

Public Library

NORTH AMERICA - NOV 2024



An **OverDrive** company





Jason Tyrrell Executive Vice President, Content



Jamie Parmelee Product Owner I



Katie Blackman Team Lead, Training



Chat

For questions during the presentation, please use the **Q&A feature** and our account representatives will answer as time permits

The chat feature will be available for discussion,

but will not be monitored by Kanopy



Debbie McDonald

Kristin

Preyss





Recordings of this event will be sent tomorrow



Wendy Chamberlain Senior Manager, Content Programming



Paula Roman Team Lead, Sales



Do you currently offer Kanopy at your library?









Intro



Content Update



Program Offerings



Product Update





Merch Giveaways to 5 lucky attendees





66

The only thing that you absolutely have to know, is the location of the library.

- Albert Einstein

Company Update

OverDrive Originals

Available Now!





Coming Soon!







Exclusive deal with Tribeca

Kanopy on Board as Exclusive Educational & Public Library Streamer of Tribeca Films

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Credits to Tickets One Year Later

The change helped to increase access to content while providing better cost certainty for your library. With a year under our belt, let's look at what we've learned:

\$1 or less Avg. cost per play

After the play credit update, libraries saw a decrease in cost per play.

Avg. 27% increase In plays over last year

With making it clearer to the user what titles/what tickets, libraries also saw an increase in plays.

↑ Increased Patron engagement

The update increased patron engagement without exceeding budgets.





Company Update

We're committed to providing video, audiobooks, and ebooks

to delight and support every user through Kanopy and Libby

To further this mission, we've integrated and expanded our Content teams to serve you better

As one unit, we're exploring how film, ebooks, and audiobooks together can enhance user engagement with your library





From Book to Screen















Classics from MGM







New Content Partners



Free for libraries, ticket free for patrons!









Access varies by country and title availability



BBC STUDIOS

Starting with close to 20 non-fiction series in JAN

Will be adding more throughout the year





Christmas Movies





Access varies by country and title availability





Literature & Writing



Digital Media Today



World Travel



Most Popular





Access varies by country and title availability



(select all that apply)





Why Now is a Good Time for Kanopy



Blu-Ray and DVD prices^{*}

higher than they were this time last year.

1100+

Content Partners including



You can make a quantum leap in your film and TV offerings by subscribing to Kanopy.

* US Bureau of Labor Statistics, June 2024 ** Stat Significant

DVD sales**

have declined for the sixteenth year straight.

65%+

Films and TV shows include Public Performance Rights!

Kanopy can introduce new patrons to the library.

Need ideas for programming? Host movie nights at the library! Pop some popcorn and watch a film that appeals to your community.



Streaming Video

has become the go-to for film and TV favorites. People love to binge watch series, and they can do so on Kanopy!



Patrons can create an account

by clicking on Kanopy on their Libby Home Screen. Then they can enjoy their films and series on phones, tablets, and on TV.

We have a wider range of affordable pricing options, for all sized libraries, than ever before!

Kanopy for Public Libraries in US & Canada



our Flagship Pay Per Use program

Provides access to **over 31,000** films and TV series

You only pay for what is checked out

Customizable to fit your budget and patron needs



OUR NEWEST OFFERING

kanopy **PLUS**

Public Library Unlimited Subscriptions

Select from 7 themed Packs as well as



All the above and French Cinema are available to Canadian Partners

One flat yearly fee with *unlimited* patron access to all films and TV series



Best-of-the-Year Kanopy Promotion

Sale runs October 23 – December 20

Promo #1	Promo #2	Promo #3
-	00	٤٠٠
Buy a Pay-Per-Use program and get 5% in OverDrive content credit!	Buy 2 or more PLUS Packs and get 20% off!	Buy all 7 PLUS Packs and Kanopy Kids subscription and get 30% off!

Receive launch email with live link on or before January 3, 2025

Pay-Per-Use and PLUS offers may be combined

Offer valid for new customers and PLUS-only customers in the United States and Canada



Additional on-demand content offerings from OverDrive

We offer much more than streaming video in an on-demand model.

Visit OverDrive Marketplace

Talk to your Account Manager

Libby Extras

Engage your community with content that entertains, educates, and provides unique digital experiences.









Learn More

OverDrive Magazines & All Access Comics

Offer your readers popular magazines, comics, and graphic novels.





Learn More

Additional Simultaneous Use packages:

Kids Building Blocks Library: Support literacy with five different children's content collections including: Emotional Wellness, Graphic Nonfiction, Animals & Nature, STEM and Beginning Readers. Available for one upfront annual subscription fee.

The Cornerstone Collection:

The ultimate subscription for teens that offers over 800 engaging titles for age 9+ to support your always-available reading programs. Available for one upfront annual subscription fee.

Learn More

Product Update



Filters

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Filters	kanopy	44 👯
	Space	
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	Titles Z-A IT	
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	O tickets 6	set or less 108
	2 tickets or less 379	
	3 tickets or less 393	
	4 tickets or less 404	
	5 tickets or less 419	
	Show	652 titles





Product Update



Video Player Improvements

New subtitles/audio tracks menu





Thumbnail images on Roku



Improved video controls (mobile pictured)





"My Libraries" page

	My Account	
	My Information My Libraries. Parental Controls	
	Ready to use	
	Akron-Summit County Public Library	
'eb —	Capstone Library	
CD	Free Library Of Philadelphia	÷
	Kanopy Demo Public Library Cereal Tickets 34 out of 50	#
	Kent State Universities	**
	Action required	
	Arapahoe Library District Re-enter your login Information. If you still have trouble, reach out to your library.	
	Cuyahoga County Public Library He enter your form information. If you still have trouble, reach out to your sorary.	
	Los Angeles Public Library Remote sour loois information. If you still have trouble, reach out to your library.	
	TEST USA Re-enter your looin information. If you still have trouble, reach out to your library.	***
	Add New Library	



Add Library

Q

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2025 Focus on Accessibility





MARC records Improvements

Records are specific to each library's collection

Deletion records automatically generated when title(s) removed or leave platform





How do you currently promote Kanopy?

(select all that apply)







Visit our **Resource Center** for all things Marketing



Resource Center

Resource Center



Social posts

Print materials

Digital displays

And More!



Marketing

Trending and timely marketing toolkits

Native American Heritage Month





sughtfully curated film selection highlights the diverse culture ries, and stories of indigenous communities. n polgnant documentaries to vibrant narratives, each piece offers a closer look into th ions, challenges, and achievements of Native American peoples. Experience thes ling stories and gain a greater appreciation for their enduring heritage with the V, mobile device, or tablet with our use

is available on the Digital Marketing Res J.S. Canadian, and Australian/New Zealand m

List of Toolkit Items



WHAT WAS OURS

Noirvember



Coming soon Home viewing for the holidays







5 Tips for promoting Your Kanopy collection

1

Post on your website – remind patrons your digital DVDs are always available

Download Always Open Kit

We're closed but kanopy is always open!

Start streaming your favorite films today!

HAPPY THANKSGIVING!

We're closed but kanopy is always open!

Start streaming your favorite films from anywhere!



Post on social media – hint: you can reshare our posts

<u>Kanopy instagram</u>



3

Send a press release or newsletter

4

Use print marketing materials

5

Host programs, like screenings of titles with PPR



1 Post on your website

Waimakariri Libraries (New Zealand)



Recommendations

Collections librarian, Nicki, has put together some playlists of her favourite movies:

Books to movies

Lion

Brooklyn

Serenity



International films

The Belier Family

Land of Mine

Amour



Heart-warming

The Hunt for the Wilderpeople

This Beautiful Fantastic

Hugo



Post on Social Media 2

Milwaukee Public Library (WI)

Salt Lake City Public Library (UT)





milwaukeepubliclibrary 🗢 - Follow

...

 \odot

May 15, 2023



Lake County Library (CA)



kanopy An OverDrive Company

2 Post on Social Media

Jasper-Dubois Community Library (IN)



- jasperduboiscountylibrary Follow ····
- jasperduboiscountylibrary 1w Stream movies for free & create a Kanopy account with your library card! https://www.kanopy.com/en/jdcpl/ category/60744

No comments yet.

Start the conversation.

(..)

Q ♥ es s ago

Add a comment...

Pentwater Township Library (MI)



2 Post on Social Media

West Liberty Public Library (IA)

West Liberty Public Library October 15 at 2:40 PM · O Kanopy offers a great selection for kids - including storybooks & storytime specials! Available in English, Spanish, and Hindi, end the night with your kiddo by listening to/watching a lovely bedtime story! Director Allie and little Gwen approved! Link to Kanopy: https://www.kanopy.com/en/signup



Wallingford Public Library (CT)

Wallingford Public Library October 15 at 6:30 AM · 🕄

Thanks to everyone who celebrated #HispanicHeritageMonth with us during Cooking with Ana and Cumbia with Jenny and to everyone who attended our Hispanic Film Series! You can stream more movies that celebrate Latine characters and culture for free on Kanopy with your Wallingford library card: walpublib.org/HispanicHeritageMonthKanopy

And join us on Oct 25th for our big Dia de Muertos celebration with Spanish Community of Wallingford (SCOW)! More info here: walpublib.org/DiadeMuertos1025







3 Send a Press Release or Newsletter

Texarkana Public Library (TX)



Redland City Library (Queensland, Australia)

New on Kanopy









Browse Kanopy TV and movies

First 5 Forever programs



TEXARKANA -- A pair of new services makes hundreds of thousands of media titles available online to anyone with a Texarkana Public Library card.

ADVERTISEME



3 Send a Press Release or Newsletter

Coquitlam Public Library (British Columbia, Canada)



Home / About Us / Library News / Library News Details

Your Library Hours & Locations Contact Us Library News

The Big Movie Watch

Introducing Kanopy's first Big Movie Watch, a film club you can participate in from anywhere! The inaugural film chosen is What's Love got to do with it, a 2022 romcom starring Lily James, Mim Shaikh, and Iman Boujelouah.

Film description

January 22, 2024

How do you find lasting love in today's world? For documentary filmmaker Zoe (LI)/ James), wwijning right to find Mr. Right has only delivered bad dates and funny anecdates. For her childhood friend Kazim (Shazad Latih), the answer is to opt for an assisted marriage. As Zoe films his hopeful jaurney to marry a stranger, she begins to wonder if she might have something to learn from a different approach to finding love.



How to participate

Between February 5-19, 2024, login to Kanopy to watch the selected film ticket-free. Then chat about it on the Kanopy discussion board, social media using the hashtag #bigkanopywatch, or with your own group of friends using the discussion guide.

About Kanopy

Kanopy is an online database of films, documentaries, video courses and children's content. Download the app, watch on your browser, or cast to your smart TV. Coquitar residents with a library card get free access including 30 viewing tickets per month to spend. Learn more and get started.

Burlington Public Library (Ontario, Canada)



Jul 3, 2024 😐 Check it Out

From Books to Kanopy

The next time you're in the mood to watch a captivating literary adaptation of an acclaimed novel, check out the exceptional movie streaming collection available through Kanopy.

With your BPL card number, you unlock access to over 30,000 movies and television shows—all for FREE. Every month, BPL cardholders get 20 tickets to use as they please. The loan period varies based on the total running time, ranging from 48 hours to 21 days—perfect for bingewatching a series or savouring a movie night. Ready to get started? Read our <u>Kanopy tips</u>.

Novel Picks on Kanopy

We always love a great story, whether we're watching it unfold on screen or getting lost in the pages of a book-or both. Check out these modern gems and timeless classics. Enjoy!

EMMA



Jane Austen's beloved 1815 <u>classic novel</u> follows the story of 21-year-old Emma Woodhouse, a "handsome, clever, and rich"—and spoiled and headstrong—gentlewoman living in Georgian-Regency England, who greatly overestimates her matchmaking abilities. Blind to the dangers of meddling, she interferes in the romantic lives of others, setting off a chain reaction of misunderstandings and unexpected consequences.

Widely adapted into film, this <u>1996 version</u> of Austen's witty comedy of manners stars Gwyneth Paltrow, Jeremy Northam, Toni Collette, and Ewan McGregor.

THE PERKS OF BEING A WALLFLOWER



A coming-of-age story that takes a sometimes heartbreaking, often hysterical, and always honest look at high school in all its glory. <u>The Perks of Being a Wallflower</u> is Stephen Chbosky's critically acclaimed and #1 New York Times bestseller debut novel. The story follows observant "wallflower" Charlie as he charts a course through the strange world between adolescence and adulthood. Caught between trying to live his life and trying to run from it, Charlie must learn to navigate those wild and poignant roller-coaster days

🔇 Back to News Headlines



4 Use print marketing materials

Bibliothèque et Archives nationales du Québec (Canada)








Host Programs 5

LeClaire Community Library (IA)



Danbury Public Library (CT)



Panbury Public Library, 170 Main St, Danbury, CT, 06810 More info here

Did you know that you have free access to ebooks, audiobooks, movies, music and more with just your library card? Your Danbury Library card grants you access to several apps that provide free content right to your device of choice! Each week we'll discuss one of the main apps available at the library.

Week 1 - April 26, 2024: Libby/Overdrive

Week 2 - May 10, 2024: hoopla digital

Week 3 - May 24, 2024: Kanopy

Join us to learn how to take advantage of these apps today!

Register for the Kanopy session here: https://danburylibrary.evanced..



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Listen along and promote the Film Library podcast. Listeners can enjoy on your library's Kanopy platform ticket-free. Also available wherever you get your podcasts.

Join hosts Alonso Duralde and Daniel Thompson as they explore the diverse universe of film and filmmaking. Each episode features a unique guest from various corners of the industry offering viewers an exclusive behind-thescenes look at the art and craft of film.





Alonso Duralde

Daniel Thompson

Listen to the podcast

Promote the podcast





Additional Marketing Resources

Learn more about Kanopy

Opt into emails

Kanopy Getting Started
webinar (on-demand)

 Kanopy how-to videos



Chat



What is one new Marketing strategy you will implement after this webinar?



Merch Giveaway

We will randomly select 5 attendees who joined us live.



Check out our PlotThreads shop



Q&A: Pre-submitted Questions



We'll send answers to questions we are not able to address along with the recording of this event.





What makes Kanopy different from Libby (OverDrive) and/or Hoopla?

Just like Libby is OverDrive's resource for digital books, audiobooks, magazines, and comics, Kanopy is OverDrive's Streaming Video-only resource. The Kanopy app can be used on phones, tablets, and other mobile devices, as well as on smart TVs and TV apps. There is also a web experience for Kanopy for use on laptops. Kanopy's public library collection includes over 31,000 films and tv shows.

Hoopla is another service libraries can offer and that experience includes several formats. Please note that Hoopla is not owned by OverDrive.



Can you tell us more about the updated episodic viewing periods?

It will help to sustain and to continue to grow this highly popular category with quality and quantity content. Kanopy works with over 1,000 content suppliers and there is more consistency in the industry for a 7-day checkout term. This adjustment gives us more opportunity to expand the catalog of new content for your users. Also, on average, library patrons watch Kanopy series content in a 7-day, or less, window. With this update, we also expanded the 1 ticket/\$1 content from 30-minute run times to 1hr, which increases access at a lower cost to a wider range of content.



How does Kanopy determine which marketing materials to offer libraries? Do you have specific materials for Kanopy Kids?

We create marketing materials and share them on OverDrive's Resource Center (US) (CA). We create them for the annual heritage months, beginning with Black History Month in February and ending with Native American Heritage Month in November. We'll also be running a new editorial calendar January through September of 2025, celebrating a different genre/theme every month.



Will the titles in the PLUS packages be changing more often?

The titles in each PLUS pack refreshes quarterly. The next refresh will be in January. To get the most return on your investment, consider introducing PLUS packs to additional patrons to grow your audience.



Is the library able to customize curations, similar to what we can do in Libby/OverDrive?

Custom curation is not supported at this time, but we will let you know if that changes in the future. The collections are currently updated on a regular basis by the Kanopy content team, usually twice a week.





Are there any plans to add a section to Kanopy (both in the website and the app) where patrons can see ALL of the items that they still have time remaining on (whether they've finished watching them or not)?

This work is not currently planned, but we appreciate hearing that it's something users want and will take this feedback into consideration when planning our roadmap.



Are there any planned updates/additions to Kanopy Analytics?

While are not actively working on any updates to analytics, we always welcome your feedback. If you have specific reporting needs, please reach out to your Account Manager and they'll be happy to help or pass on feedback to the Kanopy Product team.

kanopy

Will you ever integrate with ILS/LMS catalogs via API? If so, which ones are on the list?

This is something we plan to explore, and we'll share additional details with partners in the future. Please stay tuned!



Are we able to block/suppress content in Kanopy?

If you have questions about content included in your Kanopy platform, please reach out to your Account Manager.



Do you allow library members from other libraries to use your Kanopy account to view content, or is it purely for your members?

Access to Kanopy content is determined by the library's card membership and can be checked from the library's website.



What's the best way to share the amazing Kanopy service with our library patrons? What makes you stand out?

We suggest libraries promote Kanopy to their patrons through via your library's website, email, print marketing, programming, and social media. Visit our Resource Center <u>(US) (CA)</u> for free marketing resources!

When promoting to your patrons, we recommend emphasizing that with Kanopy, you can watch thousands of films, TV series, documentaries, and kids programming, all on-demand and ad-free.



Will some of the recent U.S. only content i.e.: Sentai Filmworks anime be available in Canada in the near future?

Unfortunately no, we licensed these through AMC Networks and they only have US rights available.





What kinds of consortial discounts are available for Kanopy?

Please reach out to your Account Manager to discuss.





Thank you!

An **OverDrive** company

