

SECURITY

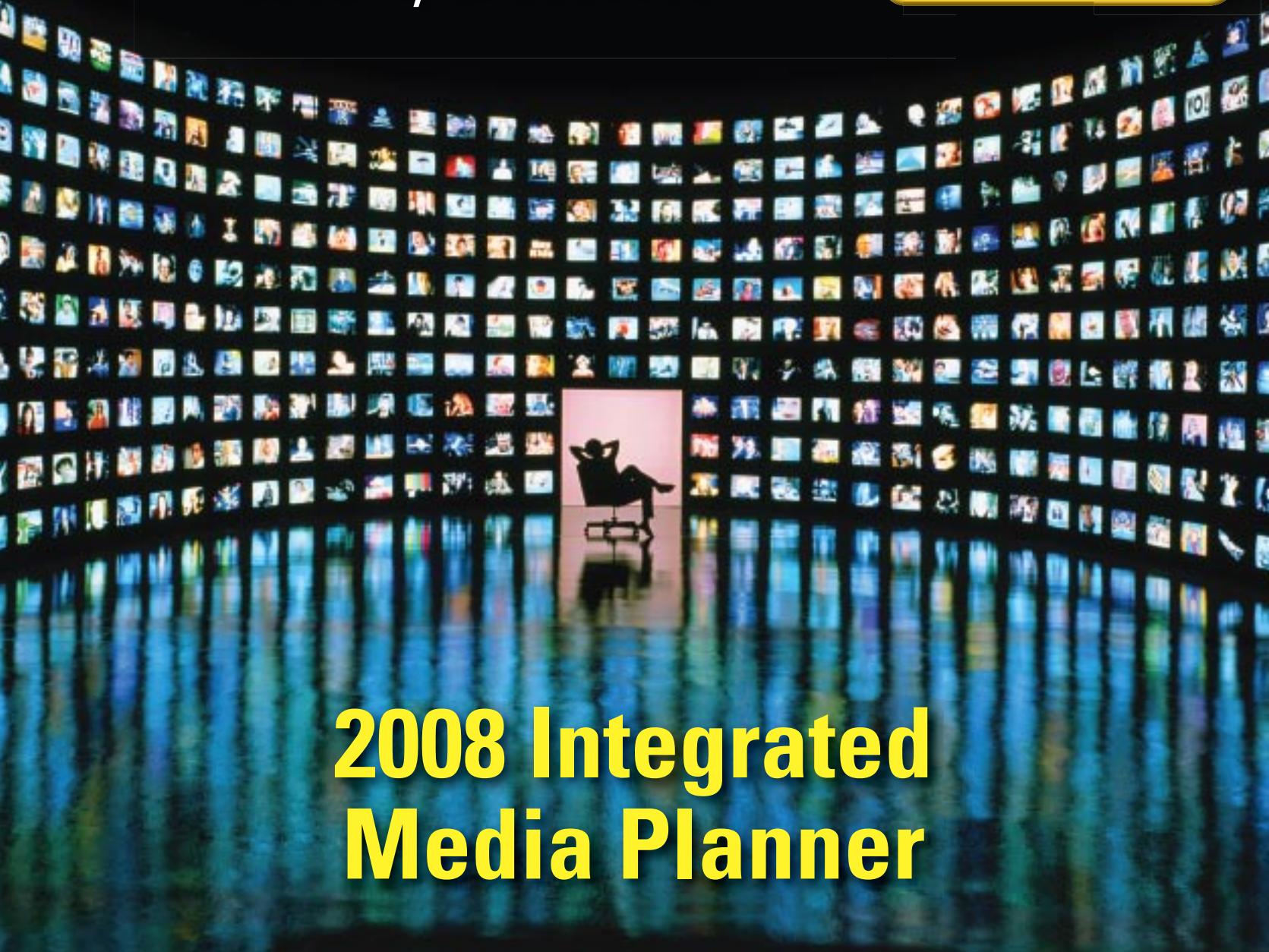
The Business Magazine for
Security Executives

NEW IN 2008!

INTEGRATED MEDIA PROGRAMS

PLUS:

- Redesigned: securitymag.com
- Reaching more Security and Loss Prevention Management Subscribers*
- Reaching more IT Management Subscribers*
- Podcast Sponsorships
- Expanded IT Coverage
- Sponsored Products Online
- Great Value-Add Bonuses!
- Raymond Dean's Integration Column



**2008 Integrated
Media Planner**

securitymag.com

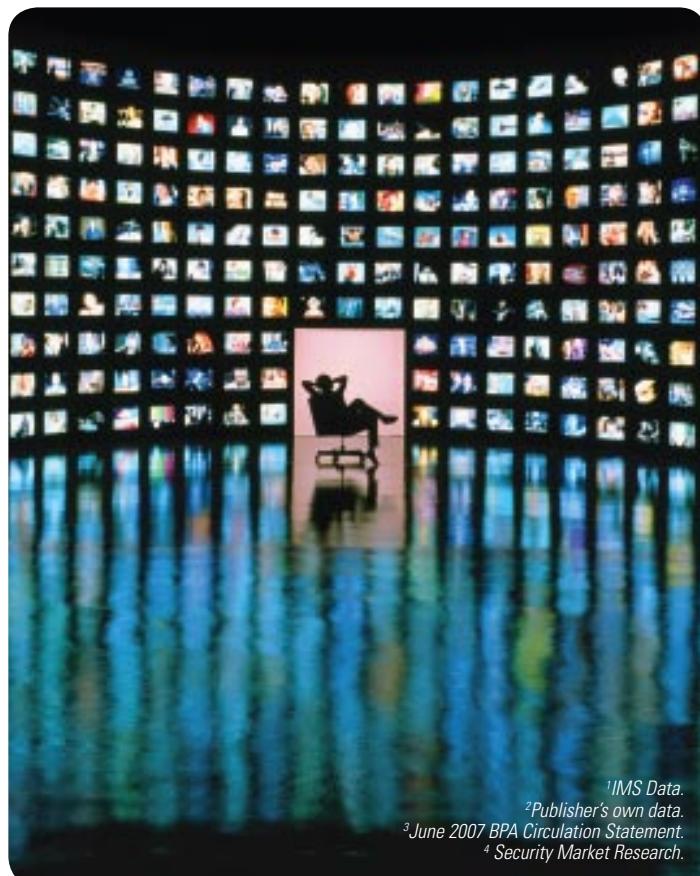
Unequalled Reach to the Security and Loss Prevention Management Market!**

- **Security Magazine** • Securitymag.com • eNewsletters • Digital Editions • Webinars
- Conferences • Annual Directory • Podcasts • Bill Zalud's Blog

Welcome to *The Business Magazine for Security Executives!*

Recreated and launched in July 2006 to reflect the dynamic shift to **business-minded executives** leading the security function, *Security* focuses on *solutions* for these enterprise-level managers. Combining leadership focused

cover stories with regular columns on successfully managing the security function (written by thought-leading industry luminaries), *Security* is the number one publication¹ for reaching security leaders in end-user organizations.



¹IMS Data.

²Publisher's own data.

³June 2007 BPA Circulation Statement.

⁴Security Market Research.

More than 35,000 enterprise security leaders² depend on *Security* for unique and vital information to be better at their jobs and make strategic buying decisions.

Security writes for the industry's most influential executives. More security and loss prevention managers subscribe to *Security* than any other publication.² And more security marketers advertise in *Security* than any other in the market.¹

Marketers choosing *Security* receive much more than just the industry's leading magazine. Our integrated media programs including online media and events deliver your important brand and marketing messages effectively and efficiently.

Leading security executives depend on *Security* for unique and vital information to excel in their jobs and make strategic buying decisions. That's why *Security* is your best advertising investment for reaching the most important and powerful decision-makers for your brand, products and services in the \$192.5 Billion⁴ North American security market.

Security Magazine thanks our Advisory Board of Industry Thought Leaders for their dedicated insight and editorial direction.

SECURITY ADVISORY BOARD

Advising editors on topics and trends.

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Professor of Homeland Security
Western Illinois University
Advisor to the U.S. Homeland Security Department

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Former Security Director at the Jimmy Carter
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Mission Assurance Services, Inc.

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International Foundation for Protection Officers

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Wynn Casinos

Guy Grace

Manager, Security and Emergency Planning
Littleton (Colorado) Public School District

Dwayne Healy

City of Los Angeles, Los Angeles Police Department

Sandra Jones

Co-founder, Securing New Ground

2008 Security Integrated Media Programs

The 2008 Integrated Media Planner includes a full range of solutions from brand advertising in the industry's leading magazine, *Security*, to integrated direct response e-media programs and relationship building face-to-face events. Our editorial, sales and e-media teams offer you expertise and experience to discuss the security channel, develop custom programs to reach your marketing goals, enhance new product initiatives and get results!

New for
2008!

SECURITY MARKET MEDIA BLITZ

Create a media frenzy around your new product or service announcement through massive, multi-media marketing in a one-month time period.

Advertising/Marketing	Platinum	Gold	Silver
Security Magazine Print Advertising (full page)	3x	2x	1x
Security eNews 125 x125 Ad Button (editions)	4x	2x	1x
securitymag.com 125 x125 Ad Button (months)	2	1	1
Direct Mail Names (total quantity)	5,000	2,500	1,000
Product or Service Microsite on securitymag.com (months)	1x		
Custom "Plan to Buy" Program (outbound calls)	1,500	1,000	500
Sole Sponsor Webinar	1x		
ROP four-color insert (total pages)	4	2	
1 minute Video Clip on securitymag.com (months)	3x	2x	1x
Zalud's Blog 125 x 125 Ad Button (months)	1x	1x	
Conference Call with Editors	✓	✓	✓
Magazine Product Announcement	✓	✓	✓
eNewsletter Product Announcement	✓	✓	✓
Customized eNewsletter to 25,000* opt-in subscribers (editions)	1x		
Buyers Guide Premium Package	✓	✓	✓

WIRED MARKETING BLITZ

A powerful direct response program through eMedia generating impressions through exclusive online marketing.

Advertising/Marketing	Platinum	Gold	Silver
securitymag.com 125 x 125 Ad Button (weeks)	12x	8x	4x
Security eNews 125 x125 Ad Button (editions)	4x	2x	1x
TSI eNews 125 x125 Ad Button (editions)	4x	2x	1x
Zalud's Blog 125 x125 Ad Button (weeks)	8x	4x	2x
Sole Sponsor Webinar(s)	2x	1x	
Sole Sponsor Audio Podcasts	6x	4x	2x
Security eNews Product Announcement (editions)	2x	1x	
TSI eNews Product Announcement (editions)	2x	1x	
Customized eNewsletter to 15,000* opt-in subscribers (editions)	2x	1x	
1 Minute Video Clip on securitymag.com (months)	3x	2x	1x
Report on opens/click thrus	✓	✓	✓
Digital Buyers Guide Premium Package	✓	✓	✓
Estimated Impressions Generated*	275,000	155,000	56,000

Contact your **Security** regional sales representative for details and full Integrated Media pricing!

* Publisher's own data.

Print:

- Security Magazine
- Annual Buyers Guide
- **New!** Expanded IT Coverage
- China Security Show Issue
- ISC West Show Daily
- Classified and Help Wanted

Events:

- SecurityXchange
- Security 500
- Securing New Ground

Online:

- Securitymag.com
- Security eNews
- Bill Zalud's Security Blog
- Webinars
- Digital Editions
- Today's Systems Integrator eNews
- **New!** Sponsored Products
- Classified and Help Wanted

Special:

- The Security 500 Report
- Research
- Mail Lists
- Reprints

Market Leadership

EDITORIAL

EDITOR



Bill Zalud,
editor, **Zalud Report,**
Security Magazine

With more than three decades in the industry, Bill has an insider view of the security profession and technologies but with an honest and balanced twist.

ASSOCIATE EDITOR



Erin J. Fellores,
associate editor,
electronic media editor
Security Magazine

Erin's compilation of News, International News and Industry Innovations as well as Today's Systems Integrator and Security eNewsletters offers refreshing references for our subscribers.

COLUMNISTS

GET INTO ACCESS



Jeffrey Dingle,
assistant director of
special projects, **LSI**

Jeff uses his years of experience to observe on electronic access controls and ID as well as technology training for chief security officers and their staff members.

VIDEO IN FOCUS



Cynthia Freschi,
president,
North American Video

Without a doubt, Cynthia knows security video and shares her knowledge about current and future applications from high tech casinos to mobile imaging.

THE SECURITY PROFESSION HAS GROWN UP. The top security leader has become the new "C-level" leader in the organization. Successful security professionals must set strategy and execute as a visible and accountable business function within the organization. The role has changed from controlling costs to preserving life and assets.

And that change requires the security function to become an enabler for enterprise-wide success, not an obstacle to getting things done. Security leaders are expected to communicate security's goals, benefits and results to others. Up, down and across their organization.

And this is why we are seeing business-minded executives as the new leaders of the security function. But these new business leaders did not have a publication to call to their own. So we assembled the best advisory board, held meetings and listened. The result? *Security, The Business Magazine for Security Executives*. From powerful features to thought-leading columnists and cover stories on their most critical issues, *Security* is designed to inform security executives and bring them together with leading solution providers.

INTELLIGENT INTEGRATION



Raymond Dean,
president and founder
of **PEI Systems**

Ray, with strength in the design, furnishing and servicing of integrated security systems to the Fortune 500, has solid solutions and discloses secrets and successes.

BUSINESS MATTERS



Steve Hunt,
founder, **4A International**

Steve talks about security's impact on the business, in terms of physical and logical security with a focus on convergence.

TRENDS



Mark McCourt,
publisher,
Security Magazine

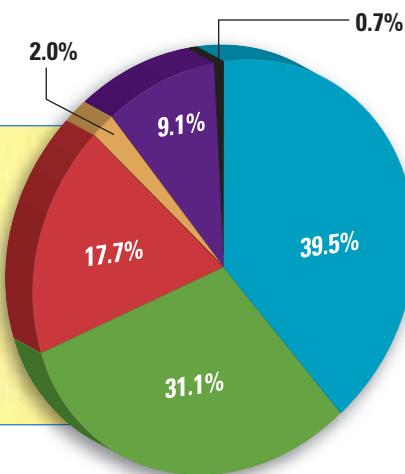
In his Trends Column, Mark provides a unique slant on the current and future of security management, including business metrics, new technology and leadership skills.

Audited Buying Power

Reaching More Executive, Security, Loss Prevention and IT Management than ever!¹

More than 35,000 Security End-user Decision-makers!*

Security/Loss Prevention Management	39.5%
Executive Management	31.0%
Facilities and Operations Management	17.7%
Systems Integrators, Architects, Engineers & Consultants....	2.0%
IT/Network/Network Security Management	9.1%
Active Military/Govt. Titled/ Law Enforcement Personnel.....	0.7%

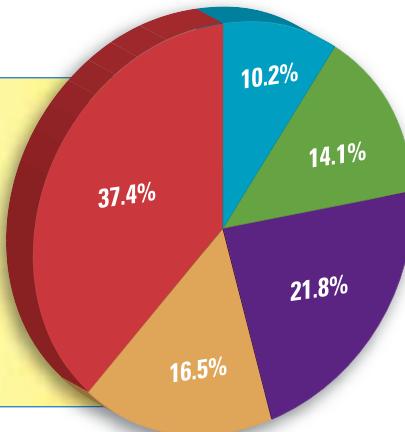


*June 2007 BPA Circulation Statement. Total qualified circulation of 35,007.

Targeting the Largest Volume Buyers of Security Technologies, Systems, Products and Services**

Over 62% of *Security* subscribers indicate that their companies will recommend, specify, or buy security products/services with a value of \$100,000 or more in the next twelve months.

More than \$5 million	10.2%
\$1 million to \$5 million	14.1%
\$250,000 to \$1 million	21.8%
\$100,000 to \$250,000	16.5%
Up to \$100,000	37.4%



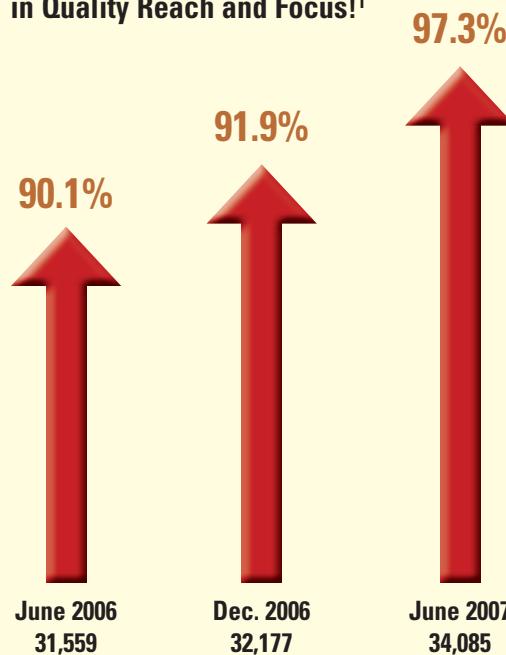
**Publisher's own data.

PLUS! Bonus reach to THOUSANDS of industry prospects:²
Security ads will reach bonus prospects in 2008 at these key industry trade shows:

- International Security & Safety Forum – January
- ISC West – March
- Interop – April
- IFSEC – April
- PSA-TEC – May
- NFPA World Safety Conference & Expo – June
- ASIS – September
- SmartCard Alliance Annual Conference – September
- ISC East – October
- China Security – October
- ASG Expo – October
- SecurityXChange – November
- Securing New Ground – November

Management Subscribers:

Continuous Improvement in Quality Reach and Focus!¹



¹Security June 2007 vs. Dec. and June 2006 BPA Circulation Statements.

²Publisher's own data.

SECURITY 2008 Editorial Calendar

Issue:	January	February	March	April	May	June
Close Date	December 3, 2007	January 3, 2008	February 1, 2008	March 3, 2008	April 2, 2008	May 1, 2008
Leadership and Management	What Keeps You Up at Night?	Quality Response Means Effective Security	The Facility: Top Down Security Management in 5 Key Industries	The Integrator Paradigm: From Vendor to Strategic Partner	CEO Survey: The Security Report Card	Best Security Degree Programs
Enterprise Solutions	Access Control, Life Safety Over IP	Physical Security Information Management Systems	Enterprise Video System Design, Installation and ROI	Security Services Outsourcing Trends	Enterprise Access Control Design and ROI	Guard Tour as Information Gathering
Access Management	Technologies to Harden Garage and Parking Lots	Turnstiles/Revolving Doors and Visitor Management	IP as the Access Platform	Best Access Installs, Including Electromagnetic Locks	Parking Lot & Garage Security	Commercial Building Systems Integration
Video Systems	Video Servers - Next DVR Step	Low Light, Day/Night Cameras	Software and Analytics	Image Transmission: Wired & Wireless	Video Storage: DVRs & NVRs	Retail Security Solutions: Beyond Loss Prevention
Identity Management	Best Real-life Card/Badge Designs	Card Printers and Software	Biometrics	The Muscle in GPS + Wireless	Metal And Bomb Detection	Cards: Contact Vs. Contactless
Spotlight on Vertical Markets	Healthcare	Casino/Hospitality	Campus Security	Corrections Facilities and Jails	Retail	Terminal: Airports, Train Stations, Bus Depots
Special Reports		Top Guarding Companies Special Report	Fire/Life Safety: Mass Notification <i>Security China Issue</i>	Virginia Tech One Year Later Interop Special Report: IT and Security	Network-based Security Applications Interop Special Report: IT and Security	Ports and Cargo: Protecting Your Supply Chain <i>Security China Issue</i>
IT Security	Mesh Networks	Single Sign-on ID Management	Protecting Intellectual Property	ID Theft		Credit Transaction Fraud Schemes
Trade Show Bonus Distribution:	<i>International Security & Safety Forum, Moscow, Russia</i>		<i>ISC West</i>	<i>Interop, IFSEC</i>	<i>PSA TEC</i>	<i>NFPA</i>

FREE
Advertiser Bonuses

January	February	March	April	May	June
Corporate Profile	eProduct News Review on securitymag.com	securitymag.com 125 x 125 ad button	System Integrator or Technology Q&A Profiles	eAd on TSI eNews	1 minute video on securitymag.com
Plan to Buy Leads	Product Showcase Ad	eProduct Showcase	Plan to Buy Leads	Digital Edition Ad	eAd on Security eNews
Digital Edition					
ISC WEST TRIPLE PLAY PACKAGE: Receive a FREE 1 Page Profile or 1 Page Ad in our ISC West "Security Solutions" supplement when you advertise two or more pages in the first quarter.					

Security's Editorial

Editorial Departments - Every Issue

News and Analysis: In depth reviews of key events.

International News: A global perspective on events and trends.

Training and Education: From classes to degree programs for executives.

Innovations: New technologies for integrated security solutions.

Calendar: Monthly line-up of industry events.

Cover Story Descriptions

January - What Keeps You Up at Night?

Security's exclusive roundtable with the industry's leading security executives sets the agenda in the new year by providing an inside look at shared issues, concerns and goals.

February - Quality Response Means Effective Security

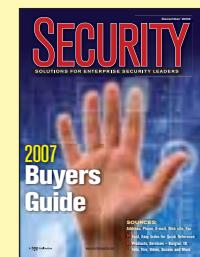
CEOs are focused on business resilience and reputational risk as security's core mission. How is this translating to security strategy and execution across organizations?

March - The Facility: Top/Down - Security takes you inside 5 major facilities in different markets to learn what worked, what failed and how ROI was measured. A special look at retrofitting security to existing facilities.

April - The Integrator Paradigm - Security's annual review of the continuing evolution of end-user organizations and integrator relationships. And the 2008 list: 10 questions every security executive should be asking their integrator.

May - CEO Survey: The Security Report Card - What do CEOs think of their security leaders? Security's Second Annual Survey of CEOs spotlights how CEOs view past security investments, the role security plays in the organization and what they expect in the future.

July	August	September	October	November	December	Buyers Guide
June 2, 2008	July 2, 2008	August 1, 2008	September 4, 2008	October 1, 2008	November 3, 2008	November 3, 2008
The Art of Leadership	You're Fired: Why CSOs Fail	Innovations and Technology Issue	Most Effective Public/Private Projects	The Security 500	Top 25 Most Influential People in the Industry	Display Advertiser Bonuses: <ul style="list-style-type: none"> • Boldface type throughout the Buyers Guide • Web Link on the online Buyers Guide • Listing in the Brand Index • 4-color logo in digital & online • Improved search ranking online • "SEE OUR AD" reference in digital edition
Loss Prevention: Physical Security Asset Control	New Construction: Designing in Security	Security Along the Supply Chain	Protecting the Infrastructure	Enterprise ID Design and ROI	Converging Guards, Tech and Training	
Wireless Access	Best "Under 10 Access Points" Options	Systems Integration with Life Safety	Successful Access Retrofit Strategies	Emergency Phones & Beyond	Electromagnetic Locks	
Image Transmission: Cabling & Fiber	The Case for 3rd Party Monitoring, Storage	Best 20 Cameras or Less Installation Options	Enterprise Applications Beyond Security	Perimeter Protection	IP Video in the Retail Market	
ID: Physical & Logical Together	Intercoms and Communications	How Much Does Card/Badge Really Cost?	Integrating Visitor IDs with Access Control	Biometrics: State of the Science	Badge & Card Accessories	
Industrial Facilities	Government	Large Population Security: Malls, Events, Stadiums, etc.	Office Buildings & Property Management	Utilities: Energy, Water	Wall Street	
	When Video, Audio, Data Join Forces	Homeland Security R&D Applications	Security China Issue	Security Audit: Physical and Logical	Central Station Software and Management	
Protecting Data with Access Control Solutions	Tech to Protect Traveling Employees	Securing Laptops, PDAs, Cell Phones	Network-based Security Applications	Business Continuity Risks/Solutions	PCI: Payment Card Industry Update	
		ASIS, SmartCard Alliance	ISC East, Interop, China Security, ASG Expo	Securing New Ground/Security 500		



July	August	September	October	November	December
Digital Edition Ad	eProduct News Review on securitymag.com	Digital Edition Ad	securitymag.com 125 x 125 ad button	Digital Edition Ad	Plan to Buy Leads
eProduct showcase	Plan to Buy Leads	Product Showcase Ad	eProduct Showcase	securitymag.com 125 x 125 ad button	eProduct News Review on securitymag.com
	2009 Deluxe Buyers Guide Package	Security 500 on CD ROM			
	ASIS TRIPLE PLAY PACKAGE: Advertise in the August PLUS September or October Issues with 2 or more full pages and earn a FREE 1-Page Profile or 1-Page Ad in our ASIS "Security Solutions" Supplement.				

FREE
Advertiser Bonuses

June – Sharpening the Saw II – *Security* lists the best security programs available to security leaders. Which organizations are offering degrees? Which are the best and what do they teach their students?

July – The Art of Leadership – *Security* Advisory Board, *Security*'s alliance partner on security measurement and metrics, publishes their 2008 findings on the state of security investment exclusively in *Security Magazine*.

August – You're Fired: Why CEOs Fail – Learn from other people's mistakes with solid advice from security leaders on how to avoid the mistakes or - at least - make lemonade out of the lemons.

September – Innovations & Technology

Security's 3rd Annual Review of new technologies and innovations that are shaping the security strategies and systems design employed by large, enterprise-wide organizations.

October – Most Effective Public/Private Projects

A security operation is not an island alone. Profiled are some of the best programs that bring together security with local, state, federal and even international agencies.

November – The Security 500 Issue

Third Annual Ranking of enterprise security operations. Who's the biggest and the best? Top organizations listed by assets, people, reputation and compliance needs. Includes: budgets and security leaders are showcased. Special vertical market profiles.

December – The 25 Most Influential Security Executives

Nominated by our subscribers, editors and advisory board, *Security* exclusively identifies the most influential voices in our industry. They are profiled and share their outlook on security issues for the coming year.

FREE Value Adds & Marketing Bonuses



FREE Corporate Profile

(Jan.)

All 1/2-page or larger display advertisers receive equivalent space. 400 words for a full page or 200 words for a 1/2 page or larger fractional ad. Plus a four color photo!



FREE eProduct Showcase Item

(March, July, Oct.)

All advertisers receive a Free eProduct showcase including 25-words, a 4-color photo and a link to your website. The e-Product Showcase is e-mailed to all Security opt-in subscribers!



FREE System Integrator or Technology Q&A Profile

(April)

All full-page or larger advertisers receive a 1/2-page 200-word Product or Technology Q&A Profile including your 4-color photo.

FREE Plan to Buy Leads

(Jan., April, Aug., Dec.)

Security's proprietary contact information identifies at least 10 upcoming security projects that will utilize your products, contact information and project details. These Plan-to-Buy leads are exclusive to your company and provided to page or greater advertisers!



FREE TSI eNews Ad Button

(May)

Full page or greater advertisers receive a 125 x 125 ad button in the TSI eNewsletter, received by over 13,000* opt in subscribers.

*Publisher's own data.



FREE Digital Edition Ad

(Jan., May, July, Sept., Nov.)

All ads will be digitized in Security's Digital Edition and e-mailed to all opt-in subscribers. All links in your ad will be live to generate clickthrus!



FREE Video Posting

(June)

Full-page advertisers can supply a 1-minute video Security will host online for a full month.



NEW! FREE eProduct News Review

(Feb., Aug., Dec.)

Full-page or larger advertisers earn a 4-color photo and up to 75 words of copy which rotates on our home page for 4 weeks.



FREE eNews Ad Button

(June)

Full page or larger advertisers receive a 125 x 125 ad button in the Security eNewsletter, received by over 12,000* opt in subscribers.

*Publisher's own data



FREE Showcase Ad

(Feb., Sept.)

Display advertisers running a 1/2-page larger earn a 1/6-page showcase. Includes a 4-color photo and 50-word description.



FREE Deluxe 2009 Buyers Guide Package

(Aug.)

Upgrade your Buyers Guide listing with boldface type, a 4/c logo and up to 3 online product shots.



ISC West Security Solutions Supplement

(March)

Receive a FREE 1-Page Profile or 1-Page Ad in our ISC West "Security Solutions" Special Supplement when you advertise two or more pages in the first quarter.



ASIS Security Solutions Supplement

(Sept.)

Advertise in August PLUS Sept. or Oct. Issue with 2 or more full pages and earn a FREE 1-Page Profile or 1-Page Ad in our ASIS "Security Solutions" Supplement.



FREE securitymag.com Button Ad

(March, Oct., Nov.)

All full-page or larger advertisers receive a 125 x 125 online ad button. Ad rotates for 14 days.



FREE SEC 500 on CD

(Sept.)

All full-page advertisers receive the SEC 500 largest enterprise security operations database on CD and will be listed online as a sponsor.

2008 Rates

Black & White Rates

Ad Size	1x	6x	12x	18x	24x
Full Page	\$4,400	\$4,200	\$4,000	\$3,800	\$3,500
2/3 Page	\$3,500	\$3,300	\$3,100	\$2,900	\$2,700
1/2 Page Diagonal	\$3,300	\$3,100	\$2,900	\$2,700	\$2,500
1/2 Page Island	\$3,000	\$2,900	\$2,800	\$2,700	\$2,600
1/2 Page	\$3,000	\$2,900	\$2,800	\$2,700	\$2,600
1/3 Page	\$2,400	\$2,300	\$2,200	\$2,100	\$2,000
1/4 Page	\$1,500	\$1,400	\$1,300	\$1,200	\$1,100

Rate Protection: Security's rates will increase 5% in 2008. Contract for an equal or larger advertising program in 2008 than you ran in 2007 and keep the current rate you are paying through all of 2008.

Color Rates

Per advertising insertion. Color rates are in addition to B&W space rates:

Standard 2 Color	\$600
Matched Color	\$650
Metallic	\$700
Four-Color per page or less	\$1,400
Four-Color per spread	\$2,200

Display Ad Sizes

Run of book (bleed)	Width	Depth
spread (gutter bleed)	16"	10 ^{3/4} "
full page	8 ^{1/8} "	10 ^{3/4} "
2/3 page	5 ^{1/8} "	10 ^{3/4} "
1/2 page island	5 ^{1/8} "	8 ^{1/8} "
1/2 page vertical	3 ^{7/8} "	10 ^{3/4} "
1/2 page horizontal	8"	5 ^{1/4} "
1/3 page vertical	2 ^{3/4} "	10 ^{3/4} "
1/3 page square	5 ^{1/8} "	5 ^{1/4} "
1/4 page	4"	5 ^{1/4} "

Run of book [non-bleed]	width	depth
spread (gutter bleed)	15"	10"
full page	7"	10"
2/3 page	4 ^{1/2} "	10"
1/2 page island	4 ^{1/2} "	7 ^{1/2} "
1/2 page vertical	3 ^{3/8} "	10"
1/2 page horizontal	7"	4 ^{5/8} "
1/3 page vertical	2 ^{1/8} "	10"
1/3 page square	4 ^{1/2} "	4 ^{5/8} "
1/4 page	3 ^{3/8} "	4 ^{5/8} "

Diagonal bleed ad (no bleed on diagonal edge)	width	depth	across
1/2 diagonal	8 ^{1/8} "	10 ^{3/4} "	13 ^{1/4} "

Showcase, Classified and Help Wanted Advertising Rates

Literature Showcase

Rates

1x \$935

3x \$725 per unit

6x \$625 per unit

Online Rates

\$130 for 31 days

with logo & web link

\$315 for 90 days

with logo & web link

Security Magazine Digital Ad Requirements

Final Trim Size: 7 7/8" w x 10 1/2" h

Platforms: Macintosh preferred. (PC accepted, however those fonts will be replaced with Mac versions.)

Preferred File Formats: InDesign, Quark, Photoshop and Illustrator files accepted. High-resolution, print-ready PDFs are also accepted.

Images/Photos: Save in 300 dpi as TIFF or EPS. Do NOT compress graphics using JPEG or LZW.

Colors: Images must be CMYK unless a spot color has been purchased.

Electronic Submission: CD-ROM disks accepted. Email and FTP options should be discussed with production manager.

Proofs: A screened contract-quality proof created from the final electronic file must be submitted with each color ad. Kodak-approval proofs preferred. Iris or other SWOP Standard proofs accepted. Color cannot be guaranteed unless an acceptable proof is provided. Please supply B&W laser printout for B&W ads.

Ad Size: Crop marks for full-page ads should be at trim size 7 7/8" w x 10 1/2" h. Bleed ads should extend beyond trim crop marks by 1/8" on each side. Vital matter must be kept at least 1/4" away from trim edges. Fractional ads should match dimensions indicated elsewhere on this rate card.

Inserts – Supplied Size: Please contact Production Manager for specifications. To insure proposed inserts conform to current postal and bindery requirements, two samples must be provided for review and approval in advance of your printing. Contact Production Manager for sizes, paper stock and required insert quantity. All inserts with month of issue indicated on label are to be boxed securely to avoid shipping damage and sent to: RR Donnelley & Sons Co., Pontiac Division, 1600 North Main Street, Pontiac, IL 61764

Shipping Instructions

Send all contracts, insertion orders, printing material and instructions to: Production Manager, Security Magazine 2401 W. Big Beaver Rd., Suite 700, Troy, MI 48084 Phone: 248-786-1641 / Fax: 248-283-6571 Email: yaminj@bnpmedia.com

2008 Education Section (net rates)

Ad size

1x 3x 6x 12x

1-inch unit \$200 \$185 \$170 \$145

2-inch unit \$385 \$365 \$340 \$300

3-inch unit \$540 \$495 \$455 \$415

4-inch unit \$725 \$650 \$615 \$550

Ad size	1x	3x	6x	12x
1 clmn x 1" (2.25" w x 1" h)	\$175	\$150	\$125	\$100
1 clmn x 2" (2.25" w x 2" h)	\$225	\$190	\$165	\$140
1 clmn x 3" (2.25" w x 3" h)	\$285	\$250	\$225	\$200
1 clmn x 4" (2.25" w x 4" h)	\$355	\$320	\$295	\$270
1 clmn x 5" (2.25" w x 5" h)	\$435	\$400	\$375	\$350
1 clmn x 6" (2.25" w x 6" h)	\$525	\$490	\$465	\$440

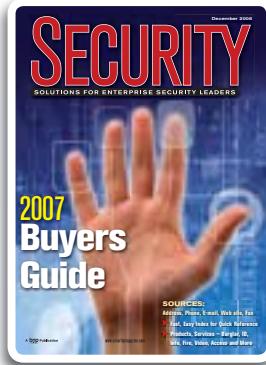
Larger ad sizes and online rates also available.

Please contact Charlene Swanson at (847) 491-6910 for details.

2009 Security Buyers Guide

Available in Digital Edition and Online!

Published: December 2008 • Ad Close: November 3, 2008



Double your product exposure with our enhanced Online Directory.

Here are some of the highlights:

1. **Preferential Results** - Appear at the top of your product categories.
2. **Company Detail Page** - Post more information to your online listing, including up to 3 .PDF product spec sheets!
3. **Keyword Search** - Entire product directory is part of our Google-powered search.
4. **Live Links** - Web & email links so customers can communicate directly with you.

Go Premium in 2008!

Premium Package

2008 Premium Supplier Listings Include:

- Your basic listing in boldface
- **PLUS** 4-color logo in digital and online
- Up to 3 product photos or mini ads in digital and online
- Up to 3 spec sheets in your online listing
- Premium ranking in online search (appear at the top with a **star** designation)
- Live Web and E-mail links
- E-mail lead form
- **New!** Optional online video posting!

Listing Enhancements

Deluxe Package: Boldface basic listing in digital, hot link, 4-color logo in supplier section in digital & online, one 2" mini ad in digital in one product category, plus improved search engine ranking online.

Logo Listing: Boldface basic listing, one product logo in digital & online.

Linked Listing: Boldface basic listing in digital & live Web and E-mail links in digital & online.

Boldfaced Listing: Your basic listing receives boldface in digital in the Supplier & Product sections.

www.securitymagazine.com/buyersguide

Display Advertising

Display advertising in *Security's* Digital Edition Buyers Guide sets your company apart and tells potential buyers why they should contact your company.

For more details, contact your regional marketing representative.

Terms

Invoices are payable in U.S. funds only. Net 30 days. 1% per month service charge thereafter (1/2% in Texas). Advertisements originating outside of the U.S. must be pre-paid. Extension of credit is subject to the approval of the credit department. First-time advertisers are required to provide credit information or prepayment at the start of their advertising program.

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Advertising cancelled after closing date will be subject to a cancellation charge of \$600.00. Publisher will not be bound by any conditions printed or otherwise, appearing on order blanks or copy instructions, when such conditions conflict with publisher's announced policies.

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Security/SDM Special China Edition 安全性

More than 4,000* security dealers, integrators and managers at end-user organizations in China and Hong Kong will receive this exciting publication.

Brought to you by the editors of *Security* and *SDM* Magazines, advertising rates include translation of your advertisement into Mandarin!

Plus: Bonus October Issue Distribution at The China Security Show!

Published: March June August October
Ad Closing: Feb. 1 May 1 July 1 Sept. 1

Rates:	1x	4x
Full Page:	\$1500	\$1100
1/2 Page:	\$900	\$700
1/4 page	\$500	\$350

4x in
2008!

2-Color: \$350 additional, 4-Color: \$500 additional

*Publisher's own data.

All New for 2008 – securitymag.com!

Completely redesigned with active content management, securitymag.com's news content includes live postings by our editors, video news and analysis and security industry news from LexisNexis.

As an advertiser, you have the opportunity to leverage our large audience of unique visitors with online advertising including:

New Rich Media, Skyscraper, Banner and Button advertising
Pay Per Click keyword search - Starting at only \$1 per click.
Sponsored Video on Demand
e-Product Showcase
Forums and Discussion Groups
Webinars
RSS Feeds
Podcasts
The Security Job Bank
Classifieds

The New
securitymag.com 2.0
Goes Live
01-01-08

Put the power of the Security brand to work for you – online.

Skyscraper Ads*

160 x 600 pixels

\$1,800/mo.

or \$16,000 per

12-month contact

Button Ads*

125 x 125 pixels

Home Page	Other Pages
Top Position: \$750/mo.	\$500/mo.
2nd Position: \$650/mo.	\$450/mo.
3rd Position: \$550/mo.	\$400/mo.
4th Positions: \$450/mo.	\$350/mo.

Banner Ads*

468 x 60 pixels

Home Page Top Position:	\$1,200/mo.
Other Pages Top Position:	\$900/mo.

*Material requirements: Maximum File Size: 20K, Can be animated. 256 Colors or Less. 72 dpi resolution .jpg or .gif

Contact your regional marketing rep. for other rich media pricing and ad specs.

New! Online Product Sponsorship

Sponsored Products guarantee high-profile exposure of your product release on securitymag.com. Sponsorship includes a 4-color photo and up to 75 words of copy and will rotate on our home page along with other sponsored products. Users who click on your product will be taken to a page with further information and may then go directly to your home page. \$700/mo.

Rich Media

Expand the creativity and interactivity of your online message with audio, video, animation, white papers and other unique advertising formats. Visit portfolio. bnpmedia.com for complete rich media information, including live and interactive samples and ad specifications. Or, contact your sales rep. for further information.



New! White Papers on Web (WOW)



Make your important white papers available to the tens of thousands* of unique visitors

to securitymag.com each month. Only \$595/mo. Prominently posts information about your White Paper and includes unlimited downloads. * Publisher's own data.

High Response e-Newsletters

Security e-Newsletter



Twice per month, the **Security e-Newsletter** reaches more than 12,000* opt-in subscribers. Filled with noteworthy news items and tidbits about upcoming editorial features, this e-newsletter reports on the pulse of the industry.

Rates:

Top Banner	\$1,500/mo.
Top Button	\$1,200/mo.
Second Button	\$900/mo.
Third Button	\$600/mo.

Specs: Same Specs and material requirements as securitymag.com.

* Publisher's own data.

TSI e-Newsletter



Exclusively for Security Systems Integrators, **Today's Systems Integrator e-Newsletter** delivers unique and vital information. Reaching more than 13,000* opt-in subscribers, TSI is a must-read for systems integrators who want the latest industry news & information.

Rates:

Top Banner	\$1,500/mo.
Top Button	\$1,200/mo.
Second Button	\$900/mo.
Third Button	\$600/mo.

Specs: Same Specs and material requirements as securitymag.com.

* Publisher's own data.

Zalud's Security Blog

The industry's most influential editor, Bill Zalud uses his expertise to provide unique, useful information on products, trends, technologies and innovations emerging in the security industry. Zalud's Security Blog can be viewed on securitymagazine.com/blog

Rates:

Exclusive Sponsor:	\$5,000 per month
Top Button:	\$750 per month
Second Button:	\$650 per month
Third Button:	\$550 per month

Specs: Same Specs and material requirements as securitymag.com.



Excellent Lead Generating Webinars

SECURITY **Webinar Connection!**

Engage your target audience in a “live” web conference hosted by *Security Magazine*. This efficient, highly effective means of communication aligns your company with compelling and timely content designed to generate quality contacts with executive decision-makers.



Don't miss out on this HOT opportunity to receive the highest quality “targeted” sales leads available!

Sponsorship Opportunities:

Each event offers a sponsorship opportunity for only \$8,500 for the first 100 attendees, and \$60 for each additional attendee.

Sponsorship Benefits:

- Build your brand. Demonstrate your expertise.
- Gain pre-qualified, quality sales contacts.
- 1 minute sponsorship promotion at the beginning of the Webinar.

Your logo will prominently appear as the sponsor on all attendee promotions including:

- Full-page ad in *Security* to promote Webinar
- Promotion on e-newsletters 2x a month
- Promotion on securitymag.com
- Email blast to *Security* subscription base
- Final program will be posted on securitymag.com for an entire year!
- Plus: You can target specific markets!
- Quality sales leads - all participants must register to view program and you receive the leads!

Custom designed to address critical issues and topics central to your brand and solutions. Collaborating with industry thought leaders and subject matter experts on new technologies, trends and issues, your Webinar brings an audience of qualified decision-makers together with your brand and message.

Recent Results:

Topic: Web-based Access Control

Registration: 312

Attendees: 184

Check it out at:

<http://tdm.securitymagazine.com>

High Powered Events



November 11-12, 2008

Securing New Ground™ now, including the exclusive Security 500, draws the highest caliber attendees from the security, financial and government sectors. You will rub elbows with the most prestigious leaders in the security industry and learn from them new ways to grow your business.

We've wrapped more into 2 days at Securing New Ground™ than any other conference in the industry. Decision-makers from the security, financial and government sectors attend this prestigious event -- which provides your company with the best networking in the industry. As an event sponsor, your company will be associated with the conference that has repeatedly attracted the industry's key players.

For more information call Becky Reed at (440) 286.4900 or e-mail becky@sjandco.com.

As part of Securing New Ground, *Security Magazine* proudly presents the Security 500, a conference focusing on management strategies, networking and idea sharing with industry thought leaders. This event will identify the nation's 500 largest security product buying organizations industry's top executives.

As a Security 500 sponsor, you'll receive:

- Logo on attendee promotions including:
 - 6 *Security* print ads
 - 13 eNews editions
 - Button ad on securitymag.com/500
- Logo on all conference signage
- Logo and 50-word attendee program description
- 1/2-page profile published in the Nov. Security 500 issue. Appears online for six months.
- Two attendee registrations (\$445 value)

Contact your sales rep for pricing and further sponsorship details.



October 26-29, Carefree Resort and Villas, Carefree, AZ

Security Magazine's unique SecurityXChange event is dedicated to connecting you with active Fortune 500 enterprise security leaders. Through high-level customized meetings, you'll have direct access to senior security executives actively buying security service platforms and technologies. All guaranteed, one-on-one appointments are pre-qualified. Meaning end-users already have an identified need for your product or service.

Past end-users include executives from Microsoft Corp., Symantec, Hilton Hotels, Bank of America, GMAC Financial Services and more. You'll meet decision makers in a private and controlled environment, allowing you to focus 100% of your time on selling and building relationships with these key buy-side executives.

Pricing:

	By 3/31	after 3/31
8 meetings	\$11,500	\$12,500
12 meetings	\$16,100	\$17,100
16 meetings	\$20,600	\$21,600

Includes:

- Private, 30-minute matches in a condominium suite
- Communication with end-users 3-4 weeks prior to on-site meetings via secure Xtranet
- Open networking sessions on-site

For sponsorship information contact:

Jon Lowell
Event Director
(952) 277-0800
jlowell@security-xchange.com

NEW! Interop Show Partner Program: Exhibit and Meet IT Network and Security Buyers!

Interop is the leading trade show for IT network and security buyers! *Security* is exhibiting and you are invited to join us. Our 2008 Show Partner Program is **Turnkey - Effective - Efficient!**

Exhibit at Interop:

- You'll have your own kiosk with monitor for demonstrations.

- All attendees that stop at our booth will have their badges scanned and all leads will be shared with you.
- A table for your literature, disks, premiums, business cards and other collateral is provided.

Advertise in *Security* and *SDM* Magazines:

Plus you will receive a full-page four-color ad and a full page profile (400 words, logo and photo) in our April issue "Interop Security Section" (1 page, four-color).

This special section will be published in both *Security* and *SDM* and will be distributed at Interop.

6 Sponsorships available: \$ 9,000 net.

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BNP Custom Media integrated with *Security* creates completely customized and industry leading media solutions. Delivering your editorial content directly to your target audience is our specialty. Internally and externally, via print, electronic media or during live events. Engage your audience in any combination of custom products, including magazines, newsletters, eBooks, white paper/case studies, web portals/microsites/online resource centers, advertorials, online content and more. For details contact Publisher Mark McCourt, McCourtM@bnpmedia.com or Steve Beyer, BeyerS@bnpmedia.com.

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Get your information directly into the hands of security executives and systems integrators – rent *Security*'s e-mail or postal list. Customize to target specific industry, geographic region and more. Makes for a great follow-up to your print program.

on access, customer service is at the forefront in order to make it as friendly as possible and not make people feel like they are walking into a prison. Cooperation of visitors and employees in any of these sectors is vital to the safety and security of all.

When it comes to security, it is important to remember that in our communication processes is being able to let individuals know whether or not they

Five Diverse Facilities
Five Different Missions
One Shared Focus

Solving the People Puzzle

By Karen Hudgson, Contributing Writer

Meet The Companies

Riverside Community Hospital, Riverside, Calif. – with 364 beds, 1,400 employees and four professional buildings, the hospital needs to make sure its "number one biggest need for security is safeguarding our patients," says John Blasko, operations manager for public safety at the hospital. "We have had troubles with transients going up to floors and sleeping in beds."

Lehman Brothers – A global investment bank with 24,000 employees and sites in 24 countries, Lehman offers a variety of security needs. "The best way to protect our people is to have a variety of security run through a spectrum of solutions," says Ken Damstrom, managing director, global corporate security for Lehman. "We have to have a variety of security to protect our people. Our primary assets go up and down the elevator each night. We are also concerned about data, brand and reputation."

Subway Restaurants – There are 26,000 Subway stores worldwide. The number changes every week, but each store is an independently-owned franchise. "We have to make sure that we are up to the owner. We work with the franchisor to recommend procedures and policies," says Gerry Brandt, national security consultant with Subway. "We have to make sure that there are only two or three people on duty. Facilities that are open late at night handle cash and deal with the public are frequent targets for robbery. We spend a lot of time making training available for stores and advancing them in the area of being in the business."

Broward County Schools – Broward is the sixth largest school district in the nation, with 270,000 kids, 40,000 employees and 200 schools. "Safety and security, the uniqueness of who is on our campus is our priority," says Dr. Joe Melita, executive director, professional standards and compliance for Broward County Schools. "We are dealing with kids. We are responsible to the parents that when they send their kids to school, they are safe and secure."

Home Depot, West Stockton, Calif. – The West Stockton Home Depot is one building with 190 employees. "In retail, the main thing we need is loss prevention," says Oscar Alfaro, loss prevention manager. "Safety at a place like this is also very important with the type of merchandise that we are selling."

Reprint examples

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