

database

TRENDS AND APPLICATIONS

2020
MEDIA KIT

Targeted Marketing and
Demand Generation Solutions for
the Age of Intelligence

- › The Digital Network
- › The Magazine
- › Custom Research
Solutions 2020



WWW.DBTA.COM

THE DATABASE TRENDS AND APPLICATIONS NETWORK —100,000 STRONG

➤ **Database Trends and Applications (DBTA)** provides actionable advice and real direction to more than 100,000 IT and business stakeholders at organizations across North America through its print magazines, website, family of email newsletters, and exclusive contract publishing partnerships with leading technology user groups in the industry. From live webinars, to technical white papers, market research, independent analysis, and breaking news stories, *DBTA* guides professionals who evaluate, recommend, and purchase solutions for all the facets of *data* management and analysis. Partnering with *DBTA* allows your organization to extend its reach deeply into the marketplace to leading corporations, educational institutions, and government agencies interested in learning about new technologies and strategies for managing, storing, securing, integrating, accessing, and creating business value from data today.

➤ **DBTA Sponsorship, Advertising, Marketing, and Lead-Generation Opportunities Include:**

Database Trends and Applications Magazine: Read by more than 10,000 influential information management professionals

DBTA.com: The site offers multiple sponsorship and banner advertising opportunities

Big Data Quarterly: *Big Data Quarterly* is the leading print and online publication focusing solely on big data applications and strategies

Web Events: Turnkey single-sponsor and multi-sponsor webinars guaranteed to deliver leads

Email Newsletters: *DBTA* produces eight original email newsletters. These newsletters provide targeted marketing opportunities with a variety of different sponsorship levels:

- › 5 Minute Briefing: Information Management
- › 5 Minute Briefing: Oracle
- › 5 Minute Briefing: SAP
- › Big Data Quarterly E-Edition
- › 5 Minute Briefing: Cloud
- › 5 Minute Briefing: Data Center
- › 5 Minute Briefing: MultiValue
- › DBTA E-Edition

DBTA Best Practices and Thought Leadership Series White Papers: Every month, *DBTA* and *Big Data Quarterly* produce a special report on specific information management topics of interest to our readers. Participation from sponsors provides thought leadership as well as guaranteed sales leads to your organization.

Custom-Sponsored Research: Unisphere Research, *DBTA*'s research arm, conducts ongoing proprietary and "for publication" research projects for select IT vendors. Projects can be conducted through the *DBTA* and *Big Data Quarterly* readership, or in association with our user group partners, including Quest IOUG, OAUG, and PASS.

Lead-Generation Programs for Your White Papers and Other Content Marketing Assets: *DBTA* will host your content marketing assets, market them to our readership, collect registrations, and deliver quality leads to your organization on a pay-per-lead basis.

Direct Email Marketing: *DBTA* maintains an opt-into-third-party email list of more than 20,000 subscribers, available for your direct response messaging.

DATABASE TRENDS AND APPLICATIONS MAGAZINE

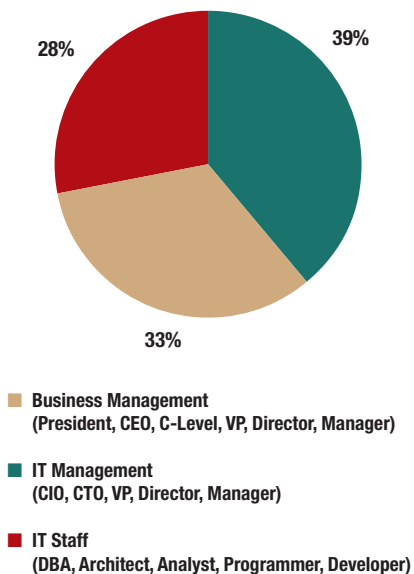
➤ **Database Trends and Applications (DBTA)** delivers advanced trends analysis and case studies in data management and analytics developed by a team with more than 25 years of market coverage experience and groundbreaking research of unparalleled depth and foresight exclusively through its Unisphere Research division. Serving the IT and business stakeholders within complex data environments, *DBTA* reaches all the job titles and functions involved in the evaluation, recommendation, and purchase of products and services for controlling, protecting, integrating, analyzing, and enhancing the value of data and information assets.

Key Facts:

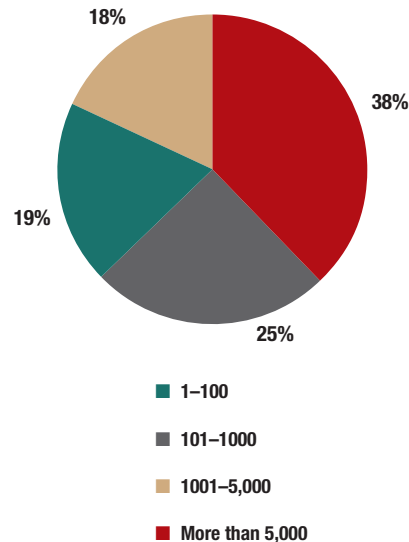
- **More than 80%** of *DBTA* subscribers are involved in purchasing decisions for information management products and services.
- **More than 75%** of *DBTA* subscribers are currently running two or more DBMS brands.
- **More than 60%** of *DBTA* subscribers are currently running an enterprise data warehouse.
- **More than 50%** of *DBTA* subscribers are currently databases in the cloud.
- **More than 40%** of *DBTA* subscribers are currently using machine learning.
- **More than 40%** of *DBTA* subscribers are currently using data lakes.

Who Subscribes to Database Trends and Applications?

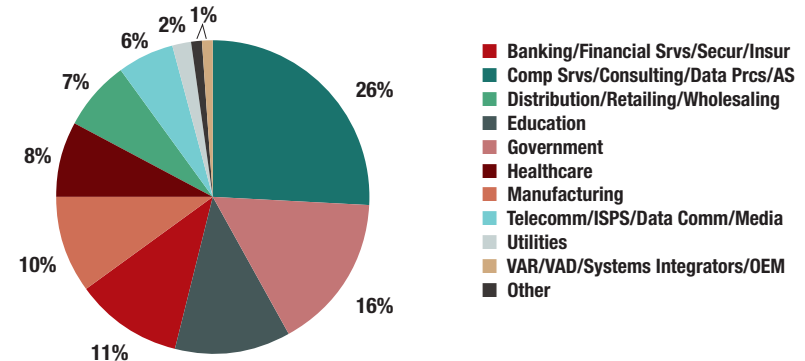
➤ **By Job Function**



➤ **By Company Size**



➤ **By Business and Industry**



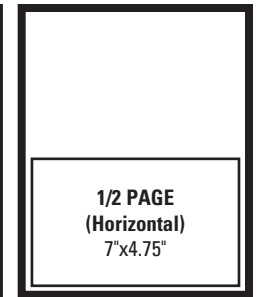
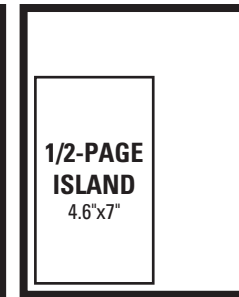
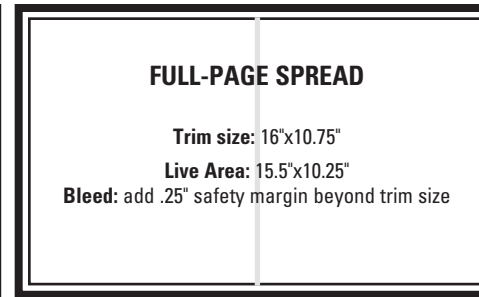
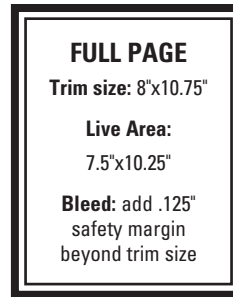
EDITORIAL & MARKETING OPPORTUNITIES CALENDAR

ISSUE DATE	ISSUE TYPE	EDITORIAL FOCUS	ADVERTISING SUPPLEMENT	WEBINAR ROUNDTABLE
JANUARY	Thought Leadership Report Series		The Rise of DataOps	Data Management Best Practices for Machine Learning
FEBRUARY	<i>DBTA Magazine</i> and Best Practices Report Series	The Impact of AI and Machine Learning on Data Management; MultiValue Special Section	Managing the Hybrid and Multicloud Future: From Databases to Clouds	Top Trends in Modern Data Architecture for 2020
MARCH	<i>Big Data Quarterly</i> (Spring Issue) and Best Practices Report Series	The New Frontier of Quantum Computing	Data Lake Modernization for Speed, Scale, and Reliability Empowering Machine Learning With Knowledge Graphs (ONLINE ONLY)	Data Lake Modernization for Speed, Scale, and Reliability The Future of IoT: Real-Time, Edge Computing and 5G
APRIL	<i>DBTA Magazine</i> and Best Practices Report Series	Gaining Agility With Containers, Microservices, and DevOps; Startups to Watch (ONLINE ONLY)	The Future of Data Warehousing	Database Management Today: New Strategies and Technologies
APRIL	<i>The Cybersecurity Sourcebook 2020</i>	Special ONLINE Publication: <i>The Cybersecurity Sourcebook 2020</i>	<i>Cybersecurity Sourcebook 2020</i> (ONLINE ONLY)	
MAY	<i>Big Data Quarterly</i> (Summer Issue) and Best Practices Report Series	Big Data Challenges: Solving the 80/20 Problem in Data Prep and Analytics	Top Trends in Analytics Today	Unlocking the Power of DataOps
JUNE	<i>DBTA Magazine</i> and Best Practices Report Series	<i>DBTA 100: The Top Companies in Data in 2020; Game-Changing Technologies Fueling the Data-Driven Enterprise</i>	The New World of Database Technologies	Expanding Your Data Science and Machine Learning Capabilities
JULY	Thought Leadership Report Series	Cool Companies in Cognitive Computing (ONLINE ONLY)	Architecting for Agility: Containers, Microservices, and the Cloud (ONLINE ONLY)	Overcoming Data Integration and Governance Challenges
AUGUST	<i>DBTA Magazine</i> and Best Practices Report Series	The New Hybrid and MultiCloud World: Key Considerations for Data Management and the Integration; 2020 <i>DBTA</i> Readers' Choice Awards	Data Integration and Governance for the Modern Enterprise	Bridging the Gap Between Data Management and DevOps
SEPTEMBER	<i>Big Data Quarterly</i> (Fall Issue) and Best Practices Report Series	Big Data 50: Companies Driving Innovation; New Technologies in a Big Data World	Succeeding With Data Science and Machine Learning	Taking Your Data and Analytics to the Cloud
OCTOBER	<i>DBTA Magazine</i> and Best Practices Report Series	The Future of Analytics: Leveraging Data Warehouses and Data Lakes	Database Performance Today: The Need for Speed and Scale	Supporting Modern Applications: Data Management for Speed and Scale
NOVEMBER	<i>Big Data Quarterly</i> (Winter Issue): <i>Data Sourcebook 2020</i>	Special Publication: <i>Data Sourcebook 2020: A guide to the enterprise and technology issues IT professionals will be facing in 2021</i>	<i>Data Sourcebook 2020</i>	Modern Data Warehousing: Enterprise Must-Haves
DECEMBER	<i>DBTA Magazine</i> and Best Practices Report Series	Trend-Setting Products in Data List; The Top Information Management Trends for 2021	Moving to a Modern Data Architecture	Key Capabilities for Real-Time Analytics Today

DISPLAY AND CLASSIFIED ADVERTISING

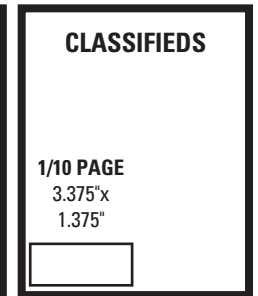
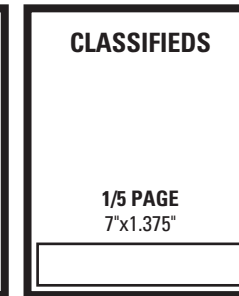
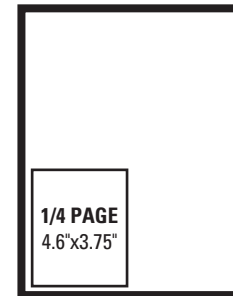
➔ 2020 Advertising Opportunities

ISSUE	AD MATERIALS DUE
FEBRUARY	1/13/20
APRIL	3/12/20
JUNE	5/12/20
AUGUST	7/14/20
OCTOBER	9/11/20
DECEMBER	11/10/20



➔ 2020 Advertising Rates

AD SIZE	1X	2X	4X
FULL PAGE	\$4,950	\$4,750	\$4,650
1/2-PAGE ISLAND	\$3,950	\$3,750	\$3,650
1/2 PAGE	\$2,950	\$2,750	\$2,650
1/3 PAGE	\$2,450	\$2,250	\$2,150
1/4 PAGE	\$1,950	\$1,750	\$1,650



- **Black-and-White advertisements:** 25% discount from gross rate
- **Back Cover & Inside Front Cover:** Add 20%.
- **Center Spread, Inside Back Cover, and other guaranteed positions:** Add 10%.

Payment Terms

Terms are net 30 days from date of invoice. 1.5% interest per month will be incurred on any unpaid balance past 30 days. Invoice date is always the first day of the month of the issue date.

Commissions

All recognized advertising agencies can earn a 15% commission on space and position. Commissions are earned by reserving space and submitting artwork on or before respective due dates. All commissions are forfeited on unpaid invoices more than 45 days past due.

➔ ADVERTISING CONTACT

- **Stephen Faig**
Tel: (908) 795-3702
Email: stephen@dbta.com

PRODUCTION REQUIREMENTS & SUBMISSION INSTRUCTIONS

➤ Ad production requirements — downloadable PDF.

www.infotoday.com/advert/CTPAdSpecs.pdf

➤ We accept the following formats:

› Press-quality PDF files are preferred.

- › Fonts must be embedded
- › Set black to overprint
- › Convert PMS to CMYK
- › Images must be in CMYK
- › 300 dpi images only
- › Flattened transparencies
- › Page dimensions and bleeds according to pub specs

› We can also accept high-resolution Macintosh format Photoshop TIFF files.

- › Flattened layers
- › CMYK color
- › 300 dpi
- › Page dimensions and bleeds according to pub specs

➤ File submission instructions:

› To upload files via the web:

- › Using your web browser, log onto <http://files.infotoday.com>.
- › Please indicate advertiser, publication, and issue in which ad will be placed in appropriate fields.

**Once the file is uploaded, you will receive a confirmation email.
If there are any problems with your file, you will be contacted.**



PLEASE NOTE:

- › Files submitted as RGB will be converted to CMYK.
- › Ads containing SPOT colors will be converted to CMYK unless prior arrangements have been made.
- › All graphics must be at least 300 dpi resolution.

**For proper sizing of your ad, please refer to the
Rate Card & Advertising Specs on page 5.**

For production questions contact:

Jackie Crawford • Ad Trafficking Coordinator
jcrawford@infotoday.com
609/654-6266, ext. 130

BIG DATA QUARTERLY—NOW IN ITS THIRD YEAR

➔ *Big Data Quarterly* is the information management communities' most important resource on new technologies and strategies in data management and analytics. As the premier magazine dedicated to big data trends and applications, *Big Data Quarterly* provides readers with an unparalleled resource when looking for the insight necessary to help shape their big data plans and strategies.



Published four times per year, with Winter, Spring, Summer, and Fall editions, *Big Data Quarterly* has become a must-read publication for data scientists, CIOs, IT directors and managers, and other data professionals involved with data-intensive projects.

➔ **Big Data Quarterly Publication Schedule**

ISSUE	AD MATERIALS DUE
SPRING	2/11/20
SUMMER	4/14/20
FALL	8/12/20
WINTER	10/13/20

➔ **FOR ADVERTISING AND SPONSORSHIP OPPORTUNITIES IN BIG DATA QUARTERLY, CONTACT:**

➤ **Stephen Faig**
Tel: (908) 795-3702
Email: stephen@dbta.com

BANNER ADVERTISING AND SITE SPONSORSHIPS

➤ Banner Advertising and Site Sponsorship at www.dbta.com

The *Database Trends and Applications* website, www.dbta.com, receives more than 50,000 visitors and 100,000 page views every month.

Newly relaunched, DBTA.com features high-visibility, flat-fee sponsorship opportunities, as well as standard, impression-based ad positioning.

➤ Site sponsorships

Site sponsorships are available on a monthly or annual basis. Monthly term begins on the first day of the month and ends on the last day of the month. Site sponsors receive a 300x100 sponsorship banner which delivers approximately 75,000 impressions per month. In addition, all site sponsors receive a mention on our “Site Sponsors” page along with a 100-word company description and link to your website for the duration of the sponsorship.

➤ Site Sponsorship Pricing

\$995 per month or \$9,500 per year

➤ Banner ad units

Banner advertising is available in multiple positions on the site. Banner ad units are available on a per-impression basis. Please see the following for sizing and specifications.

➤ Banner Units Specifications

- **Leaderboard Banner:** 728x90 pixels
- **Standard Banner:** 468x60 pixels
- **Skyscraper:** 160x600 pixels
- **Box ad:** 300x250 pixels
- Acceptable formats: .JPG, .GIF, .PNG, and Flash (.SWF)
- File sizes may not exceed 200K
- Acceptable Flash versions: Flash 10, Action Script 3 (and all earlier versions)
- Exclusive sponsorship of individual channel banners are available on request.

➤ CONTACT

- **Stephen Faig**
Tel: (908) 795-3702
Email: stephen@dbta.com



LEAD-GENERATION PROGRAMS

➤ Lead-Generation Programs for White Papers (And Other Marketing Assets) at *DBTA* Downloads

For over a decade, ***DBTA* Downloads at www.dbta.com** has been the key lead-generation solution for B2B marketers targeting the data management and analytics marketplace. Resident white papers are posted on the *DBTA* Downloads landing page in chronological order as well as on each relevant channel topic page on *DBTA.com*. *DBTA*'s lead-generation program leverages a variety of *DBTA*-owned email list assets, contract partnership subscriber lists, and *DBTA* marketing affiliate email lists, totaling nearly 150,000 subscribers, conference attendees, and qualified user group members. *DBTA* Downloads custom-markets each white paper asset to appropriate audiences within this vast qualified email resource, delivering a new, clean set of qualified download contacts weekly.

- **Contact fields** captured include full name; job title; company name; street address; city, state, or province; country; phone number; and email address.
- **The basic screening** eliminates bad entries, nonqualifying leads such as students and competitors, small/independent consultants, and global leads. Global leads are provided by *DBTA* Downloads for companies choosing to take advantage of *DBTA*'s unique international positioning at no added charge. Screening involving company size or other parameters is available above the base per-lead rate. Contact the publisher for details on rates.
- **Introductory programs** start at 100 leads, and renewal programs start at 200–300 leads and up.

Materials Required

Company logo, headline, 75 words of descriptive text, and PDF of the white paper (or URL for the webpage hosting the white paper)

➤ *DBTA* Downloads

Lead-Generation Customers (partial list):

- Aerospike
- Cisco
- Cloudera
- Couchbase
- DataStax
- Datavail
- Delphix
- Dell EMC
- erwin
- IBM
- Information Builders
- Looker
- Micro Focus
- MarkLogic
- McAfee from Intel Security
- Oracle
- Progress Software
- Pure Storage
- Qlik
- SAP
- SolarWinds
- Syncsort
- Tableau
- Teradata
- VoltDB

EMAIL BLAST DIRECT MARKETING

➤ Email Blast Direct Marketing With DBTA's Opt-Into-Third-Party Subscriber List

➤ Email Blast Options

Database Trends and Applications' opt-into-third-party email blast program reaches 10,000-plus subscribers who have voluntarily opted into DBTA's email program. Marketers have come to rely on email blast programs to drive direct response for webcasts, events, white papers, and other collateral promotions.

Issuing daily, DBTA email blasts are attractively priced at \$2,500 for a one-time blast and at \$2,000 per blast for multiple email blast contracts. Rates are subject to increases due to circulation delivery increases throughout the year.

➤ Materials Required

Completed HTML provided by customer to DBTA for emailing by DBTA. Emailers requiring revision or creation by DBTA will incur an art charge of \$200. Completed HTMLs due to DBTA 2 days prior to scheduled blast.

Copy for incomplete HTMLs or HTMLs requiring formatting must be submitted 1 week prior to emailing. A test will be sent for approval by sponsors prior to issuance.



EMAIL NEWSLETTER SPONSORSHIP OPPORTUNITIES

➤ Sponsorship Opportunities With DBTA E-Edition and 5 Minute Briefing Email Newsletters

DBTA's E-Edition and its exclusive family of 5 Minute Briefing email newsletters serve distinct groups of readers who have specific information requirements, offering a combined reach of more than 100,000 subscribers. The eight newsletters available for sponsorship, each reaching unique audiences, provide the opportunity to market your products to data professionals who have identified themselves as interested in specific technology areas.

The Newsletter Family

- DBTA E-Edition
- Big Data Quarterly E-Edition
- 5 Minute Briefing: Information Management
- 5 Minute Briefing: Oracle
- 5 Minute Briefing: SAP
- 5 Minute Briefing: Data Center
- 5 Minute Briefing: MultiValue
- 5 Minute Briefing: Cloud (Published monthly)

Published on the last Thursday of each month, 5 Minute Briefing: Cloud provides a concise report with key product news, market research, and insight about important considerations for cloud computing, such as security, governance, performance, and migration.

- | | |
|---------------|----------------|
| ➤ January 30 | ➤ July 30 |
| ➤ February 27 | ➤ August 27 |
| ➤ March 26 | ➤ September 25 |
| ➤ April 30 | ➤ October 29 |
| ➤ May 28 | ➤ November 19* |
| ➤ June 25 | ➤ December 17* |
- *ahead of holiday

➤ Database Trends and Applications E-Edition

Published twice monthly, the DBTA E-Edition has a circulation of more than 30,000 data professionals. Designed to alert our readers about all of our newest and most popular website content, the E-Edition reaches key decision makers interested in all types of information management products and services.

➤ E-Edition Ad Rates and Specs

TYPE	AD SPECS	RATE
LEADER BOARD	728x90	\$1,200
BOX AD	300x250	\$1,100
SKYSCRAPER	160x600	\$1,000

➤ E-Edition Issue Dates

January 9, 23	July 9, 23
February 13, 27	August 13, 27
March 12, 26	September 11, 25
April 9, 23	October 8, 22
May 14, 28	November 12
June 11, 25	December 10

➤ Big Data Quarterly E-Edition

Published once per month, the new Big Data Quarterly E-Edition is your opportunity to reach the big data community. Call for pricing.

➤ Big Data Quarterly E-Edition Issue Dates

January 16	July 16
February 20	August 20
March 19	September 18
April 16	October 15
May 21	November 19
June 18	December 17



5 MINUTE BRIEFING E-NEWSLETTERS

➤ 5 Minute Briefing: Information Management (Weekly)

Published weekly and issuing every Tuesday, **5 Minute Briefing: Information Management (5MB: IM)** delivers one-stop, comprehensive news coverage of product and industry news to more than 15,000 subscribers. *5 Minute Briefing: Information Management* reaches the key buying market for data integration, data security, business intelligence and analytics, virtualization, internal cloud deployment, data management, data storage, and databases.

- **Premium Text Ad specifications** are 25 words of text to include the headline in boldface and an active link.
- **Graphic Ad specifications** are 75 words of text plus a headline and an active link. If you wish to run a logo above your ad, you must provide a 72-dpi GIF or JPEG that is 145 pixels wide by the proportionate height.

➤ 5MB: Information Management Rates

TYPE	1X	6X	13X	26X	50X
TOP SPONSOR (GRAPHIC)	\$850	\$825	\$800	\$775	\$725
PREMIUM TEXT AD	\$850	\$800	\$775	\$725	\$700
RUN-OF-PUBLICATION (GRAPHIC)	\$650	\$625	\$600	\$575	\$550

➤ 5MB: Information Management Issue Dates

January	7, 14, 21, 28	July	7, 14, 21, 28
February	4, 11, 18, 25	August	4, 11, 18, 25
March	3, 10, 17, 31	September	1, 8, 15, 22, 29
April	7, 14, 21, 28	October	6, 13, 20, 27
May	5, 12, 19, 26	November	3, 10, 17, 24
June	2, 9, 16, 23, 30	December	1, 8, 17

➤ 5 Minute Briefing: Oracle (Twice Monthly)

This is the official email newsletter of the **Independent Oracle Users Group (IOUG)** and is issued 27 times annually to more than 20,000 subscribers, including all members of the IOUG. Issued on Wednesdays, it targets the Oracle information management and business intelligence installed base, primarily in North America.

- **Premium Text Ad specifications** are 25 words of text to include the headline in boldface and an active link.
- **Graphic Ad specifications** are 75 words of text plus a headline and an active link. If you wish to run a logo above your ad, you must provide a 72-dpi GIF or JPEG that is 145 pixels wide by the proportionate height.

➤ 5MB: Oracle Rates

TYPE	1X	6X	13X	24X
TOP SPONSOR (GRAPHIC)	\$1,080	\$1,025	\$975	\$920
PREMIUM TEXT AD	\$1,080	\$1,025	\$975	\$920
RUN-OF-PUBLICATION (GRAPHIC)	\$900	\$855	\$810	\$765

➤ 5MB: Oracle Issue Dates

January	8, 22	July	1, 15
February	5, 19	August	5, 19
March	4, 18	September	2, 16
April	1, 15	October	7, 21
May	6, 20	November	4, 18
June	3, 17	December	2, 16

5 MINUTE BRIEFING E-NEWSLETTERS

➤ 5 Minute Briefing: SAP (Monthly)

Published in partnership with the Independent SAP Technical User Group (ISUG-TECH), this newsletter reaches more than 5,000 subscribers monthly. Reports cover databases, data management, replication, data integration, analytics, and mobility typical of the SAP technical user. Issues on the fourth Wednesday of each month.

- **Premium Text Ad specifications** are 25 words of text to include the headline in boldface and an active link.
- **Graphic Ad specifications** are 75 words of text plus a headline and an active link. If you wish to run a logo above your ad, you must provide a 72-dpi GIF or JPEG that is 145 pixels wide by the proportionate height.

➤ 5MB: SAP Rates

TYPE	1X	12X
TOP SPONSOR (GRAPHIC)	\$650	\$650
PREMIUM TEXT AD	\$650	\$650
RUN-OF-PUBLICATION (GRAPHIC)	\$450	\$400

➤ 5MB: SAP Issue Dates

January 29	July 22
February 26	August 26
March 25	September 23
April 22	October 28
May 27	November 18
June 24	December 16

➤ 5 Minute Briefing: Data Center (Every Other Week)

This is the official email newsletter of SHARE, the IBM data center users group. **5 Minute Briefing: Data Center (5MB: DC)** is issued every other Monday and reaches a total subscriber base of more than 15,000 subscribers. It covers technology, products, trends, and industry news for professionals who are managing complex IT systems, including IBM technology. Subscribers are mainly North American-based, with EMEA representing approximately 5% of the subscribers.

- **Premium Text Ad specifications** are 25 words of text to include the headline in boldface and an active link.
- **Graphic Ad specifications** are 75 words of text plus a headline and an active link. If you wish to run a logo above your ad, you must provide a 72-dpi GIF or JPEG that is 145 pixels wide by the proportionate height.

➤ 5MB: Data Center Rates

TYPE	1X	6X	13X	24X	50X
TOP SPONSOR (GRAPHIC)	\$1,275	\$1,210	\$1,150	\$1,085	\$995
PREMIUM TEXT AD	\$1,275	\$1,210	\$1,150	\$1,085	\$995
RUN-OF-PUBLICATION (GRAPHIC)	\$975	\$925	\$880	\$830	\$780

➤ 5MB: Data Center Issue Dates

January 13, 27	July 13, 27
February 10, 24	August 10, 24
March 9, 23	September 8, 21
April 6, 20	October 5, 19
May 4, 18	November 2, 6, 30
June 1, 15, 29	December 14

5 MINUTE BRIEFING E-NEWSLETTERS

➤ 5 Minute Briefing: MultiValue (Monthly)

This newsletter covers news and technology developments in the MultiValue database marketplace, reaching key users and consultants across North America. **5 Minute Briefing: MultiValue** is the focal resource for industry news and developments in this well-established and broadly deployed data management marketplace. Reaching more than 15,000 subscribers in North America, it is issued on the fourth Wednesday of each month.

- **Premium Text Ad specifications** are 25 words of text to include the headline in boldface and an active link.
- **Graphic Ad specifications** are 75 words of text plus a headline and an active link. If you wish to run a logo above your ad, you must provide a 72-dpi GIF or JPEG that is 145 pixels wide by the proportionate height.

➤ SMB: MultiValue Rates

TYPE	1X
TOP SPONSOR (GRAPHIC)	\$650
PREMIUM TEXT AD	\$650
RUN-OF-PUBLICATION (GRAPHIC)	\$500

➤ SMB: MultiValue Issue Dates

January 29	July 22
February 26	August 26
March 25	September 23
April 22	October 28
May 27	November 18
June 24	December 16

Please send materials to Donald Zayacz at dzayacz@dbta.com.



WEBCAST SPONSORSHIPS WITH

➤ **Now more than ever**, businesses are being challenged to anticipate change and revise their strategies for greater profitability. How can you market your company's solution to meet this challenge head on?

Unisphere Web Events are 1-hour topic- and sponsor-specific sessions broadcast live on the web with streaming audio and PowerPoint presentations. Audiences have real-time interaction with senior executives and key industry consultants discussing new solutions, best practices, and actual case studies.

➤ **Get Qualified Leads. Enjoy Sponsor Exclusivity.**

Reach 200-plus decision makers through your sponsor-exclusive **Unisphere Web Event**. Leveraging the strength of the Unisphere brands and our unmatched industry experts, our broadcasts are targeted toward and attended by executives with purchasing authority from all industry sectors.

We Take Care of All the Details

Unisphere will produce, market, and broadcast your 1-hour Web Event. All your bases are covered:

- Aggressive online advertising program
- *DBTA* editor or senior executive to moderate the session
- Speakers can participate from their own office
- Real-time polling, Q&A, and survey
- Attendee registration, monitoring, and reporting
- Event archiving and online posting on the *DBTA* website (www.dbta.com), 24/7 on-demand viewing

Unisphere provides a turnkey solution including production, management, marketing, and lead generation of each Web Event. We will provide the following services:

➤ **Event Marketing**

For your Web Event, Unisphere will design and produce:

- An online text invitation with your company logo and session content summary to be placed on dbta.com
- Event will be promoted in the *5 Minute Briefing: Data Center* and *5 Minute Briefing: Information Management* weekly newsletters (at least 3 weeks)
- White paper posting during event promotion (white paper provided by sponsor)

- Banners to run on DBTA.com
- Create customized registration fields for your event
- A reminder email blast and phone call to all registrants the day prior to the event
- Follow-up email the day after (reminder for archive event and thank you)
- Unisphere will rent additional lists with selected criteria at your request (for an additional cost)

Moderators/Industry Experts

- Unisphere will provide a moderator/industry expert to facilitate your event.

Web Event Program & Highlights

- 1-hour event, complete with streaming audio, broadcast live over the internet.
- Producer for staging of content and online rehearsal services at each event
- PowerPoint slide synchronization
- Browser-based Q&A capabilities and polling and survey questions
- Detailed monitoring and reporting
- Complete registration management including final list of all registrants and participants
- Event archived on DBTA.com for 90 days, for anytime, on-demand viewing
- Master file of your event for local playback (trade shows, sales presentations, etc.)
- Event presentation (PowerPoint slides) available online postevent for viewing and downloading

Project Manager Assigned to Program (Development & Execution)

Management Fee (included for program development, marketing, & execution)

The entire event will be created (with the assistance of the sponsor), managed, and executed by Unisphere. Our production personnel will assist all participants.

2020 Pricing: \$15,000 single sponsor

➤ **For more information please contact:**

Stephen Faig • Unisphere Media, a division of Information Today, Inc.

121 Chanlon Road, New Providence, NJ 07974

(908) 795-3702 • stephen@dbta.com

DBTA'S ROUNDTABLE WEB EVENT SERIES

➤ Database Trends and Applications magazine and DBTA.com invite you to participate in our **Roundtable Web Events** scheduled in 2020. These multi-sponsored, online Web Events are geared to generate leads for sponsors while providing a valuable resource for our readership on a number of topics.

FORMAT

- › Three sponsors and a moderator from *DBTA* magazine
- › Introduction of sponsors, value proposition presentations, lively interactive discussion between sponsors, Q&A with audience
- › 60 minutes in total length

WHAT YOU GET

- › **Highly Qualified, Actionable Leads:** Generated from preregistration, live-event log-on, and registration to the archived event for 90 days, with leads delivered every Monday.
- › **Extensive Event Registration:** A program offering multiple marketing touch points.
- › **Brand Leverage:** Use the strength of our *DBTA* brand, moderated by *DBTA* staff and marketed under the aegis of *DBTA*.
- › **A Managed Process:** We take care of all of the details: advertising materials, marketing, registration, technology, and, follow-up.
- › **Experience:** The webcast team behind *DBTA* roundtables includes the most experienced webcast producer in the field and has produced more than 1000 successful streaming Web Events since 1998. Our client list includes virtually every major vendor in the IT and enterprise technology marketplaces.

➤ DBTA Roundtable Web Event Series Schedule

JANUARY	Data Management Best Practices for Machine Learning
FEBRUARY	Top Trends in Modern Data Architecture for 2020
MARCH	Data Lake Modernization for Speed, Scale, and Reliability The Future of IoT: Real-Time, Edge Computing and 5G
APRIL	Database Management Today: New Strategies and Technologies Data and Analysis Today
MAY	Unlocking the Power of DataOps
JUNE	Expanding Your Data Science and Machine Learning Capabilities
JULY	Overcoming Data Integration and Governance Challenges
AUGUST	Bridging the Gap Between Data Management and DevOps
SEPTEMBER	Taking Your Data and Analytics to the Cloud
OCTOBER	Supporting Modern Applications: Data Management for Speed and Scale
NOVEMBER	Modern Data Warehousing: Enterprise Must-Haves
DECEMBER	Key Capabilities for Real-Time Analytics Today

2020 Pricing: \$6,900 per sponsor

BEST PRACTICES REPORT SERIES

THOUGHT LEADERSHIP AND LEAD-GENERATION

DBTA publishes a special “Best Practices” report each month on a key topic of interest to our readers. Sponsors get to place content about their solution within the report preceded by an in-depth article on the current state of the marketplace from our editorial team.

Increase awareness of your brand.

Your company logo is featured prominently on the front cover of the report along with your sponsored content inside.

Generate quality leads.

The report PDF is hosted on the *DBTA* website, www.dbta.com, and marketed to more than 100,000 IT and business stakeholders at organizations across North America. As a sponsor, you receive all the leads produced from downloads, fully screened and cleansed.

Build credibility.

Each “Best Practices” report topic is pre-selected by our editorial team as hot-button buyer issue. Take advantage of the credibility of the *DBTA* brand and its built-in audience to make the case for your solution. As a sponsor, you get unrestricted hardcopy and digital reprint rights.

Your sponsored content theme and format can be wide-ranging.

- › Third-party white papers and white paper abstracts
- › Successful customer case studies
- › Your company’s unique value proposition or market position
- › A behind-the-scenes look at your technology solution and why it’s important

Editorial and production services are included. *DBTA* magazine will take care of all the copy editing, layout, and design. And we will send you a PDF of the final article at no extra charge.

Branding, Market Positioning, and Lead Gen All in One Place Call today and reserve your space!

Stephen Faig • (908) 795-3702 • email: stephen@dbta.com

BEST PRACTICES TOPICS INCLUDE:

ISSUE	BEST PRACTICES/THOUGHT LEADERSHIP TOPIC	PUBLICATION DATE
JANUARY	TL Topic: The Rise of DataOps	12/30/19
FEBRUARY	BP Topic: Managing the Hybrid and Multi-Cloud Future: From Databases to the Clouds	1/23/20
MARCH	BP Topic: Data Lake Modernization for Speed, Scale, and Reliability TL Topic: Empowering Machine Learning With Knowledge Graphs	2/25/20
APRIL	BP Topic: The Future of Data Warehousing Online Only: <i>The Cybersecurity Sourcebook</i>	3/25/20
MAY	BP Topic: Top Trends in Analytics Today	4/27/20
JUNE	BP Topic: The New World of Database Technologies	5/26/20
JULY	TL Topic: Architecting for Agility: Containers, Microservices, and the Cloud	6/29/20
AUGUST	BP Topic: Data Integration and Governance in the Modern Enterprise	7/27/20
SEPTEMBER	BP Topic: Succeeding With Data Science and Machine Learning	8/25/20
OCTOBER	BP Topic: Database Performance Today: The Need for Speed and Scale	9/25/20
DECEMBER	BP Topic: Moving to a Modern Data Architecture	11/19/20

BEST PRACTICES SPONSORSHIP RATES

TYPE	DESCRIPTION	SPONSORSHIP RATE
PLATINUM	4 pages (2,600 words)	\$13,800
GOLD	3 pages (1,950 words)	\$10,350
SILVER	2 pages (1,300 words)	\$6,900
STANDARD	1 page (650 words)	\$3,950

Premium Sponsorships (Platinum, Gold, Silver) also include premium positioning, cover logo, and enlarged logo positioning on back cover.

INDIVIDUALIZED SPONSORED CONTENT SOLUTIONS IN PRINT AND ONLINE

➔ **Database Trends and Applications (DBTA)** magazine delivers a unique program to amplify vendor case studies, white papers, webcasts, “First Look” technical papers, and corporate profiles for IT marketers. This program combines six distinct marketing elements into one economical package that enables the creation and dissemination for both sales and marketing collateral use.

➔ **Participating companies receive the following comprehensive program:**

1. The editorial team for *Database Trends and Applications* will work with your organization to write a 650-word abstract or article. *DBTA* will write/edit/proof the draft of the article, lay out the article as a full-page advertisement, and obtain your final approval on all of the written deliverables.
2. A PDF of the full-page, full-color article will be created and delivered to your organization with full and unlimited electronic and print reprint rights extended by *DBTA*.
3. The article will run as a full-page, full-color advertisement in the next issue of *DBTA* magazine as a “Sponsored Content” advertisement.
4. The PDF will be posted for 6 months within the “Case Studies” section of *DBTA* Downloads (visit www.dbta.com/CaseStudies or www.dbta.com and click “Case Studies” in the left-hand toolbar). All PDFs will reside behind a registration page that captures full contact information for each downloaded copy of the white paper abstract.

5. The PDF will be converted into an HTML document and blasted to *DBTA*’s 20,000-plus opt-into-third-party subscriber list in the month that the ad appears in the magazine, driving respondents to the PDF on the www.dbta.com website and building sales leads. Leads are delivered twice monthly.

6. *DBTA* will create a sponsorship message to be run in its email newsletters including the *5 Minute Briefing: Information Management* (17,000 subscribers), *5 Minute Briefing: Data Center* (22,000 subscribers), *5 Minute Briefing: MultiValue* (13,800 subscribers), and *5 Minute Briefing: Oracle* (13,600 subscribers). This message will run once in each of these newsletters and will announce the new Sponsored Content articles posted at www.dbta.com each month. Links back to the articles will be provided in the sponsorship message as well for added traffic to your advertorial.

➔ **The cost for all of this is just \$4,350 net.** The value of all of the deliverables separately is \$11,900. *DBTA* delivers the highest-quality writing promptly and without the kind of excessive hand-holding often required when using less-expert writing resources. Of course, the ability to obtain the written document, to use it electronically without impediment, and to produce advertising value and sales leads through the related media is an unparalleled opportunity to stretch sales and marketing dollars.

CUSTOM-SPONSORED RESEARCH SOLUTIONS FROM UNISPHERE RESEARCH

➤ **Unisphere Research**, the market research arm of *Database Trends and Applications*, conducts proprietary and “for-publication” research for IT vendors in the marketplace leveraging its core subscriber base, as well as the member email databases of select database user groups with whom it partners.

Unisphere can conduct studies across the following memberships and subscriber bases:

- › Independent Oracle Users Group (IOUG)
- › Oracle Applications Users Group (OAUG)
- › SHARE
- › *Database Trends and Application* magazine subscribers
- › *Customer Relationship Management (CRM)* magazine subscribers
- › *KMWorld* magazine subscribers

Unisphere has completed over 100 studies over the past 10 years for a wide range of clients, including:

- › Attunity
- › Cloudera
- › Dell EMC
- › Dell Software
- › IBM
- › IDERA
- › Informatica
- › Intel
- › MarkLogic
- › Oracle
- › SAP
- › Symantec
- › Tableau

Unisphere is a turnkey provider. Every phase of the project is managed by its analyst and project management staff, and sponsors have full input and final approval over each deliverable of the project.

- › Questionnaire development and hosting
- › Survey solicitation via email
- › Data collection, cleansing, and analysis
- › Reporting of raw data results immediately upon survey cutoff
- › Provisioning of the survey incentive and management of the Sweepstakes
- › Authoring and formatting of the final report

WHY SPONSOR RESEARCH WITH UNISPHERE?

- › **Thought Leadership:** Stake your claim as a “go-to” solution provider by educating the marketplace on key topics of interest.
- › **Creditability:** Identify and validate the types of issues users are having, and the breadth of that experience.
- › **Branding:** Your company logo is featured prominently on the front cover of the study as the exclusive sponsor.
- › **“Must-Have” Content:** Independent analyst reports are among the most sought after content downloaded by buyers today.
- › **Lead-Acquisition:** Your report is hosted on www.dbta.com and marketed to more than 10,000 IT and business stakeholders across North America.

The basic cost of conducting a proprietary or “for publication” study is \$15,000, including the cost of an incentive.

For more details on Unisphere Research programs, please see UnisphereResearch.com.