

OUR COMPLETE SOLUTIONS FOR FACULTY AND STUDENT SUCCESS

At Barnes & Noble College, our number one priority is to help drive student success. We create vibrant academic and social hubs on campus, but our core responsibility remains providing students the most affordable and useful course materials they need to be successful. Equally important is ensuring that faculty can adopt the best materials for their courses, including personalized course resources and content, assessment tools and more to deliver greater student outcomes.

Faculty Support System

Research

Everything we do is grounded in research and inspired by the voices of the people we serve. Faculty make up an integral part of our research platform through our exclusive online community, Faculty POV. We listen closely to the feedback shared there and on other platforms, and we've learned that nationwide, faculty are concerned about student affordability, feel strapped for time, and believe the bookstore can help foster their connection with students. These and other insights help us deliver the resources they want and need to support both student and faculty success.

Discover, Research and Adopt

A key component of our efforts to support faculty and fuel student success is *FacultyEnlight*, our streamlined online adoption platform. Faculty can research course materials — including adaptive learning materials — in one, convenient location. It's simple to search, filter across a number of criteria and read peer reviews; faculty tell us that they most value the ability to view all formats and the ultimate cost to students.

Customized Course Materials

Our partnership with XanEdu allows faculty to create custom materials within *FacultyEnlight*, so they can choose the right content — and control prices for their students. The library of more than 8 million items includes journal and scholarly articles, book chapters, business cases, multimedia, original or self-authored material, OER, adaptive learning materials and even assessment tools. Faculty can combine digital and print formats as needed to best fit the requirements of their courses and the needs of their students. Digital materials can be delivered to a school's LMS or directly to laptops, desktops, tablets and mobile devices.

Top Faculty Concerns:



AFFORDABILITY



TIME MANAGEMENT



84%

I think the campus bookstore can help increase student success.



71%

I use digital course materials in my classes.



69%

I see myself using OER materials more frequently in the future.

For more information on how Barnes & Noble College supports students and faculty on campuses nationwide, visit next.bncollege.com.

BARNES & NOBLE
COLLEGE

Faculty & Student Success

Ensuring that faculty can adopt the best course materials for their classes is only the first step. We've listened to faculty and students alike and developed an ecosystem of technologies to ease the pain points. Students can purchase the affordable materials they need, enhance their learning experience and position themselves for success. Each technology integrates seamlessly into the school's existing systems, and together, they offer a complete ecosystem that publishers and online vendors just can't match.



Affordable Solutions

We leverage relationships with more than 7,000 publishers to help you select from an extensive catalog of affordable course materials — including Open Educational Resources (OER) and rental, digital and used formats. This helps students save up to 80 percent on textbooks without sacrificing success in the classroom.



One-Click Ordering from Registration

Students can purchase course materials immediately after registering for their courses. With Registration Integration, one click leads to a fully populated shopping cart with the most affordable options for each course, ensuring students get the right materials at the right time.



Getting the Most Out of Financial Aid

Our proprietary platform simplifies student financial aid transactions in store and online. It works with all systems and types of aid, including Pell, Federal and VA, and schools can prioritize aid by product type to help students use their funding most effectively.



Price Match Guaranteed

We ensure students get the best prices available on their course materials by providing price matching on textbooks advertised or offered from local brick-and-mortar bookstores or online retailers (i.e., Amazon or bn.com). The price difference will be refunded, allowing students to shop with confidence knowing they're getting the materials they need, when they need them, at the most affordable prices.



Personalized Learning with Courseware

The Courseware platform from Barnes & Noble Education is a complete, turnkey solution that combines high-quality OER — such as OpenStax — with student and instructor support. With this intuitive, easy to implement program, you can help increase affordability, provide a more personalized learning experience and drive academic success on your campus.



Seamless Course Material Delivery

Our integration systems work seamlessly with any higher education LMS or SIS. This offers an invaluable resource to students who need to purchase course materials later in the semester, ensuring they can still be successful in their classes.



First Day Solutions

With tuition-based pricing, students' required materials for a particular course — or an entire department or program — can be included in the cost of tuition. This makes it simple for students to get exactly the materials they need, ensuring that they are prepared for their classes and promoting both student success and retention.



Digital Textbook Reader

Yuzu™ is a digital eTextbook reader, powered by VitalSource, a leading eBook platform, that allows faculty and students to access course materials wherever they choose, using their laptops, desktops or mobile devices and delivers an enhanced digital reading experience with access to a broad digital catalog.



Textbook Ordering 101

Through *FacultyEnlight*®, our online adoption platform, you can research and adopt course materials in one convenient location.

STEP 1:

Click the **Faculty Resources** on your bookstore website homepage. You will be automatically redirected to the *FacultyEnlight* website. You can also visit the *FacultyEnlight* homepage directly by going to www.facultyenlight.com.

STEP 2:

Already have an account? Just **Sign In**. If not, click **Create Account** to set one up in just a few, simple steps.

STEP 3:

To order materials, click **Adopt**.

Drop down menus make it easy to identify Campus, Term, Department, Course, and Section.

Want to use one textbook for all sections? Simply click **Select All**, and the textbook you choose will be added to each one.

STEP 4:

To choose materials, click **Continue**. Select **Search for Course Materials** to search by ISBN, Title, Author, or even Publisher.

From this screen, you can search your **History**, search your colleagues' adoptions, access your **Favorites Lists**, or order **Non-Text Materials**.

If your class does not require a textbook, just click the **No Materials Required For This Course** box.

STEP 5:

After you've found the right material, click **Adopt This Book**, then **Continue** to Review/Submit.

To select additional materials, click **Add More Materials**. From here, you will also mark course materials **Required** or **Recommended**.

When you've finished making all your selection, click **Submit Order**.



FIND YOUR PAST ADOPTIONS

Accessing your textbooks from previous terms is as simple as clicking **History** or **Find My School Adoptions** under Search.

HISTORY

Your adoptions through *FacultyEnlight* as a registered user.

FIND MY SCHOOL ADOPTIONS

Your adoptions for the past 2 years at your affiliated campuses.

STILL HAVE QUESTIONS?

Contact your Store Manager for details.

COMPLETE SOLUTIONS: PRICE MATCH



At Barnes & Noble College, our mission is to help students succeed — and ensuring that they have access to the most affordable course materials is core to that commitment. We work closely with thousands of publishers to maintain an industry-leading selection of affordable textbooks, allowing students and faculty to choose from flexibly priced rental, digital and used textbook offerings.

Our Price Match Program is just the latest example of our commitment to student success, ensuring that students get the best prices available on their course materials by providing price matching on textbooks advertised or offered from local brick-and-mortar bookstores or online retailers (i.e., Amazon or bn.com). The program does not include online marketplaces like “other sellers” on Amazon and BN.com Marketplace, or peer-to-peer pricing.

Under this program, price matching will be honored through the first week of classes, allowing students to shop online early and buy with confidence. If a student comes in after the first week of classes, we will gladly do a price match on that same day. Any price difference will be refunded to the customer via their original form of payment. The program includes purchase (used and new) and rental pricing, provided the rental term (number of days available) is comparable. This program gives students that extra peace of mind knowing they are getting the specific course materials their professors selected — at the lowest possible price.

The following conditions apply for the Price Match Program:

- The textbook must be in stock and available for immediate shipment at the local competitor or online retailer at the time of the price match request.
- Additional membership discounts and offers cannot be applied to the refund.
- The price advertised must be for the exact book, edition and format, including all accompanying materials, like workbooks and CDs, offered at the campus bookstore.
- The original receipt must be provided to show if the textbook was rented or purchased, along with the price.
- Digital titles and special orders are excluded.
- Price matching applies to same-condition items, used book to used book, new book to new book, used rental to used rental and new rental to new rental.



Being prepared for class is vital to student success, and Barnes & Noble College's Price Match Program helps ensure that students have the materials they need, when they need them, at the most affordable prices possible.

COMPLETE SOLUTIONS: REGISTRATION INTEGRATION



As part of our commitment to advanced technology, Barnes & Noble College provides a simple solution for students to order their textbooks – Registration Integration (RI). Registration Integration is designed to seamlessly transmit a student's course information from your school's online registration site to the campus bookstore's website, instantly generating a list of the books and supplies needed for each course. Our IT department works closely with your school to create the unique code needed to add to your school's registration system in order to make this connection.

Once RI is implemented, your school's online course registration system is linked to the bookstore's eCommerce textbook page. After a student registers for classes online, he/she can click on the textbooks link to view the

list of textbooks they'll need for next term's courses – assuring them that they are getting the right book for the right course. Students then select the books they want and the format they prefer (rental, digital, used, or new). Students can also choose whether to pick their books up at the campus bookstore or have them shipped to another location, all while using their preferred method(s) of payment.

For school's with multiple campuses, RI is simply configured to work with each unique eCommerce site. This delivers the optimum shopping experience for students, locking in textbook sales on campus.

Getting Started – A Quick Guide

- Access the course enrollment information from your registration office. If this is not already in place, contact your store or regional manager for assistance.
- Identify someone in your IT department to oversee the RI process.
- Send an email to RI@bncollege.com with your school name, information about your IT contact, and (if available) the type of registration system used at your campus.
- Barnes & Noble College will respond to review the RI process and discuss specific system, programming and technical information.
- Your IT department can then begin the necessary programming, a process that typically takes approximately three to four weeks.
- When programming is complete, your IT department can test RI using the URL provided by Barnes & Noble College. Once testing is complete, you can launch RI on your campus.

To learn more, speak to your Barnes & Noble College Store Manager or email us at info@bncollege.com.

COMPLETE SOLUTIONS: FIRST DAY



First Day is Barnes & Noble College's tuition based model where the cost of course materials is added to the tuition for a particular course or program. This model supports our company's goal to offer convenience and ease for our customers, affordable options, and to support student success by ensuring every student is prepared for the First Day of class.

Given that all of our schools have unique needs and use various software programs for registration, financial aid and communication, there is not a one size fits all model, which is why we developed First Day to be flexible to meet the needs of each situation.

Our First Day Solution can be applied to a single course, a specific department or program, a year of study, or to the entire curriculum. We can offer traditional textbooks as well as custom titles for purchase or rent along with digital options when available. All of these variables are used to determine the price we would need to collect from the school for each student enrolled in the program.

What are the Benefits of First Day?

- Students are prepared on the first day of class with all their required materials, leading to greater student success.
- The price students pay can usually be significantly reduced.
- Students can use their financial aid to cover the course materials costs.
- Students easily select their items on the bookstore website and choose the delivery option.
- Faculty can rest assured that all of their students will have the correct required course materials, and will not fall behind due to missing materials.
- Faculty know that their students are getting affordable materials.
- Only students registered for that course will be able to order the First Day materials as part of this program.
- First Day results in 100% sell-through.

CASE STUDY: Kentucky Community & Technical College System

KCTCS has implemented the First Day model for over 1,000 courses across their 16 campuses. Partnering with Barnes & Noble College, Cengage and Pearson on this project has resulted in over \$1,000,000 in sales at an average student savings of 20-50%.

COMPLETE SOLUTIONS: LMS INTEGRATIONS



With our newly-built integration for your Learning Management System (LMS), and our online adoption platform, FacultyEnlight®, we can help you streamline the course material adoption process – and make it easier for your students to access the widest variety of affordable options.

Once you've made your course material selections through the integration, and submitted them to the bookstore, your students can quickly purchase or rent the titles they need from the bookstore website directly through their courses in your Learning Management System. Students will also be able to take advantage of the bookstore's flexible pricing program.

Features of this integration include:

- Single Sign On with FacultyEnlight and the bookstore website
- Seamless integration into your courses
- Savings for students when faculty use the tool to easily submit their adoptions early
- Student required materials are available to order, right at their fingertips

Currently our integration is compatible with the following platforms:

- Blackboard
- Canvas
- Desire 2 Learn
- Moodle
- Moodle Rooms / Joule
- Pearson Learning Studio
- Sakai

Are you an LMS Administrator interested in integrating your school's LMS with the Barnes & Noble College platform? To get started, visit blti.bncollege.com/registration/consumer to request a key.

MY COLLEGE BOOKSTORE APP

Download the Bookstore App for an instant

25% OFF

one school spirit apparel item.

Search:

My College Bookstore

Visit: www.appbnc.com

FEATURES



Rental Due Date Reminders:

We'll notify you when your textbook is due back.



Order Notifications:

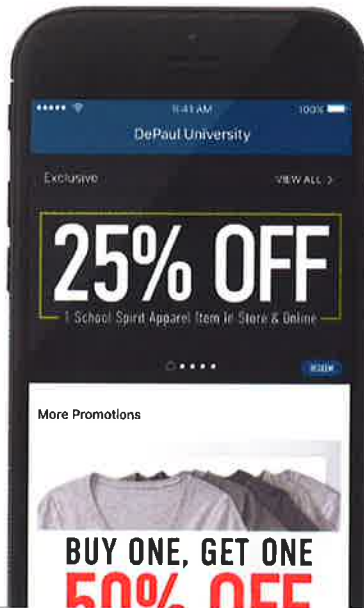
Track your orders & shipments.



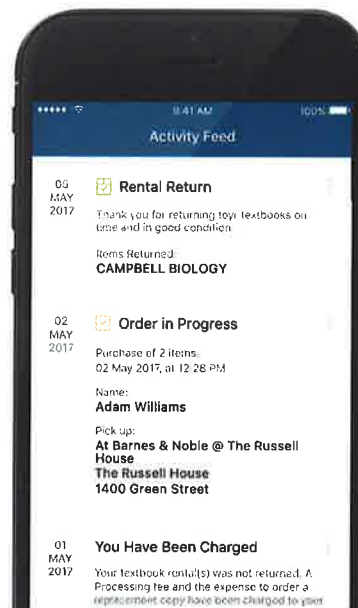
Exclusive Sales & Discounts:

Be first to know about all bookstore promotions and events.

ABOUT THE APP



- Sweepstakes
- Sales and Promotions
- Store Events
- Exclusive Offers & Discounts



- View Order Status & Order History
- Rental Due Date Reminders

HOW TO RECEIVE ORDER NOTIFICATIONS

- 1 Visit the Activity Screen
- 2 Sign up and verify your email address
- 3 Begin accessing your orders and receiving rental reminders

*Make sure you log in with the email address you used when your order was placed!