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Follett Press Releases

Follett Acquires Valore Inc.

ValoreBooks Marketplace to Expand Access to More Affordable College Textbooks

WESTCHESTER, IL, Nov 17, 2016 – Follett Corporation, a global leader in education and entertainment content distribution, today announced it has acquired Valore Inc. and the ValoreBooks marketplace solution for students and bookstores to buy, sell and rent college textbooks online. Combining the convenience of the ValoreBooks marketplace with the scope and capabilities of Follett will provide campus stores and students greater access to more affordable course material options. Terms of the transaction were not released.

The Valore acquisition continues Follett's expansion of its higher education content sourcing and technology business, which supports hundreds of independent campus bookstores and Follett's vast campus store network including more than 1,200 local bookstores and 1,600 virtual stores. Earlier this year, Follett acquired Wobo, Inc. (formerly Woody's Books, Inc.), and the BookVolume tool that allows independently managed campus stores to find and purchase books online in volume.

"By utilizing the ValoreBooks and BookVolume platforms, campus stores will be able to source larger quantities of needed course materials often at or below traditional wholesale prices," said John Lausas, Senior Vice President of Sourcing and Distribution for Follett's Higher Education Business-to-Business network. "The ValoreBooks marketplace also offers stores an avenue to sell or liquidate excess inventories at market rates, and gives textbook sellers access to more customers."

For more information about Follett's Higher Education Business-to-Business services, visit www.follett.com/wholesale (<http://www.follett.com/wholesale>).

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About Follett Corporation | [Follett.com](http://www.follett.com/) (<http://www.follett.com/>)

For more than 140 years, Follett has been a trusted partner to preK-12 schools, colleges and campus stores, taking care of the critical details that make it easier for schools to run, teachers to teach, students to learn and fans to celebrate. A leading provider of education technology, services and physical and digital content, Follett currently works with 70,000 schools and operates more than 1,250 local campus stores and 1,600 virtual stores. With the 2016 acquisition of Baker & Taylor, LLC, Follett's reach also extends into the public library and global retail markets. Today Follett Corporation is the world's largest single source of books, entertainment products, digital content and multi-media for libraries, schools and retailers. Follett is a \$3.6 billion privately held company headquartered in Westchester, Illinois.

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Follett Press Releases

Follett Acquires Wobo, Inc., BookVolume

Acquisition positions Follett Wholesale to provide more efficient book sourcing for independent managed campus stores

WESTCHESTER, IL, Mar 30, 2016 - (/www-img/Lausas-BV.jpg)

(/www-img/Lausas-BV.jpg) Follett Corporation (<http://www.follett.com/>) today announced that the company has acquired Wobo, Inc. (formerly Woody's Books, Inc.), a leading service for independent managed campus stores to find and purchase books online in volume. The acquisition includes Wobo, Inc. assets including the BookVolume tool, enabling Follett Wholesale to leverage new technology in transforming the Wholesale business.

A greater transition of Follett's Wholesale business began in late 2015 with the introduction of new leadership and its official segmentation from Follett Higher Education Group. As a stand-alone business, Follett Wholesale commits to leveraging the financial stability and strength of Follett to evolve the Wholesale business and meet the rapidly changing needs of its independent store partners and their students.

"We have an engaged group ready to bring fresh ideas to the market," said John Lausas, Senior Vice President of Strategic Sourcing and Distribution for Follett. "As the industry evolves, it's critical to make online book sourcing easier. BookVolume allows Follett to do just that by delivering more books for our store partners resulting in better prices for their students."

In addition to technology, Follett also gains new expertise including Wobo, Inc. Founder, President and CEO Woody Hunt. Hunt joins Follett as vice president of Wholesale IT Development.

"Working closely with Follett since 2009, I have felt like a member of the Follett team for many years so I'm excited to make it official," said Hunt. "I see more opportunity in our industry today than any time in my career. Together with Follett, I believe our combined team and products are going to bring maximum value to our customers and partners."

For more information about Follett Wholesale, visit www.follett.com/wholesale (<http://www.follett.com/wholesale>); for more information about Wobo, Inc. and BookVolume, go to www.bookvolume.com (<http://www.bookvolume.com/>).

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About Wobo, Inc. | [bookvolume.com](http://www.bookvolume.com) (<http://www.bookvolume.com/>)

Founded in 2004, Wobo, Inc. (Woody's Books, Inc.) began as an online vendor of books, cds and dvds. Selling through various online marketplaces provided Wobo, Inc. the foundation to expand into offering software solutions in and out of the book industry. The company portfolio now includes everything from custom inventory management systems, to procurement software including the popular BookVolume tool, to industry-leading consulting and application development services.

About Follett Corporation | [Follett.com](http://www.follett.com) (<http://www.follett.com/>)

For more than 140 years, Follett has been a trusted partner to pre-K and K-12 schools, districts, and college campuses, taking care of the critical details that make it easier for schools to run, teachers to teach and students to learn. Every day, Follett serves over half of the students in the United States, and works with 70,000 schools as a leading provider of education technology, services and print and digital content. Follett is higher education's largest campus retailer and a hub for school spirit and community, operating more than 1,250 local campus stores and 1,700 virtual stores across the continent. Headquartered in Westchester, Illinois, Follett is a \$2.6 billion privately held company.



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