



# VIRTUAL PARTNERSHIP ADVANTAGES

 **BNC K-12**  
POWERED BY MBS



*BNC K-12, powered by MBS, is committed to fostering student success. Your students' education matters most. That's why we invest in and develop innovative course material solutions that make it easy to streamline administrative workloads so your school can focus on educating the leaders of tomorrow.*

**24/7**  
customer support

**400+**  
K-12 school partners

**25+**  
years of K-12 experience

## Strength in Our History

As the largest contract operator of K-12 virtual bookstores and a nexus of course material distribution, BNC K-12 has demonstrated the ability for exceptional print and digital distribution services as well as unmatched publisher relations. We bring over 55 years of experience running state-of-the-art virtual and physical bookstores — and more than 25 years working with K-12 school partners.

Our time tested operational model is predicated on closely working with our school partners every step of the way, developing strong relationships and offering personalized support.

**Our mission is to serve students, faculty and administrators through:**

- Innovative course material management solutions
- Industry-leading eCommerce and virtual bookstore services
- Superior student and family experiences
- Access to the industry's largest inventory of affordable course materials

## The BNC K-12 Difference

*In a time of rapid transformation in education, schools are adapting to meet the needs of students. BNC K-12 provides expert, around-the-clock student and family support; solutions that ensure a convenient, seamless experience; and the peace of mind that comes with having a reliable course material partner.*

BNC K-12's state-of-the-art, virtual bookstores deliver course materials with greater convenience, affordability and service to students and families.

Our legacy is built on serving the educational industry and relieving the tremendous pressure schools face. For more than 25 years, we've successfully managed profitable virtual bookstores for our school partners, but we're more than just a course material provider. We also invest in creating and designing innovative products, programs and services that offer schools real solutions to their most pressing problems.

***“We needed to partner with a company that could provide our students and parents with excellent customer service. We don't provide an on-site location to purchase textbooks, we want to make sure we supply the students with a one-stop shop for all their needs. We wanted to provide them with the best purchasing options for books. BNC K-12 will provide us with the necessary customer service to ensure the process is a seamless one.”***

– Mary Castellano, Assistant Principal, St. Francis Catholic High School



# Advantages



## Superior Supply Chain

- Industry's largest wholesale inventory of used and rental textbooks
- Distribution partnerships with the industry's largest publishers, including McGraw-Hill Education, Pearson and Cengage
- Not reliant on third-party marketplace vendors that lack quality-control and oversight



## Reliable Shipping

- Allows online ordering anytime, anywhere
- 99.9% accurate orders
- Out-the-door-in-24 shipping guarantee



## Faculty Adoption & Insights Portal

- Industry's only one-click re-adoption function
- Reporting dashboards & actionable insights
- Affordability solutions



## Auto Order

- Ensures 100% of students have their course materials on the first day of class
- Seamlessly bundle textbooks with tuition
- Students and families have peace of mind knowing their textbooks are on the way



## Streamlined Buyback

- Quick and easy buyback process for students, families and facilitators
- 24/7 customer care
- Free supplies and promotional materials
- Convenient online and on-site buyback options



## Industry-leading Service

- 24/7 customer service for both families & schools
- Instant digital delivery and expert digital consulting
- Reach a customer service representative, on average, in less than 60 seconds



## Clear Communication

- Ample communication with students, families, and faculty about the availability and benefits of the virtual bookstore
- A school-tailored marketing plan to optimize your virtual bookstore's reach
- A dedicated account manager provides your school with a central point of contact for all of your questions or needs.



## Unrivaled Convenience

- Simplified student and family ordering
- 24/7 access to the virtual bookstore
- 98% of materials available at time of purchase



## State-of-the-art Virtual Bookstore Design

- Mobile-first design
- Personalized visitor experience
- Course-driven ordering



***“BNC K-12 has a wonderful reputation. They came highly recommended and are moving with the times. As everything goes more and more digital, they will be right there in the market.”***

– Rebecca Schmier, Business Manager, Gunston School

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***“We needed a website that was going to allow students to have different options. If they wanted to buy a used book, they could do that. Or, if there was a rental alternative, they could do that instead. Or an eBook. BNC K-12 gave us all of those options as well as the ability to hop outside and buy it on the marketplace. We really think about what’s best for the students and their parents. All of our decisions are made that way.”***

– Jennifer Gregory, Director of Operations, Devon Preparatory School

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***“The interface is user-friendly. We like BNC K-12’s interface and the accessibility to all the books. Researching and finding books is not something that we have the time to have a staff dedicated to doing on their own. It is much easier to work with a vendor such as BNC K-12 to get all of our books.”***

– Van Nguyen, Extended Learning Director, The Northwest School

