan to Boost Science Spending, Reduce Support for Nuclear Power

The Science insider, 30 September 2011

Europe lines up hefty science-funding hike

Nature News, 5 July 2011

Farm subsidies trimmed to enable a 45% rise for research.

What's the Big Idea? Germany Invests in R&D to Beat the Crisis

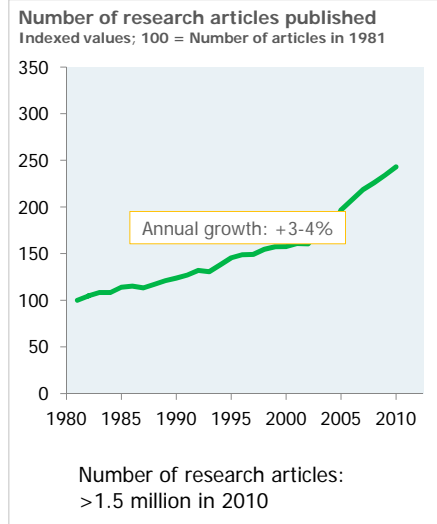
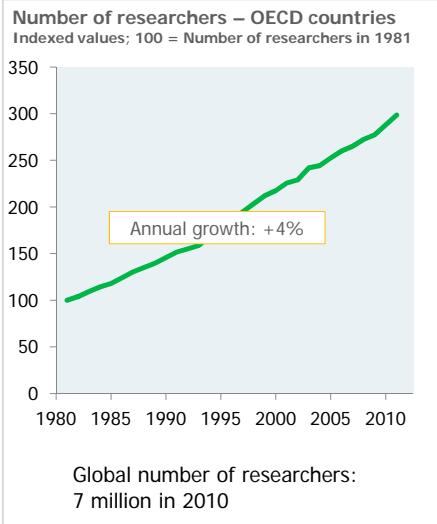
Germany Trade and Invest (www.gtai.com), 2011

Chancellor announces £200 million boost to science funding

UK. *Times Higher Education*, 29 November 2011

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Growth in R&D spending drives number of researchers and research activity

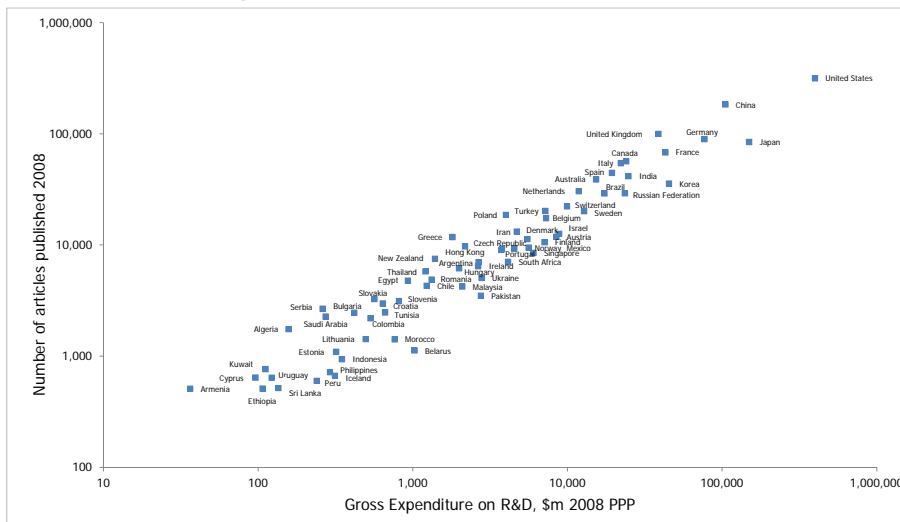


Source: OECD; ISI; Scopus

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Growth in research inputs drives growth in research outputs

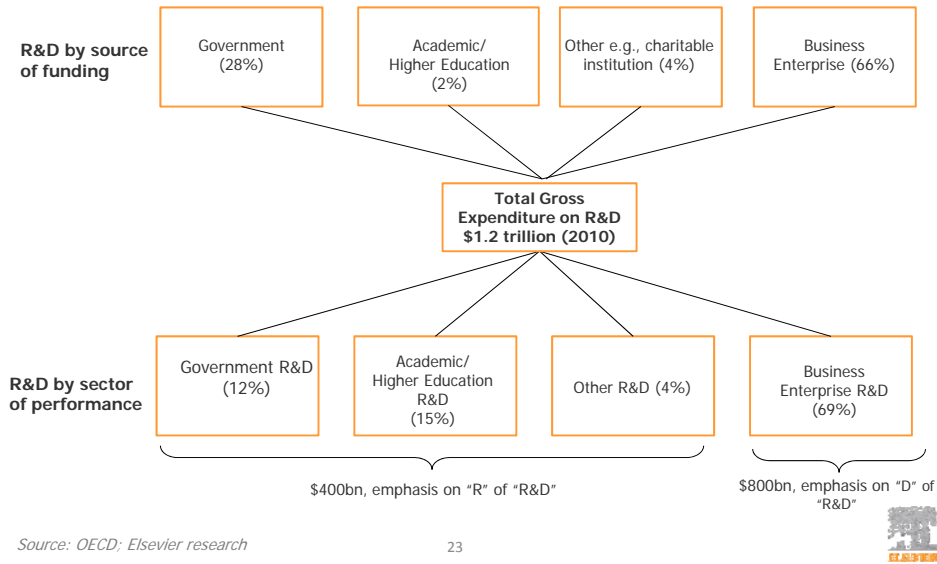


Source: Elsevier analysis, Scopus

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R&D is funded and performed by governmental, academic, charitable and corporate institutions



Researchers' and research institutions' objectives

	Government, Academic	Business Enterprise
Researchers	<u>Advance research, gain recognition</u> <ul style="list-style-type: none"> Select research focus Win funding Conduct research efficiently Publish quickly in high-impact journals Demonstrate impact (citations) Get peer recognition, promotion, tenure 	<u>Improve processes, production efficiency</u> <ul style="list-style-type: none"> Conduct research information efficiently Improve productivity of commercial workflows Reduce new product development time
Institutions	<u>Build institutional reputation, drive economic growth</u> <ul style="list-style-type: none"> Win block funding Attract and retain best researchers, students and faculty Identify and showcase strengths Maximize return on research spend 	<u>Drive competitive advantage, increase productivity</u> <ul style="list-style-type: none"> Improve efficiency and yield of product development and commercialization

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Research information is critical to research

Research information...

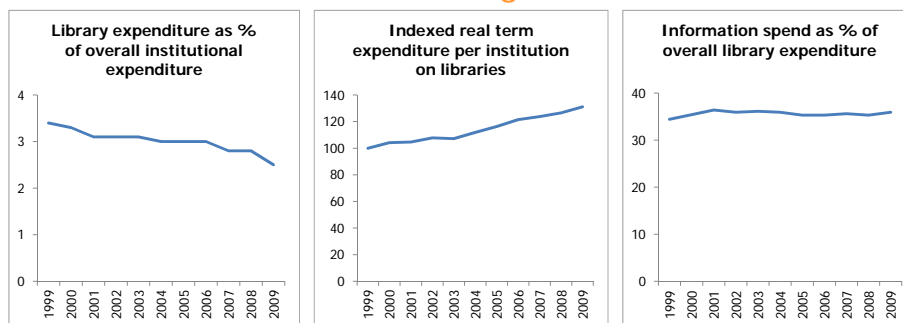
- Is necessary to conduct research
 - "If I have seen further, it is only by standing on the shoulders of giants" Sir Isaac Newton, 1676
- Gets better research results
 - Increases quality: accurate, definitive, best-practices
 - Increases focus: leverages other discoveries
 - Benefits intensified through collaboration
- Improves productivity
 - Eliminates duplication of research activity
 - Saves researchers' time
 - Outsell study example: *Science & Engineering – the only professions in which time spent gathering information decreased, time spent analysing increased*
 - Helps institutions to compete by winning funding, recruiting talent and encouraging collaboration
 - RIN study example: *2x increase in article downloads associated with an increase of 3x in papers authored, 3x in PhDs awarded, and 4x in grants won*

Source: Research Information Network/Ciber - E-Journals, their use, value and impact. 2009

25



Research information has high value relative to costs



All SCONUL

- Library expenditure has decreased as % of overall institutional budgets to 2-3%
 - but has grown in real terms
- Information spend (c.35% of library spend) is c.1% of institutional expenditure
 - and drives effectiveness and efficiency of remaining 99% of institutions' spend on research activity

Source: RIN - Trends in the finances of UK higher education libraries: 1999-2009, 2011. SCONUL = Society of College, National and University Libraries

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Four trends continue to increase the value of research information

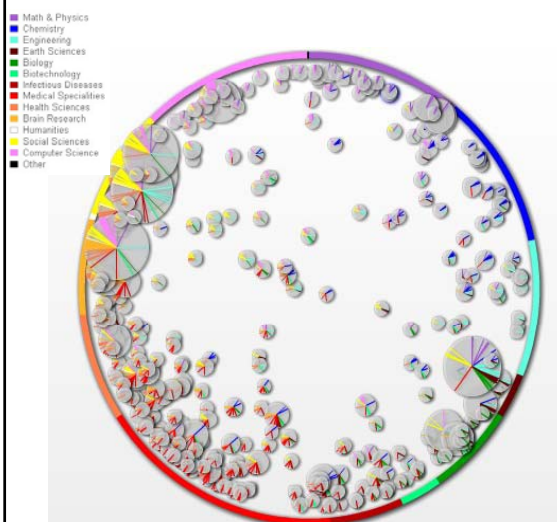


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1. Research is increasingly interdisciplinary

UK Research Strengths (2010)



Source: SciVal Spotlight, UK map

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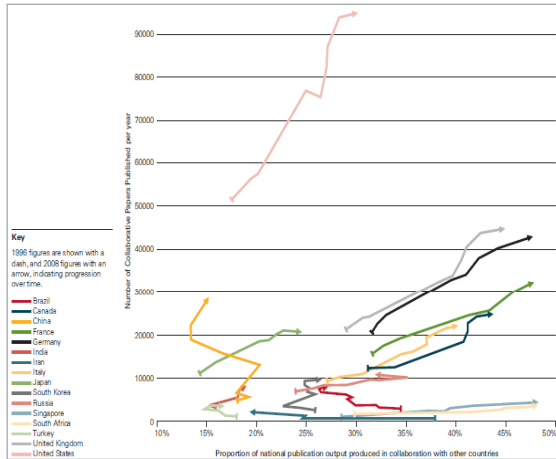
Interdisciplinarity increases demand to

- Use information broadly across disciplines
 - Eliminate duplication
 - Build on existing findings, data, models
- Identify new cross-disciplinary areas
- Nurture and leverage institutions' inter-disciplinary strengths



2. Research is increasingly internationally collaborative

Percentage of internationally co-authored articles increased from 26% in 1996 to 36% in 2008



“Collaboration **enhances the quality** of research, improves its **efficiency and effectiveness**, and is **increasingly necessary** as the scale of budgets and research challenges grow”

- The Royal Society, 2011

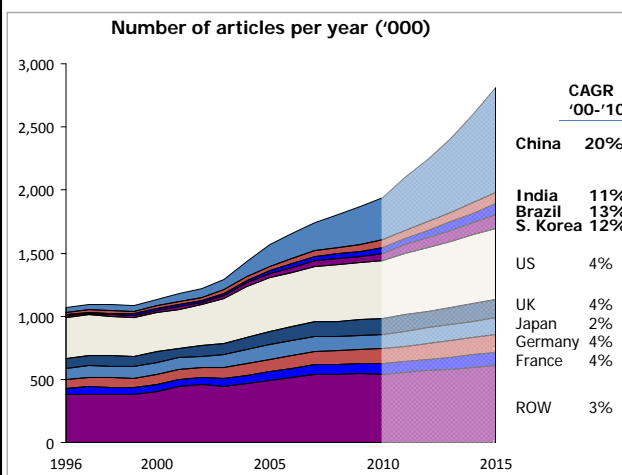
International collaboration drives

- Demand to find collaborators to leverage knowledge and equipment, and co-ordinate efforts
- Need to map collaboration networks



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3. Emerging markets are rapidly growing their research activity



Source: Scopus; projections based on trend information

Drivers

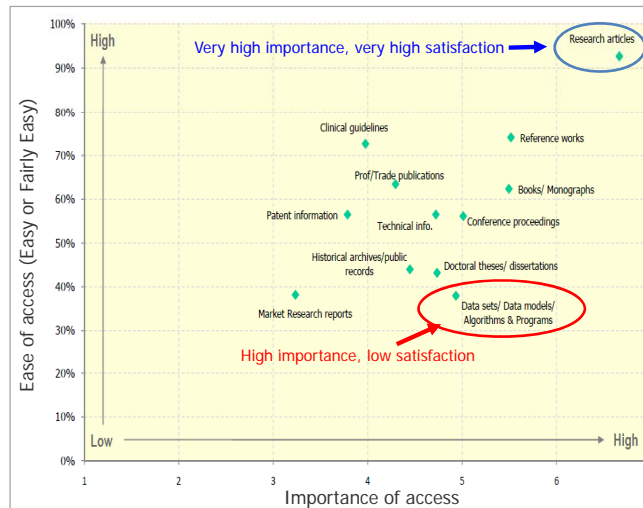
- Emerging economies' consumption of research information and dissemination of results
- Developed economies' need to use those results and collaborate



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4. Research is increasingly data intensive

- Drives demand to host, store, curate and link to data sets
 - Subject-specific
 - Across disciplines

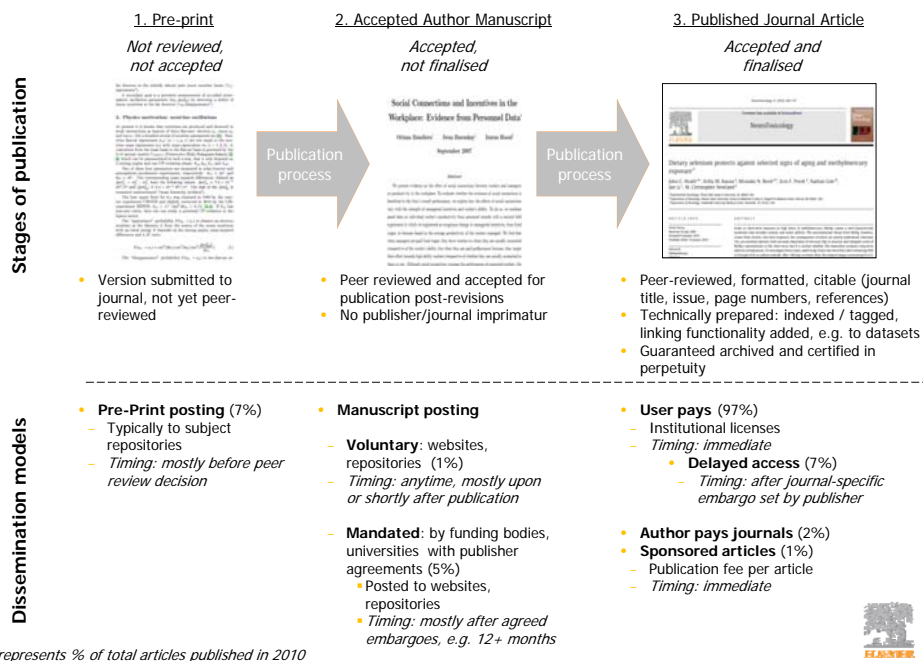


Source: Publishing Research Consortium– Global Access vs. Importance Study (3,823 researcher respondents)

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Dissemination models



% represents % of total articles published in 2010



The world of research

- Research is a large and growing industry
 - Real annual growth in R&D spending: +4%
 - Annual growth in number of researchers: +4%
 - Growth in articles published: +3-4%
- Research information is essential to improve research outcomes and efficiency
 - Necessary to conduct research
 - Gets better results
 - Increases productivity
 - High value relative to cost
- Research industry trends make research information even more valuable
 - Interdisciplinarity
 - Collaboration and mobility
 - Growth of emerging markets
 - Data intensity

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Elsevier Science & Technology

“Improve research outcomes and productivity for researchers and their managers”

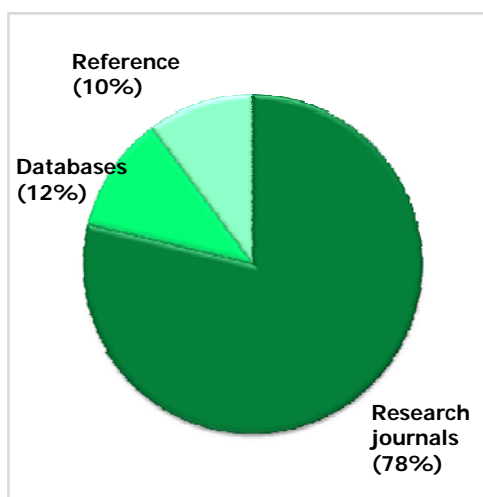
Market leading information solutions, combining

- World class content
- Analytics and tools

35



S&T revenue by product



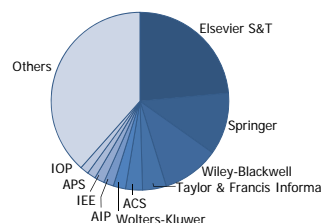
Elsevier S&T 2010 revenues £1.0bn

36

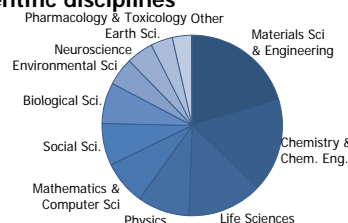


Our information solutions – S&T journals

Largest share of S&T journal articles



~1,200 journals covering all major scientific disciplines



Includes highly specialist traditional and emerging fields



>10m articles on Science Direct, with >10m users



Note: APS= American Physical Society, IOP= Institute of Physics, IEEE= Institute of Electrical and Electronics Engineers, AIP= American Institute of Physics. Source: Elsevier ; Thomson ISI (article share)

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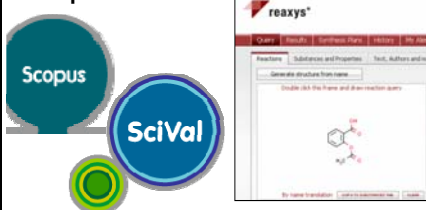


Our information solutions – databases and reference

Databases: broad-based and industry-specific

- Scopus: >40m abstracts, conference proceedings, book series
- SciVal: performance, planning, and funding data
- Reaxys: 31m chemical reactions; patent data, automated synthesis and visualisation tools

Examples



Print and electronic reference

- Print reference
- Electronic reference: 15,000 titles on ScienceDirect
- Enhanced functionality: Brain Navigator

Examples



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Our customers



We serve research at all levels

- Science strategy and policy insights
- Performance, planning and funding tools and analytics
- World-class information solutions embedded in daily workflow

39



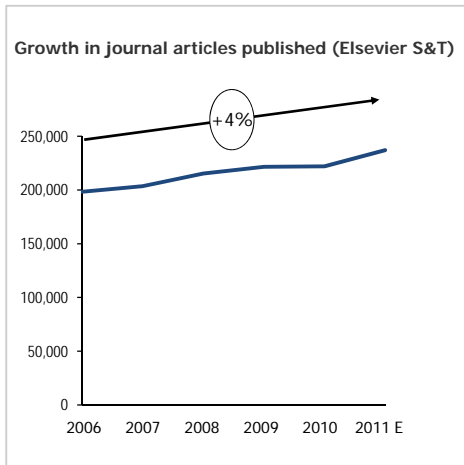
S&T growth drivers

1. Volume growth in research
2. Increasing content utility
3. Expansion of content coverage
4. Combining content with analytics and technology

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Growth driver 1: volume growth in research



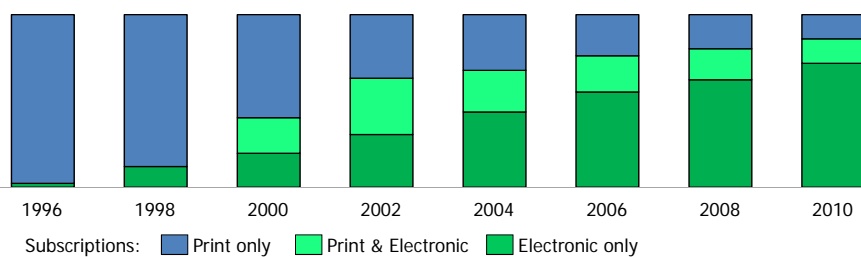
- Growth in S&T article volume in line with global volume growth
- Growth in article submissions substantially higher (+10%)
- High volume high quality provider

41



Growth driver 2: increasing content utility

Elsevier S&T revenue by format (%)



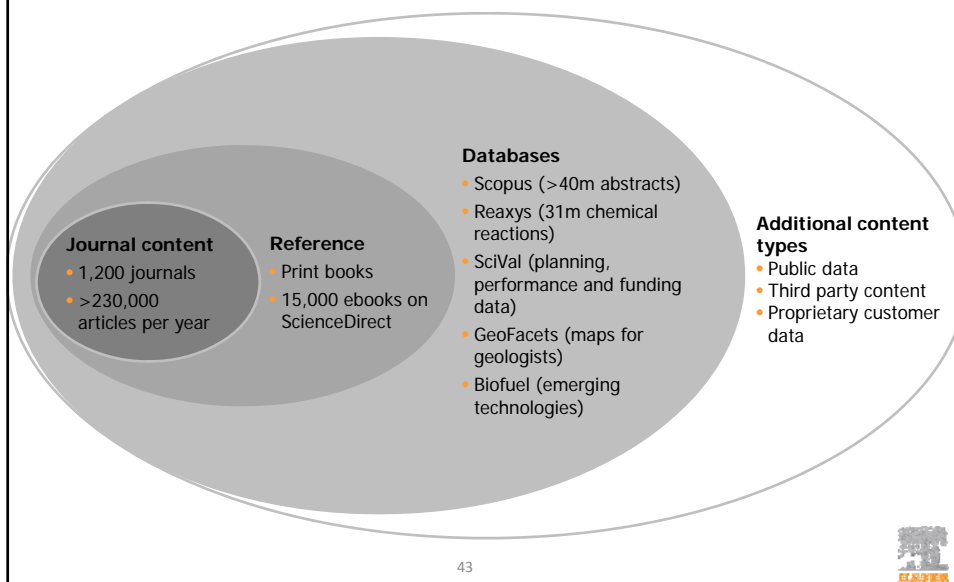
Electronic transition improves the value proposition for our customers

- Electronic delivery increases utility through search and linking
- Format transition facilitates greater availability of content through broad collections
 - ~50% of usage is derived from content outside original subscriptions
 - Continued growth in collections customers

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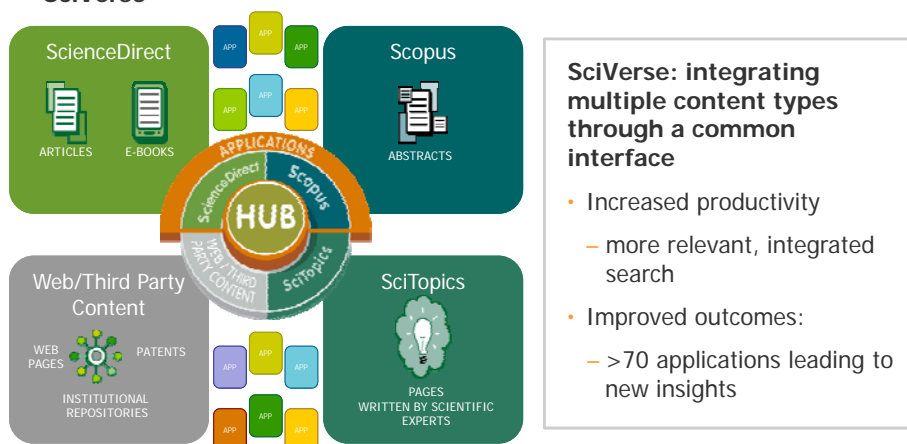


Growth driver 3: expansion of content coverage

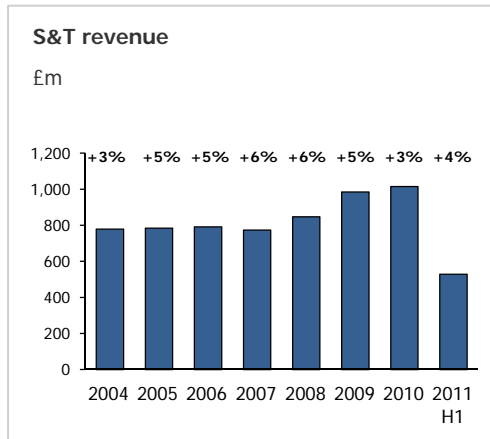


Growth driver 4: combining content with analytics and technology

SciVerse



S&T revenue



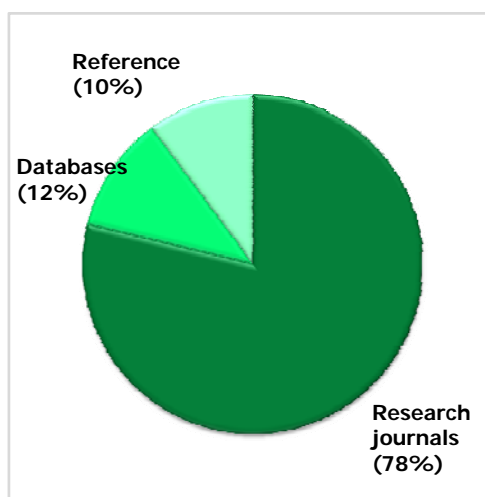
Growth underlying

- >80% of revenue derived from subscriptions, strongly recurring revenues
- Revenue based largely on multi-year contracts
- Correlation with GDP development

45



S&T revenue by product



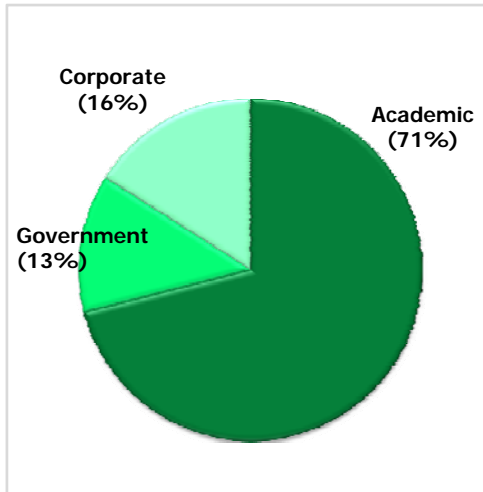
Elsevier S&T 2010 revenues £1.0bn

- Research journals showing solid growth
- Databases growing faster from smaller base
- Reference showing strong growth in electronic formats, offsetting print decline

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S&T revenue by customer type



Elsevier S&T 2010 revenues £1.0bn

Academic

- Research universities
- Highly penetrated, stable customer base
- Consistent long term research spend growth

Government

- Government laboratories
- Follow national research agendas

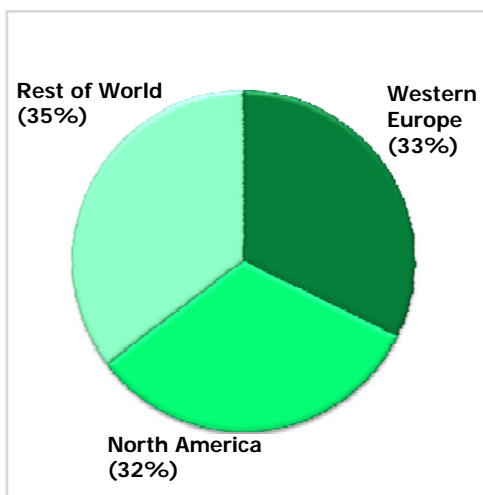
Corporate

- Mix of general research and industry-specific solutions
- Growing customer base; spend driven by research priorities, influenced by economic situation

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S&T revenue by geography



Elsevier S&T 2010 revenues £1.0bn

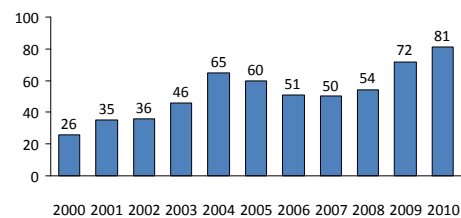
- Balanced global coverage
- Spend growing faster in emerging markets
- New products migrate from developed to developing markets

48

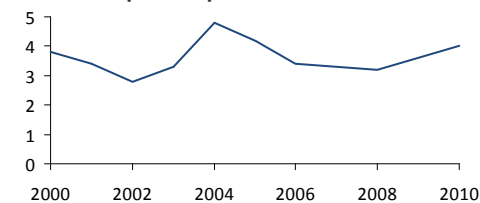


Continuous investment in technology, infrastructure and people

**Elsevier capital expenditure
£m**



Elsevier capital expenditure as % of revenue



People and capabilities

- Deep expertise in
 - Content
 - Technology
 - Research tools and insights
- Executives with leading roles in the industry (STM, IPA, AAP, UK PA)
- Commitment to Elsevier: average tenure ~7 yrs

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Elsevier Science & Technology

- Improve research outcomes and productivity for researchers and their managers
- Deliver revenue growth through
 - Volume growth in research
 - Increasing content utility
 - Expansion of content coverage
 - Combining content with analytics and technology
- Sustain investment in technology, infrastructure and people

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Elsevier Science & Technology

“Improve research outcomes and productivity for researchers and their managers”

Market leading information solutions, combining

- World class content
- Analytics and tools

53



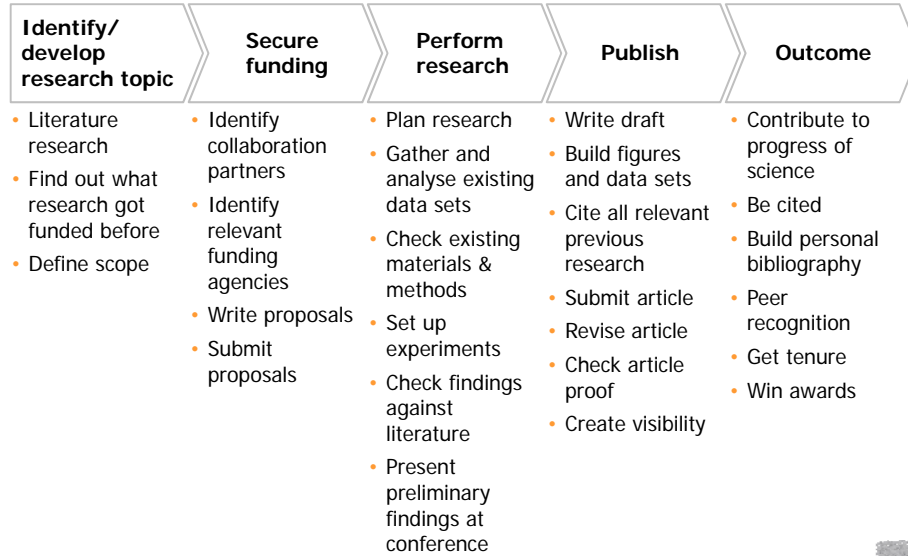
The scientific article is the cornerstone of research

- Research starts with reading peer-reviewed articles and ends with writing peer-reviewed articles
- What is not published in a peer reviewed publication is not part of the formal record of science

54



The scientific article is the cornerstone of academic life and career



55



Elsevier organises a large, complex publishing process



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Elsevier organises a large, complex publishing process

Building attractive journal brands

- >850,000 article submissions per year
- 30 new journals per year

Relevant and accessible

- >180 countries
- >4,500 institutions
- >10m articles available on ScienceDirect



Select high quality

- 7,000 editors
- 70,000 editorial board members
- >500,000 reviewers
- 2 out of 3 articles is rejected

Efficient and fast production

- >300,000 new articles published each year
- 190 years of back issues scanned, processed and data-tagged

Total Elsevier numbers

57

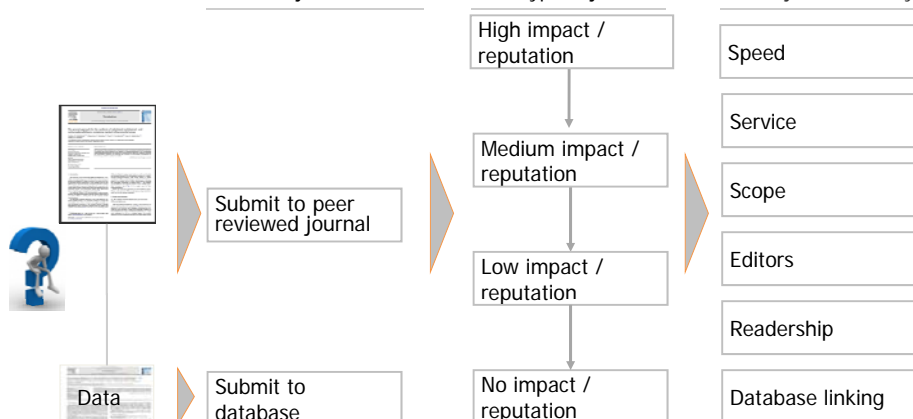


Researchers build their careers by publishing in journals: how do they select where to publish?

Participate in community Publish in journal?

Evaluate own work What type of journal?

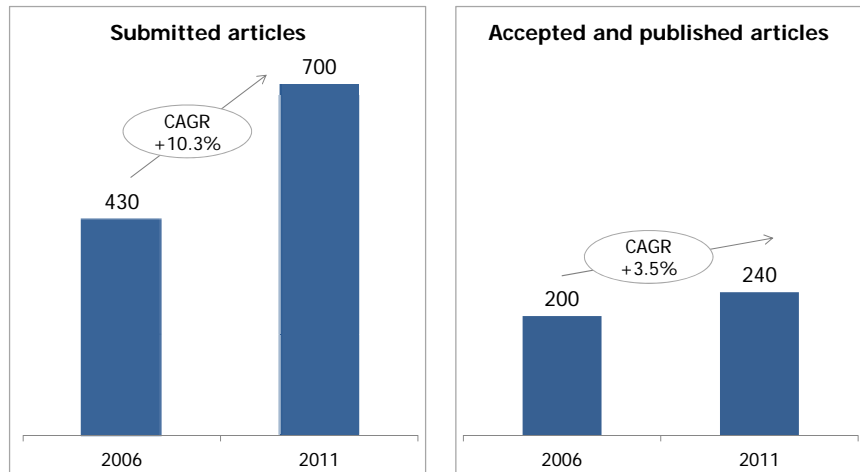
Select Which journal exactly?



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Increasing demand from all over the world to publish in Elsevier journals

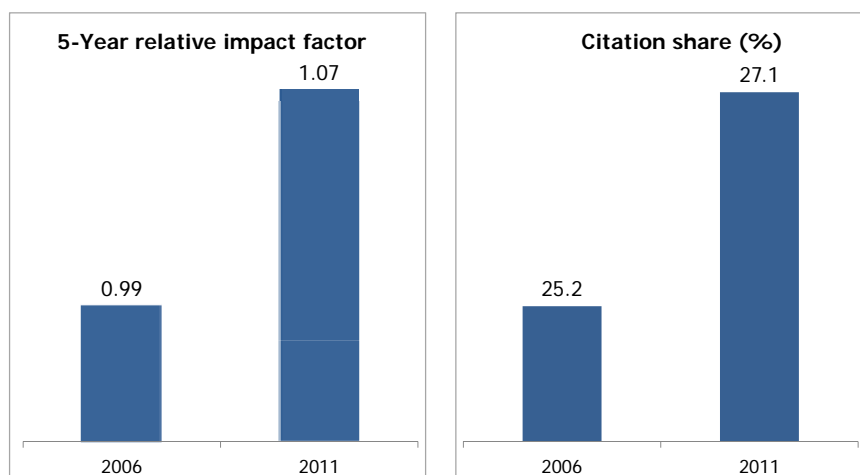


Elsevier S&T Journals

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Increasing demand from all over the world to publish in Elsevier journals



Elsevier S&T Journals

Relative impact factor is the average citation impact of Elsevier S&T journal content compared to other publishers (Industry average = 1)

60



1

2

The screenshot shows the ScienceDirect website. At the top, the text "To ScienceDirect easy access with" is visible. A large number "2" is overlaid on the left side. The main content area displays a search result for the "Journal of Interpersonal Violence". The journal title is highlighted in a blue box. Below the title, there is a list of articles, including one by "K. J. O'Leary, M. J. Arias, R. J. Rosenbaum, & J. H. Hamby" titled "The role of the victim's personality in the perpetration of intimate partner violence". The article is listed as "Available online 15 October 2013". The ScienceDirect logo is visible in the bottom right corner.

3

- Fits new digital research workflow
 - New added-value content
 - Connected to relevant databases
 - Optimised presentation
 - Improves visibility of authors
 - Improves efficiency for readers

Content & Context

Traditional

Task-based

Navigation

Add value
& Context

Article of the future - Windows Internet Explorer

http://omeo.elsevier.com/projects/articleofthefuture/future/50001706100029X/

Content

Article outline

Top

Abstract

1. Introduction

2. Materials and methods

2.1. Study areas

2.2. Sample collections

2.3. Molecular analyses

3. Results

3.1. Species distribution

Fig. 1: Map of republic of Benin showing the position of the 30 study sites within each bioclimatic area.

Legend:

- Sudanian
- Sudano-Guinea
- Guinean

Display: Bioclimatic area

Close map

2.2. Sample collections

Mosquitoes were collected as larvae or pupae during the rainy seasons, between March and July 2006, between April and May 2007, and in October 2007. The sampling was guided by the availability and the accessibility of larvae in breeding sites of *An. gambiae*. Larvae and pupae were stored in separate bottles for each breeding site of each locality. They were transported to the CDFE laboratory. The imineral stages were then reared to adults as follows: larvae from

Article information

Acta Tropica

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Malaria;

Species;

Molecular form;

Benin;

Article extra's:

Interactive maps:

Figure 1

This article contains the following additional content and features:

- Author information (8)
- Related articles (5)
- Figures (2)
- Tables (7)

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Comparison of structural changes in nitrogen and boron-doped multi-walled carbon nanotubes - Ar - Windows I...

http://www.articleofthefuture.com/50008622310002770/

Content

PDF (9 pages) E-mail Export More Display mode

Concomitant change in the diameter of the nanotubes is observed. The nanotube diameters appear to be highly dependent on the N.

Percentage of Nanotubes

Nanotube Diameter (nm)

48, 58

Cross-hair

Show lines for:

- T
- BA
- 96T: 6BA
- 96T: 5TEB
- 90T: 10BA
- 90T: 10TEB

Options

Article information

Carbon

Volume 48, Issue 11B, September 2010, Pages 3033-3041

doi:10.1016/j.carbon.2010.04.026

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Article history:

Received 2010-3-10;

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Article extras:

Interactive charts:

Figure 3, Figure 4, Figure 5

This article contains the following additional content and features:

- Author information (5)
- Related articles (5)
- Figures (6)
- Compound information (5)
- Experimental flowcharts (6)
- References (46)
- Highlight links

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Exposed proteins of the *Schistosoma japonicum* tegument - Article of the Future - Windows Internet Explorer

http://www.articleofthefuture.com/50020751909003920/

Content & Context

PDF (12 pages) E-mail Export More Display mode

30 min in 4% (v/v) paraformaldehyde in 0.1 M phosphate buffer for 2 h, dehydrated in ascending concentrations of ethanol, and embedded in LR White resin (London sections were mounted onto formvar-carbon coated grids and immunocytochemistry protocol, incorporating rabbit anti-biotin antisera BSA/PBS) and protein-A conjugated to 10 nm colloidal gold particles. After immunocytochemistry, sections were contrasted in uranyl acetate and lead citrate and examined using a JEM transmission electron microscope (JEOL) operated at 80 kV and equipped with a digital camera. For controls, non-biotinylated adult parasites were processed and labelled as described. As further controls, sections of biotinylated parasites were labelled as described above, but with omission of the anti-biotin antiserum.

2.4. OFFGEL electrophoresis

In brief, proteins were reduced and alkylated before digestion with methods (Mulvenna et al., 2009). A 3100 OFFGEL Fractionator and OF Technologies) with a 24-well setup were prepared according to the manufacturers' protocols. Tryptic digests were diluted in peptide-focusing buffer, without the addition of ampholytes, to a final volume of 3.6 ml and 150 µl was loaded into each well. The samples were run at a current of 60 µA until 50 kVh was achieved. Peptide fractions were harvested by a vacuum centrifuge before mass spectrometric analysis.

2.5. LC-MS/MS analysis

OFFGEL fractions were chromatographically separated on a Dionex Ultimate 3000 HPLC using a Phenomenex C18 (2.1 mm x 25 cm) column using a linear gradient of 0-40% solvent B over 40 min with a flowrate of 250 µl/min. The mobile phase consisted of solvent A (0.1% formic acid (aq)) and solvent B (90/10 acetonitrile/0.1% formic acid (aq)). Eluates from the reverse phase (RP) HPLC column were directly introduced into the TurboV Ionisation source of a hybrid quadrupole/linear ion trap 4000 QTRAP MS/MS system (Applied Biosystems) operated in positive ion electrospray mode.

Databases

Visualisation

Interactivity

NCBI

SJCHGC00820 protein [*Schistosoma japonicum*]

719 aa protein

Complete database entry (NCBI)

Open in new window

Subcellular Location

Heat Shock Proteins

Accession

Jmol

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Elsevier leads in journal publishing

- The research article continues to be of critical importance to scientists
- The publishing process is complex, granularly sensitive, and requires deep understanding of the specific needs of scientific communities
- Elsevier journals are more attractive than ever, enabling us to select the best and most relevant content
- The article is changing further into a technologically enriched and more valuable carrier of research. Elsevier leads this path of change

Agenda

Introduction	Erik Engstrom, CEO Reed Elsevier
Elsevier overview	YS Chi, Chairman Elsevier
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Information intensity and technology changing the research landscape



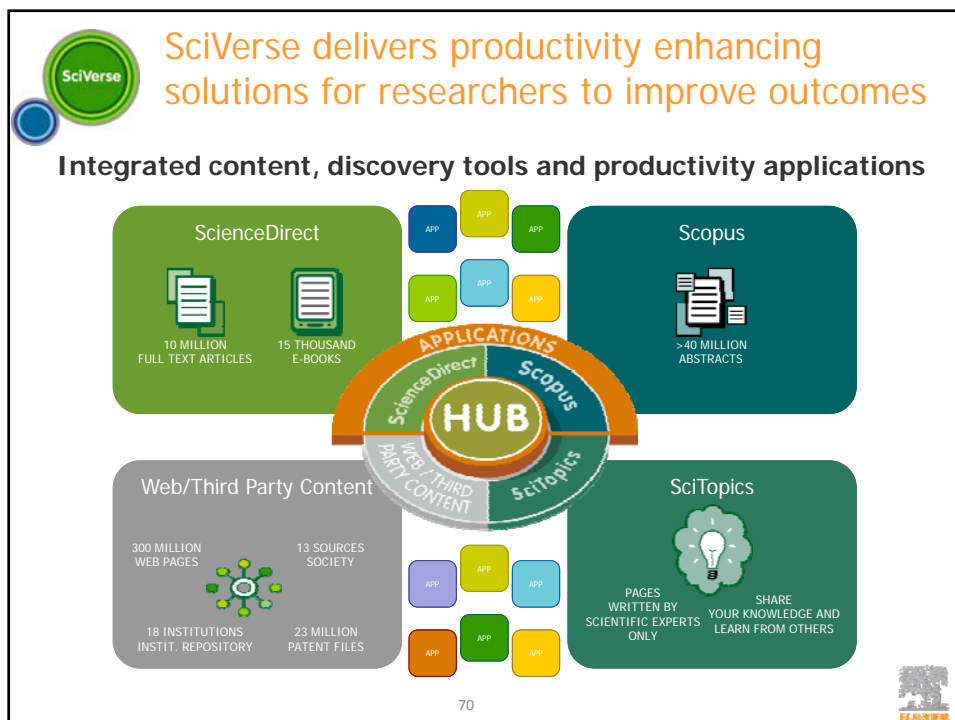
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Researchers' needs driven by changing environment

- The researcher requires
 - Fast and efficient access to disparate types of content that combine broad coverage with highly specific search capabilities
 - Relevancy of results based on their discipline-specific criteria of quality
 - Solutions that are personalisable and customisable to solve researchers' particular problems
 - Open APIs to enable researcher to create new tools to solve problems and improve productivity

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Assistant Director,
Researcher

Customer case study: SciVerse

Situation: A biologist is researching the potential links between cancer and stem cells.

Researcher Pain Point: Whether there is a link between cancer and stem cells is a hotly debated topic at the moment. The most recent information is most valued, but it can be hard to find with the avalanche of results generated by such popular search terms.

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SciVerse: relevance ranked results across broad and integrated search of disparate content types

The screenshot displays the SciVerse search results page. The search query is "Stem Cell-Related Traits on Breast Cancer Cells". The results are ranked by relevance, showing 26,423 results. The interface includes various filters on the left side, such as Document Type (Books, Conferences, Full-text articles, Theses & Dissertations), Subject Area (Biochemistry, Genetics and Molecular Biology, Immunology and Microbiology, Medicine and Dentistry, Agricultural and Biological Sciences, Social Sciences), and Content Sources (Journal, ScienceDirect, Scopus, PubMed Central). The main results list includes a top entry titled "The Hippo Transducer TAZ Confers Cancer Stem Cell-Related Traits on Breast Cancer Cells" by Codrington, Michelangelo, et al. The right sidebar shows "My Applications" and "Recognized Terms found in query".

26k results, ranked by relevance based on research

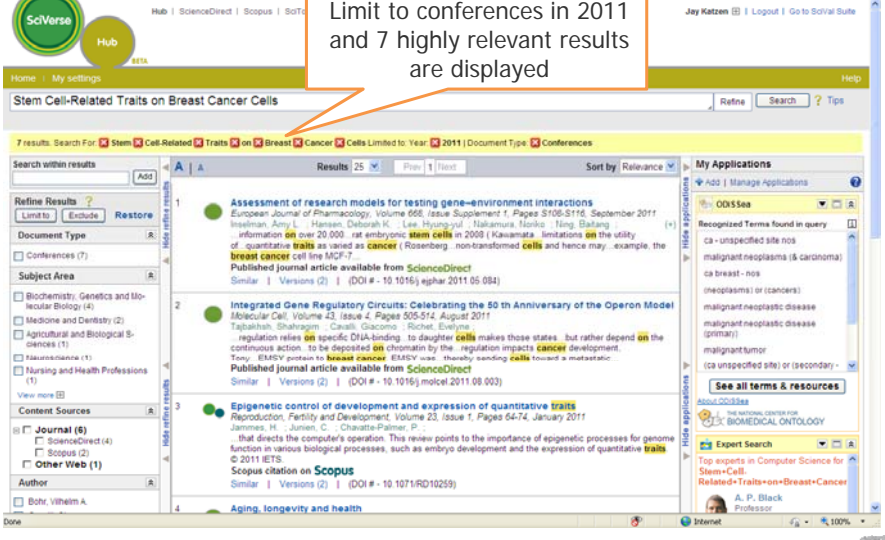
Content, subject, date, and other filters to rapidly limit or expand results

Integrated, context specific applications

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SciVerse: time savings driven by fast filtering to get to the answer quickly



Limit to conferences in 2011 and 7 highly relevant results are displayed

7 results. Search For: Stem Cell-Related Traits on Breast Cancer Cells Limited to Year: 2011 Document Type: Conferences

Search within results: Add

Refine Results: Limit to Exclude Restore

Document Type: Conferences (7)

Subject Area: Biotechnology, Genetics and Molecular Biology (4), Medicine and Dentistry (2), Agricultural and Biological Sciences (1), Nursing and Health Professions (1)

Content Sources: Journal (6), ScienceDirect (4), Scopus (2), Other Web (1)

Author: Bohr, Wilhelm A.

Results: 25 | Page: 1 | Text | Sort by: Relevance

1. Assessment of research models for testing gene-environment interactions. European Journal of Pharmacology, Volume 665, Issue Supplement 1, Pages S106-S116, September 2011. Invelesan, Amy L.; Hansen, Othmar K.; Lee, Hyunyoung; Nakamura, Naoki; Ning, Bailing. Information on over 20,000 rat embryonic stem cells in 2008 (Kawamata) limitations on the utility of quantitative traits as varied as cancer (Rosenberg, non-transformed cells and hence may... example, the breast cancer cell line MCF-7. Published journal article available from ScienceDirect. Similar | Versions (2) | (DOI # - 10.1016/j.ejphar.2011.05.084)
2. Integrated Gene Regulatory Circuits: Celebrating the 50 th Anniversary of the Operon Model. Molecular Cell, Volume 43, Issue 4, Pages 505-514, August 2011. Tajbakhsh, Shahrooz; Cavali, Giacomo; Richet, Evelyne. regulation relies on specific DNA-binding, to daughter cells makes those states, but rather depend on the continuous action, to be deposited on chromatin by the regulation impacts cancer development. Tony, EMREV protein to breast cancer. EMREV was, thereby sending cells toward a metastatic... Published journal article available from ScienceDirect. Similar | Versions (2) | (DOI # - 10.1016/j.molcel.2011.08.003)
3. Epigenetic control of development and expression of quantitative traits. Reproduction, Fertility and Development, Volume 23, Issue 1, Pages 64-74, January 2011. James, H.; Junen, C.; Chavatte-Palmer, P.; ... that directs the computer's operation. This review points to the importance of epigenetic processes for genome function in various biological processes, such as embryo development and the expression of quantitative traits. Scopus citation on Scopus. Similar | Versions (2) | (DOI # - 10.1071/RD10259)
4. Aging, longevity and health

My Applications: Add | Manage Applications

Recognized Terms found in query: ca - unspecified site nos, malignant neoplasia (S carcinoma), ca breast - nos, (neoplasms) or (cancers), malignant neoplastic disease, malignant neoplastic disease (primary), malignant tumor, (ca unspecified site) or (secondary), See all terms & resources

Expert Search: Top experts in Computer Science for Stem+Cells, Related+Traits+on+Breast+Cancer, A. P. Black, Professor

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SciVerse Applications improve outcomes

More than 70 new applications – focused in four key areas: search, analytics, sharing, and collaboration

ScienceDirect
Top 25 App



"I was able to quickly locate some new things happening in my discipline, and also just outside of my expertise. The app was simple and returned results in no time at all."

Assistant professor,
Swinburne Univ. of Technology Australia

My Workflow
Search



"Time needed to find new microwave synthesis of some compounds 6-8 hours. After using the application: 30-45 minutes."

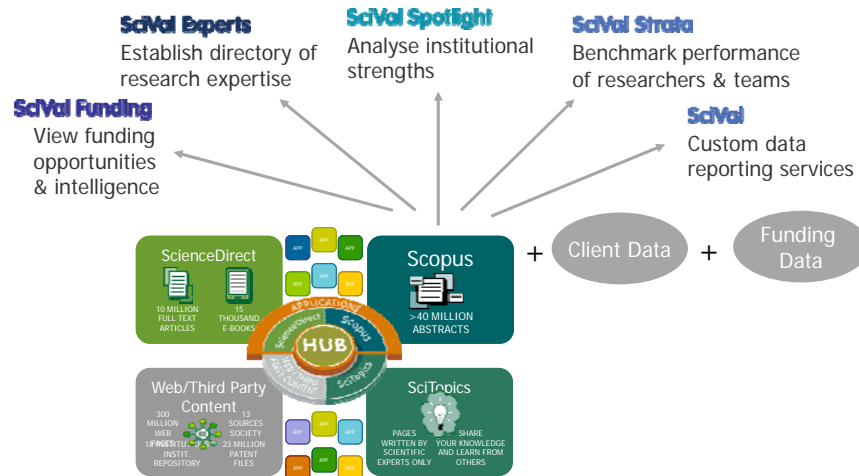
Post doctorate researcher,
Institute of Chemistry Timisoara of Romanian Academy

SciVerse Application users

- 87% - enhance the value of the SciVerse
- 84% - time saving
- 81% - easy to use and enable workflow efficiencies

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SciVal combines our information solutions, customer data and other services to improve outcomes



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Deputy Vice
Chancellor, Vice
President of Research

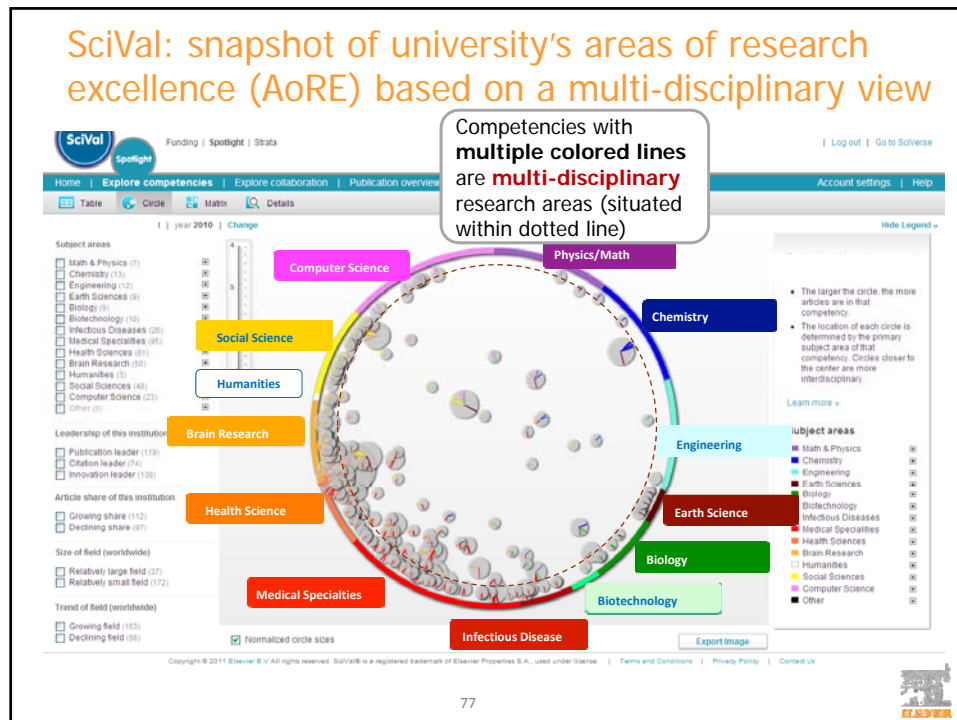
Customer case study: SciVal Spotlight

- Challenge: Making informed decisions on strategic direction: what are our strengths and how do we improve?
- Problem: Lack of reliable and efficient tools based on evidence and how research is performed today

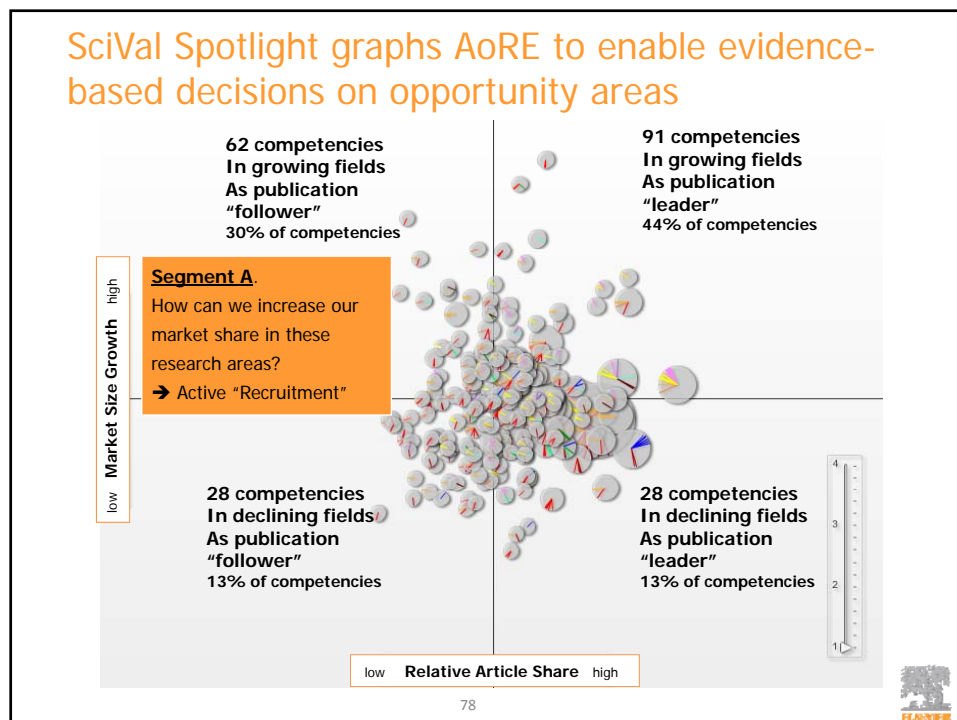
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SciVal: snapshot of university's areas of research excellence (AoRE) based on a multi-disciplinary view



SciVal Spotlight graphs AoRE to enable evidence-based decisions on opportunity areas

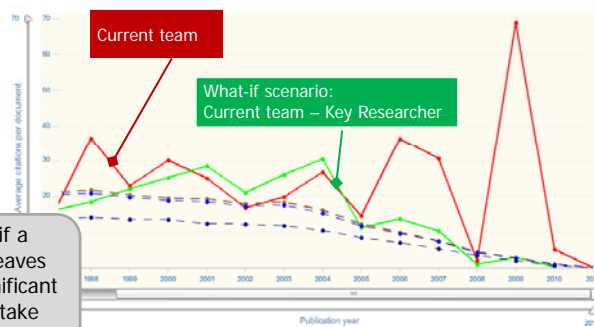


SciVal Spotlight and Strata enable evidence-based decision on recruitment and performance

The table below lists the top 10 contributing authors

Name	Institution / Country	Fractionalized articles
1	XXXXXX	USA
2	XXXXXX	USA
3	XXXXXX	USA
4	XXXXXX	USA
5	XXXXXX	USA
6	XXXXXX	USA
7	XXXXXX	USA

Retrieve the researchers that contribute most to an area of research excellence



Measure the impact if a particular researcher leaves the institution (e.g. significant drop after 2005) and take appropriate action

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Significant continuous investment in technology to drive high quality and relevant solutions

- Sophisticated XML content repository
- Research focused relevancy ranking
- Access & entitlements System
- HPCC technology
- Robust infrastructure
- Interoperable and scalable platforms: SciVerse & SciVal
- Sophisticated search with context facets
- Open application framework: SciVerse applications
- Integrated ontologies, data dictionaries, and thesauri
- Mobile support

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Outcome enhancing online solutions

- Researchers' needs are increasingly complex: demand for more efficient ways of finding information and using technology to improve outcomes
- Research executives need evidence-based data to improve key strategic decisions to drive performance
- We continuously invest in content, tools and technology to improve outcomes and productivity across the research continuum

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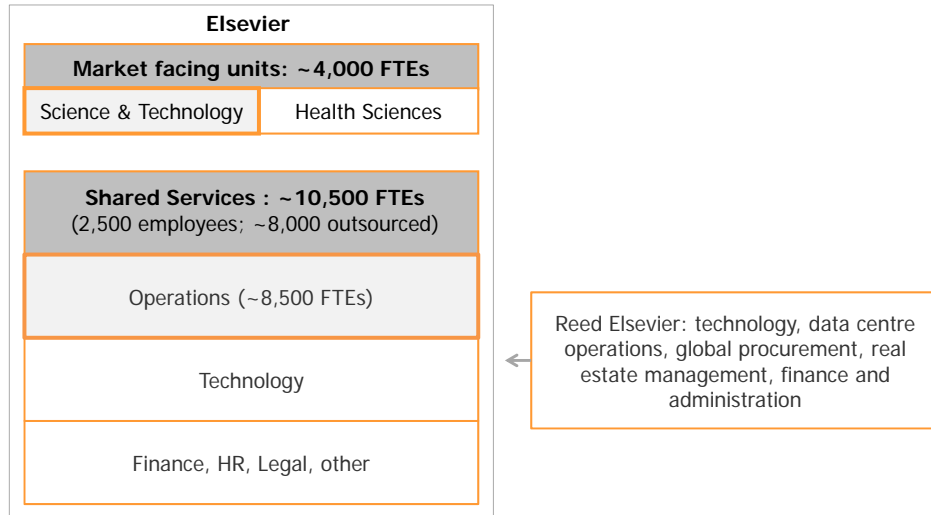
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Shared services at the core of Elsevier



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Elsevier Operations: what we do

Activity	Location	Annual volumes (2010)
Journal Editorial Production	San Diego, Exeter, Chennai	>850,000 submitted articles
Book Project Management & Production	Oxford, St Louis, Waltham, Chennai	730,000 published pages
Customer Services	St Louis, Oxford, Singapore, Chennai	500,000 customer engagements
Abstracting and Indexing Operations	Amsterdam, Chennai	2m new Scopus abstracts
Editorial Production Systems	Amsterdam, Chennai, Philadelphia	>100m interactions with 2.5m individuals

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Driving operational efficiency

Quality & operational execution

- Management by metrics
- Continuous improvement – Lean 6Sigma
- Relentless pursuit of efficiencies
- Cost growth < revenue growth



Increasing off-shore capability

- 2011: >25% (400) of Operations FTEs off-shore
- 12% capacity increase YOY from 2009-2011
- Cost savings and flexibility to scale
- Platform for growth



Leveraging well established supplier base ~7,000 FTE's

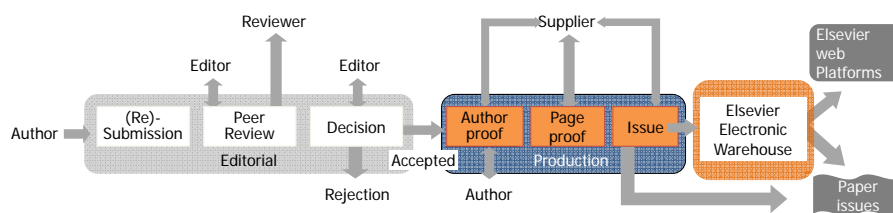
- Consolidation of suppliers; strategic relationships
- Continuous efficiency gains and tariff savings
- Supplier innovation in process and technology

- ### Quality management
- Collaborative quality control
 - Routine auditing
 - Random checks

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Mass customization - journal production process



Scale (12 months)

- Total no. of users : 2.5 million
- Active authors: 1.0 million
- Review contacts: 1.5 million
- Article submissions: >850,000

Operational Tasks

- Global workflows and systems
- Journal managers support peer review process and the electronic production process
- Output content from electronic warehouse to platforms, e-formats and print

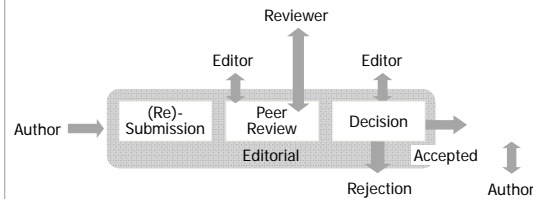
1,800 journals; each journal with its own individual identity

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Ongoing investment to improve user experience and efficiency

EVISE*



Under construction

EVISE will support

- Article submission by authors
- Review by peer reviewers
- Publication approval by editors

Benefits of new capabilities

- Speed of publication
- Author centricity
- Editor support
- Configurability

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Changing nature of content and content management

Content enrichment

Enabling discovery & retrieval, semantic search



- Tagging, meta-data
- Taxonomies & ontologies

Tool development

Improving efficiency, quality & author experience



- Editorial updating & proofing tools
- Data conversion automation tools

Repackaging content

Facilitating re-use of textual content, images & video



- Storing data at increasingly granular level
- Virtual data warehouse

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Elsevier operations

- A global organisation committed to operational excellence
- Track record of driving operational efficiencies
- Unparalleled scale & flexibility
- Continuous improvement culture supported by Lean6Sigma
- Designed to support Elsevier's growth agenda

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