



Lightning Source Sharjah

Spearheading POD in the Middle East



لايتنينغ
سوزس
الشارقة



Lightning
Source®



هيئة الشارقة للكتاب
Sharjah Book Authority

What is Lightning Source Sharjah?

Lightning Source Sharjah is one of the first large-scale Print-on-Demand (POD) operations in the Middle East. It offers a **cost-effective** book printing solution in the UAE to promote sustainable publishing in the region. Helping publishers **print locally, reduce waste**, and **speed up delivery** of Arabic, English, and other-language content. Through our 60+ and growing retail network, **we enable distribution to 11 neighbouring countries, plus the Palestinian territories.**



How Print-on-Demand Reduces Cost & Complexity



PRINT-ON-DEMAND (POD)

- ✓ Books are printed within **48 hours**
- ✓ No upfront printing costs
- ✓ No inventory, no storage fees
- ✓ **Zero risk** of unsold books
- ✓ Update files instantly
- ✓ Your books can **reach readers, retailers, & libraries around the world** through our affiliation with Ingram Content Group



OFFSET PRINTING

- ✗ Takes weeks or months to print
- ✗ Upfront cost for bulk orders
- ✗ Warehouse required
- ✗ High risk of paying for dead stock
- ✗ Stuck with errors until batch sells
- ✗ Expensive, slow global shipping

Who We Work With

We support a wide range of local and global publishers and retailers, from independent authors to major publishing houses, by making it easy to print locally and distribute widely.



Where We Reach



Why Print with Lightning Source Sharjah?

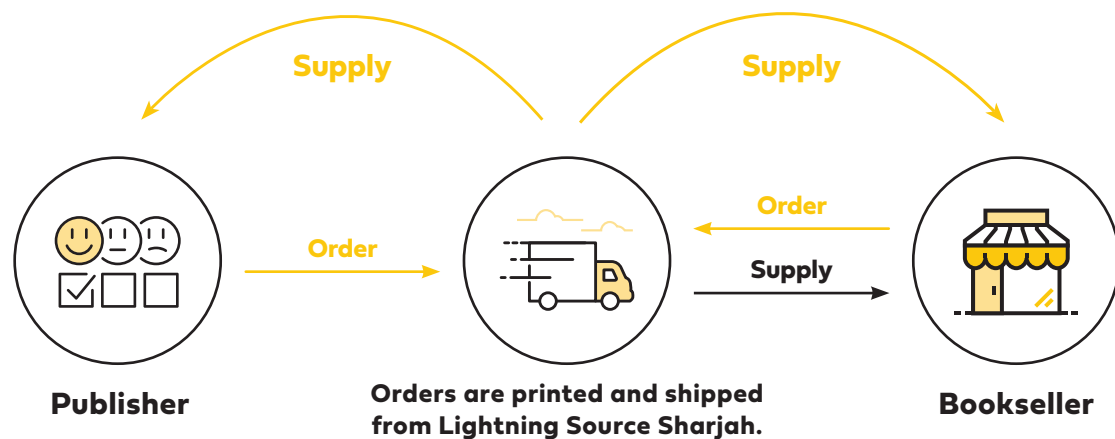
- ✓ **Speed**
Books are printed within 48 hours, ready to ship to customers in the Middle East and North Africa region.
- ✓ **Global Reach**
Your books can reach 40,000+ retailers & libraries around the world.
- ✓ **Flexible**
Only print the exact quantities you need when you need them!
- ✓ **Sustainable**
Reduce your book's environmental impact with local print-on-demand!
- ✓ **Reliable**
Join a growing cohort of authors, publishers, & retailers who trust us to deliver their books to readers anywhere!

How Virtual Wholesale Works?

1. Upload your digital files into your Lightning Source® account
2. We process your files, and you get an e-proof to review
3. You approve your e-proof and turn on distribution
4. Information about your book goes to local & regional retailers that work with Lightning Source Sharjah
5. Retailers view this information & can order your book
6. We print your book with Lightning Source's Print-On-Demand technology
7. We deliver your book to retailers

No need to warehouse or ship books yourself. We pay YOU for every book we sell!

- We only print when orders are placed.
- Orders can come from:
 - Booksellers
 - You (the publisher) for your own supply - this is called 'Publisher Direct'
- When a bookseller places an order for your books we sell at the price you set with a wholesale discount, which you control (all booksellers require a discount).



Pricing Example

- ✓ **List price** of your book = \$15
- ✓ **Wholesale discount** = 40% of list price (40% of \$15 is \$6)
- ✓ **Print cost** = \$4 (what we charge to print the book)

$$\text{List price} - \text{Wholesale discount} - \text{Print cost} = \text{Publisher compensation}$$
$$\$15 - \$6 - \$4 = \$5$$

You would earn \$5 on every copy of this book sold by us

You don't need to ship your books around the region - we do that for you!

Ways to Work with Us

✓ **VIRTUAL WHOLESALE**

We pay you when a bookseller orders your book from us

List price - Wholesale Discount - Print cost = Publisher compensation

✓ **PUBLISHER DIRECT ORDERS (books you order for your own needs)**

You enter your customer orders in our system

No discount to give away

You only pay print and shipping fees, and we ship direct to you or your customers.



Who can buy my books?

- 60+ retailers and public libraries across the Middle East and North Africa engaged with Lightning Source Sharjah.
- Reach regional customers without shipping books from outside the region or holding stock in a warehouse.
- Beyond the region, your books can reach 40,000+ retailers and libraries worldwide.

Our Key Retail Network



ipage® in the Middle East

Retailers will be able to order books through Ingram Content Group's ipage® platform for fulfillment by Lightning Source Sharjah. Ingram receives the order and passes it to LS Sharjah, where the books are printed and then distributed directly to the retailers who have authorized the fulfillment of the order.

The screenshot shows the ipage platform interface. At the top, there's a search bar with 'Book' selected and a search button. Below the search bar, there's a 'Product Detail (1 of 1)' section. The product is '\$100M Money Models: How To Make Money' by Alex Hormozi. The interface includes a 'Buy Wholesale' table with columns for 'Qty', 'DC', 'On Hand', and 'On Order'. The table shows data for various regions: TN, IN, MK, AU, EU, SHJ, OR, and PA. The 'On Hand' column shows 3110 for TN, 0 for IN, 740 for MK, 740 for AU, 740 for EU, 740 for SHJ, 0 for OR, and 3020 for PA. The 'On Order' column shows 0 for TN, 1 for IN, 0 for MK, 0 for AU, 0 for EU, 0 for SHJ, 0 for OR, and 0 for PA. There's also a 'Direct to Home' button and a 'Chat' button.

Qty	DC	On Hand	On Order
1	TN PRIMARY	3110	0
	IN SECONDARY	0	1
	MK (E)	740	0
	AU (\$)	740	0
	EU (€)	740	0
	SHJ (\$)	740	0
	OR	0	0
	PA	3020	0

File Security

Lightning Source Sharjah uses industry security controls for storing printing files. **This includes:**



Encrypting files at rest
and in transit



Authentication on
publisher accounts



Removing files once the
printing is completed

Thousands of publishers around the world trust Lightning Source Sharjah with their files.

Ready to sell globally and run a more efficient business?

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