

PRESS RELEASE: Leiden, 3rd December 2007



Accucoms signs IOS Press for Sales Representation and Customer Support Services in North America

Accucoms, a leading provider of sales and marketing services to scholarly and society publishers, announced its agreement to deliver North American journal sales representation and customer support services to Netherlands based publisher IOS Press. IOS Press publishes over 80 journals in many subjects ranging from computer science and mathematics to medicine and the natural sciences.

Mr. Popke Huizinga, Deputy Director of IOS Press commented "I have known and worked with the Accucoms senior management team for many years and know them to be dedicated and highly qualified people. The way Accucoms has grown over the last few years is testament to their commitment to their customers and their knowledge of the needs of publishers. I wanted to work with an organisation that could be dynamic and proactive. We are looking forward to working with the newly created US office and we are confident that the team there will both serve our existing journal customers and increase our business in that part of the world."

"We are delighted to welcome IOS Press on board and are looking forward to starting their North American sales and customer services functions in the New Year", Said Pinar Erzin, Managing Director of Accucoms. "We have worked with IOS Press on many marketing campaigns over the years and have a great understanding of their business. IOS Press is a highly forward thinking publisher with an extensive journals' list and a large customer base. We are very excited and look forward to supporting their current customers and growing their subscriber base in this important region."

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ACCUCOMS BV is an independent company providing specialist sales and marketing services for scholarly and society publishers worldwide. Based in The Netherlands, and in US, ACCUCOMS provides cost-effective and efficient inbound and outbound telemarketing, sales support and customer service.

IOS Press publishes some 85 international journals, ranging from computer science and mathematics to medicine and the natural sciences and 100-125 book titles a year. Commencing its publishing activities in 1987, IOS Press services a variety of scientific and medical communities in all parts of the world. IOS Press is a fast growing publishing company, which follows the developments in publishing closely. All journals are available online and an online book platform has been launched.