

Press Release

Basel, Switzerland/ Leiden, The Netherlands, January 18, 2017

Karger Publishers and ACCUCOMS Announce New Agreement on Representation in Latin America

ACCUCOMS and Karger Publishers are pleased to announce that they will be working together in Latin America.

With over 100 peer-reviewed journals and a growing number of open-access journals, Karger Publishers is the largest medical and scientific publishing company in Switzerland. ACCUCOMS will bring these titles to the libraries of Latin America.

Karger Publishers and ACCUCOMS are no strangers to each other, having worked together for many years on telesales campaigns. As a result of this collaboration and in order to build upon the fruits of this relationship, Karger has decided to make use of ACCUCOMS' extensive network through a dedicated sales representative.

Egon Menardi, Commercial Director at ACCUCOMS, comments on the new deal: "We are happy that we have been able to show our value to Karger Publishers and after years of telesales campaigns, Karger is now taking the next step and joining forces with us – using our extensive network in the region in order to sell its products in Latin America. Karger publishes high-quality content covering all fields of medical science and thus will bring a very interesting portfolio to Latin America. We look forward to working together and are enthusiastic about the possibilities."

"Following the increasing importance of the Latin American market for Karger Publishers, we are glad to have the opportunity to collaborate with ACCUCOMS in order to further strengthen our business and raise awareness of our portfolio in this region. We believe that the quality of ACCUCOMS' service and their high level of commitment will contribute to a successful implementation of our business objectives in Latin America", says Joachim Flickinger, Sales Director at Karger Publishers.

About ACCUCOMS

ACCUCOMS is an independent provider of services to academic and professional publishers around the world. Established in 2004, ACCUCOMS now operates from the Netherlands, Turkey, Latin America, the USA, MENA, India, Taiwan and South Korea. ACCUCOMS' multilingual teams offer efficient and intelligent representation, telesales and business intelligence services as well as user interaction programs to clients that range from large publishing houses to specialist society publishers. In 2016 ACCUCOMS launched The Aggregagent, a new way of thinking about subscription sales, at www.accucoms.com.

About Karger Publishers

Karger Publishers in Basel, Switzerland, is a globally active medical and scientific publishing company. Independent and family-run in the fourth generation by Gabriella Karger, the company is dedicated to serving the information needs of the scientific community with publications of high-quality content, covering all fields of medical science. The publication program comprises 50 new books per year, 106 peer-reviewed journals and a growing number of open-access publications. Karger content is published predominantly in English, with a strong focus on basic and clinical research, and is in general available online at www.karger.com.

Media Contact ACCUCOMS:

Dagmar Vermeer, Marketing Manager, ACCUCOMS, dagmar@accucoms.com

Media Contact Karger Publishers:

Ursula Humberg Davis

PR & Corporate Communication Manager, S. Karger AG, t +41 61 306 1353, u.humberg@karger.com, www.karger.com/Media-Relations