SECURITY

Solutions for Enabling and Assuring Business



Executive readership drives meaningful action¹...

Security: Assuring and Enabling the Enterprise!

This is the focus of today's successful enterprise risk and security



leader. And *Security*'s unique and vital mission is simple: providing information and solutions to help these powerful decision-makers do their jobs. That includes selecting partners and providers for technology and services that address physical, logical, cyber and enterprise resilience.

Welcome to the Business Media for Security Executives!

The *Security* brand is uniquely focused on solutions for enterprise-level security leaders. Today, more security and loss prevention managers subscribe to *Security* magazine than any other market publication. As an industry leader, *Security*'s circulation and innovative print, online and face-to-face marketing solutions will help you build brand recognition and market your solutions.

Led by editor **Diane Ritchey** and associate editor, **Claire Meyer**, *Security*'s must-read content is developed with input from our Advisory Board of CSOs and industry thought-leaders. As a result, only *Security* addresses strategic and practical management issues:

- · Cyber security as a strategic business risk
- Innovation technologies and services to enable risk and security programs
- · Enterprise resilience to assure and enable business
- Expert columnist insights on management and security topics
- Bottom-line, solution-focused case study and best practice features

As the security market matures and business objectives — including risk management drive security purchase approvals — your brand recognition and quality lead generation have become critical for marketing and business development success.

As your marketing partner, *Security*'s strategy is singularly focused on providing your brand with the most innovative and results oriented marketing and advertising solutions for your brand — resulting in quality sales leads. In print, online and in person, *Security* ensures you reach interested and active buyers to achieve your marketing goals.

To learn more, please review our 2014 Media Planner or contact your regional sales representative.

Wark WC Court

Sincerely,

Mark McCourt Publisher

Here's where your enterprise security customers get their information:

This is the media security leaders used in past 6 months.²

86% Industry/Trade Magazines²

80% Digital Edition²

Security Magazine targets **35,000**+ monthly subscribers in print and digital edition³

83% eNewsletters²

Security (19,692) and Today's Systems Integrator (24,693) eNewsletters³ target 100% opt-in buying audiences¹



Business

Leader:

79% Industry/Trade Magazine Websites²

SecurityMagazine.com records **20,820** average monthly unique browsers³



60% Webinars²

Security educational Webinars draw more than **200** registrants each on average¹



55% In-person Events/ Trade Shows²

The Security 500° conference lets you network with **hundreds** of enterprise executives from the nation's largest companies¹

SECURITY 500

Security readers specify brands and authorize purchases for their enterprise¹...

Your ads target professionals who recommend, specify, or buy multiple solutions and services:

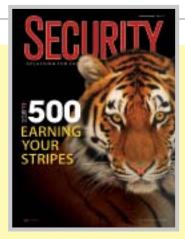
Video/CCTV/Surveillance	20,710
Hardware/Lock Access Controls	19,103
Electronic Access Controls/Biometrics	16,585
IP Security Systems	19,763
ID Cards, Badges, Printers, ID Software	17,045
Security Cloud Computing	8,070
Computer/Network/Transaction/Intellectual Property	12,198
Integrated Systems/Convergence	10,363
Burglar Alarm/Intrusion Detection	16,924
Fire/Life Safety	17,008
Communications/Monitoring	15,124
Business Continuity, Crisis/Disaster Management	14,046
Perimeter/Outdoor Detection	13,788
Guard/Office Services/Supplies	11,295
Consulting	11,327
Investigation/Screening	10,974

Reach and influence your volume buyers:

- 97% of surveyed professionals indicate holding purchase involvement²
- of surveyed professionals have taken action as a result of seeing an ad in *Security* over the last 6 months²
- of surveyed professionals recommended the purchase of advertised products/services or purchased products/services as a result of seeing them advertised in *Security*!²

The Security 500®: More than \$2.5 Billion in Annual Security Spending!

Security is home to the **Security 500**° — the only global benchmarking and ranking of the biggest security budgets, their security leaders and their organizations in the world. The Security 500° Annual Report, published in the November issue, is the most read and quoted survey of its type. It reveals critical risk and security issues, ranks the 500 leading security enterprises and publishes interviews with leading CSOs on their management thinking and styles. The Security 500° Conference Series brings these leaders together at our executive management event. Security 500° issue ads are available, and Conference Sponsorships are limited. For information, contact the publisher.





Quality content advised by and written for security leaders...

Assuring and Enabling Business

Security is uniquely focused on risk and security information for enterprise security leaders who buy physical and logical solutions to assure and enable business. Our management-focused features, columns and trends reach leaders in the business, government and institutional sectors in print, in person and online.

EDITORIAL



DIANE RITCHEY
Editor, Security
Magazine
Diane Ritchey has
an experienced
background in

magazine publishing, having previously served as Editor of an industry leading business publication. Her unique experience will continue to provide solutions to *Security* readers.



CLAIRE MEYER
Associate Editor,
Security Magazine
As Associate Editor
of Security, Claire
Meyer researches.

writes and edits articles for both the print edition and the website. She manages the *Security* eNewsletter and the magazine's social media strategy to supply *Security* readers with the most relevant industry news every day.

COLUMNISTS



NEW! Cyber Security – **STEVEN CHABINSKY**

Senior Vice President of Legal Affairs and Chief Risk Officer, CrowdStrike
Steve advises CrowdStrike on all cyber legal, privacy, and reputational issues across
the business from product development to execution. Prior to joining CrowdStrike,
Steve had a distinguished 17-year career with the FBI where he helped shape and

draft many of America's most significant cyber and infrastructure protection laws and strategies.



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Leadership and Management

JERRY BRENNAN Founder and Chief Operating Officer of Security Management Resources

LYNN MATTICE *Managing Director of Mattice and Associates*Focusing on critical leadership issues facing enterprise security

executives, Jerry Brennan and Lynn Mattice provide expertise and actionable solutions to business problems.



Surveillance Strategies ROBERT P. LISCOUSKI

is CEO and co-founder of enterprise cyber risk management firm Axio Global LLC Robert is a proven security professional and entrepreneur with over 30 years of senior level security operational and company leadership experience. He was

appointed by President George W. Bush as the first Assistant Secretary for Infrastructure Protection when the U.S. Department of Homeland Security was founded in 2003 and served in that position until 2005.



Trends

MARK McCOURT. Publisher. Security Media

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

Security Advisory Board Advising editors on topics and trends

Sean A, Ahrens CPP, BSCP, CSC Practice Leader / Manager, Security Consulting Services, Aon Risk Solutions

Dean AlexanderProfessor of
Homeland Security,
Western Illinois University

Charles AndrewsGlobal Security Director,
NSS Labs, Inc.

Darrell Clifton

Director of Security, Circus Circus Reno

Ed Goetz

VP and CSO, Exelon Corporation

Guy Grace

Manager, Security and Emergency Planning, Littleton (Colo.) Public School District Jeff Karpovich CPP & CHPA, HPU Security Chief & Transportation Director

John McClurg

VP, Chief Security Officer, Dell Global Security

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Stephen Scharf Global CISO, Experian

C. Dave Shepherd CEO of Readiness Resource Group Bryan Warren

Director of Corporate Security, Carolinas HealthCare System

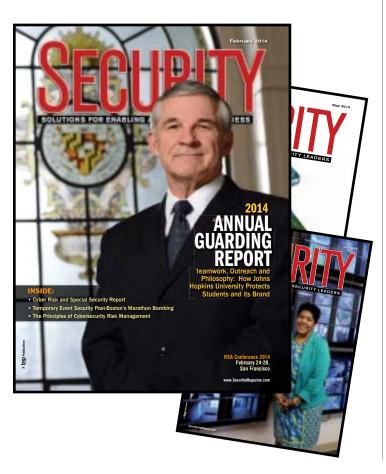
In print... The Business Magazine for Security Executives!

The clear market leader.

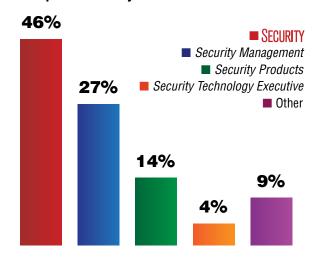
Security magazine offers advertisers the market's highest quality audited print circulation.1 Plus Security is the market's only BPA-audited magazine published monthly (12 times annually) in print² — so you can count on readership loyalty and powerful marketing results.1

- · 35,000+ subscribers
- · 100% request

No directories, lists, association benefit or other circulation sources³



The **most useful** magazine in the enterprise security market.5



100% of subscribers hold management titles³



Digital Edition Sponsorships Reach Security Executives!

Sponsorships are available as each monthly issue of Security is also produced as a full-featured Digital Edition! You get a full-page ad adjacent to our digital cover. Your logo appears at the top of every digital edition page for continuous visibility. All your links are live to drive prospects to your site. You can even include video. Contact us for pricing and other details.



¹ Publisher's own data. ² BPA Brand Reports, *Security* Dec. 2013 (12 issues) vs. *Security Management* Dec. 2013 (12 issues, July 2013 = 100% digital) vs. *Security Technology Executive* (delisted from BPA).

Security Dec. 2013 PBA Brand Report, unique TQ: 35,018.

MONTH	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE
Ad Close Date	12/3/2013	1/7/2014	2/4/2014	3/5/2014	4/4/2014	5/2/2014
Editorial Deadline	11/15/2013	12/15/2013	1/15/2014	2/15/2014	3/15/2014	4/15/2014
Special Report	Interviews with 5 Leading CISOs	Guarding Special Report and Top Guard Companies	How GSOCs Can Create an Enterprise Security Solution	The Security Enterprise Leader and the Integrator Relationship	Global Enterprise Fraud: Physical and Cyber Risks	THE SECURITY ENTERPRISE LEADERSHIP ISSUE
Security Leadership and Management	Psychology and Securing K-12 and Higher Ed Security	Intrusion Detection and Cyberattacks	Making Your Enterprise 'Snoop Proot'	Security Incident Reporting Strategies	Understanding and Implementing New Fire Codes	Emergency Response Plans and Procedures
Enterprise Security Solutions	Protecting Corporate Data on the Road	Training Security Volunteers	Locked Down: Preparing a Facility for a Prolonged Stay	Cyber Security Insurance: Do You Need It?	Background Investigations and Forensics	Privacy Issues in Cyber Security
Integrated Solutions Video Surveillance, ID Management, Access Control	Detecting and Preventing Fake IDs Healthcare Access Controls: Physical and Cyber Video Surveillance for the SMB	Securing a Temporary Perimeter Remote Monitoring in Intelligent Buildings Audio Detection and Analysis for Effective Response	ISC West Product Preview Thermal Cameras and Outdoor Video ID Management for Government Facilities	Employee Monitoring with Video RFID Readers and Applications Analytics: Facial, Bio and Voice	Cost Effective Video Management Systems Lobby Security and Visitor Management in Healthcare Wireless Mesh Network Benefits	Wired and Wireless Video Access Control for 10 Doors and Less Smart Cards in Education
Vertical Sector Focus		Cyber Risk and Security Special Report	Utilities: Physical Security and Cyber Security	Finance and Banking		Business Services
Solutions By Sector with SDM	Education: Universities and Campuses			SOLUTIONS By Sector Cyber Security Education: K-12	SOLUTIONS By Sector Retail/Convenience Stores/Banks/Gas Stations	
	VALUE ADD	VALUE ADD	VALUE ADD	VALUE ADD	VALUE ADD	VALUE ADD
Bonus Show Distribution	Barnes Buchanan Conference	RSA Conference	ISC West	PSA-TEC	NFPA	Electronic Security Expo (ESX)
FREE Value Added Bonuses for Print Advertisers	50% More eBlast Names FREE with eBlast Order \$500 Security or TSI eNewsletter Advertising Credit or \$1,000 eNewsletter Video Credit	SecurityTV Video in February Sponsored Note on Security's Facebook Page	ISC West Show Exhibitor Print & eProduct Showcases	Print Mobile Tag Showcase Item Online Showroom Live for 3 Months	2,500-name <i>Security</i> Subscriber Mailing List 20% of your Print Advertising Investment Applied to May eMedia	\$1,500 Webinar Credit or add <i>SDM</i> 's Audience for FREE
Online Focus	Situational Awareness in the Supply Chain	Video Strategies to Secure Ports	Preemployment Screening Strategies	High-Tech Security Officer Equipment	Security Officer Uniforms	Training the Security Officer
Security Recurity Newsletter Topics	Lessons Learned from Security Incidents in 2013	Hire a Hacker to Secure Your Cyber Enterprise	Executive Protection Best Practices	Kicked While You're Down: Enterprise Resilience During Multiple Incidents	Fraud and the SME	Addressing Key Social Media Security Concerns

JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	MONTH
6/3/2014	7/8/2014	8/6/2014	9/5/2014	10/3/2014	11/3/2014	Ad Close Date
5/15/2014	6/15/2014	7/15/2014	8/15/2014	9/15/2014	10/15/2014	Editorial Deadline
How the Pros Secure Major Sporting Events	Leading Examples of Secure Cities and What Lessons Private Enterprises Can Learn	Most Influential People IN SECURITY	Preparing for the Super Storm and Natural Disasters	500	9th Annual Innovations and Technology Report Annual Security Services Directory	Special Report
Setting Up Shop in Hazardous Locations	Loss Prevention and White Collar Crime Prevention Strategies	Workplace Violence and Your Enterprise's Customer	Successful Older and Smaller Buildings with Newer Security	The Do's and Don'ts in Contract Security	Credentials for the Security Executive in 2015	Security Leadership and Management
How PSIM Can Help You Manage Operations and Events	Background Checks and Investigation Best Practices	Trends in Training for Enterprise Situational Awareness	Proven Solutions to Securing the Supply Chain	Top Ways to be 'Cyber Secure'	Emerging Regulations and Compliance Acts in 2015	Enterprise Security Solutions
Day/Night Cameras Monitoring Solutions for the SMB People Tracking Solutions	Smart Cards in Government Facilities Video Analytics Parking Lot and Garage Security	ASIS Product Preview Intelligent Intercom Systems Megapixel Cameras' Role in Surveillance	Remote Access Management for the SMB Intelligent Video Systems Migrating from Keys to Electronic Access Control	IP-Based Video Storage Lobby Security for the SMB Hostile Environment Video Solutions	Video Solutions for the Supply Chain IP Based Access Control Mass Notification and Emergency Management in Healthcare	Integrated Solutions Video Surveillance, ID Management, Access Control
Ports: Air, Sea and Land	Cyber Risk and Security Special Report		Sporting Events and Arenas	The Security 500	Property Management	Vertical Sector Focus
SOLUTIONS By Sector Critical Infrastructure and Cyber		Government: Federal, State, Local		SOLUTIONS By Sector Healthcare/Hospitals/ Medical Centers		Solutions By Sector with SDM
VALUE ADD	VALUE ADD	VALUE ADD	VALUE ADD	VALUE ADD	VALUE ADD	
NCS ⁴ Sports Security & Safety Conference SecurityXchange	Black Hat USA	ASIS International Expo		Security 500 Conference Securing New Ground ISC East		Bonus Show Distribution
Whitepaper Posted Online and Promoted in Security eNews SecurityTV Video in July	ASIS Pre-Show Exhibitor Print & eProduct Showcases	Sponsored Note on <i>Security</i> 's Facebook Page	\$1,500 Webinar Credit	ISC East Exhibitor Print & eProduct Showcases Motion, Animation or Video – Digital Edition Ad Upgrade	Print Ad Bonus: Buy a FULL PAGE and Get a Bonus 1/2 PAGE HTML eBlast to 2,500 Security Subscribers	FREE Value Added Bonuses for Print Advertisers
PSIM Strategies	New Ways to Achieve Certifications	Green Security Solutions	Virtual Guard Tools		Video Alarms and Monitoring	Online Focus 😱
Perimeter Security	ASIS City Preview: Atlanta	K-12 – Getting Buy-In from Key Stakeholders	Loss Prevention in Retail for the Holiday Season	The Security 500 Report	Training Your Employees to Travel Safely in 2015	Security eNewsletter Topics

SecurityMagazine.com



• LEADERBOARD (728 X 90)

Located above the fold (run of site)

• MEDIUM RECTANGLE (300 X 250)

Minimum ad competition (run of site)

• **RECTANGLE** (180 X 150)

Two adjacent spots (home page only)

• WIDE SKYSCRAPER (160 X 600)

Run of site, except home page (above the fold)

FLOATING AD

Rich media ad that floats in the center of the page

PAGE PEEL AD

Rich media ad that expands from the corner to reveal an attractive ad underneath

TOPIC SPONSORSHIP

Ad package for targeted editorial, includes wide skyscraper and medium rectangle ads

ARTICLE SPONSORSHIP

Sponsor an article and your rectangle ad appears with the article for life

Online:

Digital media generates readership and leads!1

SecurityMagazine.com is where end-users find new products, news, and professional know-how. Influence security leaders through online display advertising plus sponsorships such as Showrooms, Podcasts, and more. Visit http://portfolio.bnpmedia.com to see all of Security's online advertising opportunities — and refer to our editorial calendar for exclusive online features.



NEW!

Show & Sell: video demonstrations of your solutions! Security's editors, columnists and writers work with you to develop a high-quality product demonstration video. We'll promote your video via Security electronic media and provide the video for your own digital marketing efforts. Program includes:

Content Development

- Selection of video presenter
- Writing of script
- · Complete video production and editing

Video Distribution

- Included in two eNewsletter issues
- Posted on SecurityMagazine.com
- Posted on Security Social Media (Facebook & Twitter)

Contact us anytime to learn more.

Social Media Sponsorships





Security offers opportunities for audience engagement through Facebook, Twitter, YouTube and QR Codes. Broadcast your company's message to our entire fan base while driving traffic to your website, reaching potential customers and expanding your audience. Not yet involved in social media? Let us build, design, and organize the accounts for you with Social Startup Plans! Contact your sales representative for more information.





White Paper Postings

You receive registered leads from users who download your educational White Papers! Let us host yours online and promote downloads to thousands of end-user eNewsletter subscribers.



100% opt-in circulation drives powerful eNews readership!¹

Unique content written specifically for end-users.

The Security and Today's Systems Integrator eNewsletters deploy twice monthly to 100% opt-in audiences.¹ Each is written by Security editorial staff and includes unique content written specifically for end-users. Combined open rates average more than 18.25% per edition!¹

Security eNews: 19,692 average subscribers,2

100% opt-in1

TSI eNews: 24,693 average subscribers,2

100% opt-in¹



Ad Type	Ad Size	Ad Type	Ad Size	Ad Type	Ad Size
Featured Video	Contact us	Top Advertorial	Contact us	Middle Advertorial	Contact us
Top Skyscraper	160 x 600	Middle Skyscraper	160 x 600	Bottom Leaderboard	728 x 90

Custom eNewsletters

Let *Security* help you create a co-branded eNewsletter customized to your needs. Our orangetap content marketing group can help you develop compelling custom eNews content and design through our experienced creative and editorial teams. A custom eNewsletter can take your company to the next level with these benefits:

- Including editorial or educational content in an eNewsletter can help position your company as an industry leader
- · Editorial content creates greater reader engagement
- Subscribers trust Security. They're more likely to open emails from our publication and consider our endorsements
 - ¹ Publisher's own data.
 - ² Security December 2013 BPA Brand Report.



Today's Systems Integrator

Struggling to produce fresh website content?

You're not alone.

SECURITY



Content Marketing Services

Content Development

Written by us, owned by you. *Orangetap* connects your brand with *Security*'s editorial and publishing resources to help you plan and create fresh, unpublished industry-relevant content for your website every single month.

• Blogs, Articles or Technical Papers • Case Studies • Press Releases

To learn more about our services or to quote out a project, please contact our content marketing strategies team:

Kim Paulson, Content Marketing Planner paulsonk@bnpmedia.com; 248-225-9177

Solutions By Sector: High-impact Multimedia sponsorships...

Webinar • eNewsletter • website • direct mail list

Solutions By Sector are turnkey multimedia sponsorship programs targeting subscribers in key verticals. You generate impressions and sales leads from SDM and Security subscribers through a sector-specific marketing program — including print, online and eNewsletter promotional content! The SDM and Security editorial teams bring thought leaders together to discuss critical issues and solutions in these critical growth sectors:

Topic	Month
Education: Universities and Campuses	January
Education: K-12	April
Cyber Security	April
Retail, Convenience Stores, Banks, Gas Stations	May
Critical Infrastructure and Cyber	July
Government: Federal, State & Local	September
Health Care/Hospitals/Medical Centers	November



Sponsorship Package (1x)

Webinar:

- Logo on all webinar promotion to all SDM and Security subscribers. More than 200,000 impressions in print and online.¹
- Lead database all Webinar registrant information including Q&A log.
- 30-second promotion at start and end of Webinar about your company/ product/solution and one PPT slide displayed during this promotion.
- Company name mentioned as sponsor at end of Webinar.



eNewsletter:

- 180 x 150 Rectangle Ad (jpg or gif file, max file size 40kb) with URL link in customized topic eNewsletter deployed to 32,000 combined email addresses.¹
- Case study (300-word plus photo) published in the eNewsletter and linked to the SecurityMagazine.com vertical sector Topic Page.

Website:

- 180 x 150 Rectangle Ad (jpg or gif, max file size 40 kb) with URL link on SecurityMagazine.com vertical sector Topic Page and linked from SDMmag.com for six months – averaging 300 impressions/month.¹
- Case study (300-word plus photo) published in SecurityMagazine.com vertical sector Topic Page and linked from SDMmag.com – averaging 75 article reads.¹

PLUS: Direct mail list of *Security* subscribers in your sponsored sector!

2015 Risk & Security Services Directory

This December Security presents the market's only print and online Directory dedicated to Risk & Security Services for key decision-makers and critical influencers. Directory services include:

- Background Checks
- Cyber Security/Consulting
- Drug/Alcohol Testing
- Education/Training/Certification
- Fire Integration
- Officer Services, and more!

Contact us to make sure your ad and listing are included. www.securitymagazine.com/servicesdirectory



Live events: Network with Buyers Online and In Person!¹

Security Webinars: engaging solutions for quality leads...

Security educational webinars will increase brand awareness and interest in your products. Almost anyone can produce a webinar, but only Security offers the expertise, audience, and tools to help your webinar succeed. Our audited subscriber database helps ensure quality registration while our team builds attendance and manages every detail surrounding the event. Turnkey support and advice guarantees you a satisfying and rewarding experience with minimal effort. For webinar tips, samples and more information, contact your sales representative or visit: http://portfolio.bnpmedia.com/webinars.

Webinar Package/Aggressive Marketing Campaign:

- Multiple promotional eblasts to Security e-subscribers
- One print ad in Security and one ad on www.SecurityMagazine.com
- Multiple announcements in Security's eNewsletters
- · Dedicated registration page, plus confirmation and follow-up emails

Quality Leads

- · Receive high-quality registration leads with demographics
- · Polling, Q&A and survey reporting results



Average Webinar Registrants (Leads!):1

217

Average Webinar Attendees: 134

Continuing Education Advertising & Lead Generation Opportunities



Articles - Webinars - Events - Marketing

BNP Media's CE Campus is an online portal for continuing education. You can further your visibility and generate high-quality leads through a variety of advertising and sponsorship opportunities. Partner with *Security* and *SDM* to offer high-quality CEU approved courses, targeting a variety of industries and professionals. CE Campus handles all course accreditation and reporting. thececampus.com

Conferences

SECURITY 500

The Security 500® conference is your most powerful industry event for targeting enterprise security leaders. Position your brand in a profitable networking environment with executives from Security 500 organizations. Contact the publisher for conference Sponsorship information.



August 10-13, Park City, UT

SecurityXchange schedules meetings between security and solution executives who have a mutually beneficial reason to discuss strategic business opportunities. The meetings are private, focused, and free from distraction — enabling high-level, strategic conversations!

Contact your sales representative to learn more!

Contact Us

SECURITY

Get advertising rates, specifications and complete editorial information.

SALES TEAM

Chris Ward, Associate Publisher/
Mid-Atlantic & Southeast U.S.
(770) 205-4779 • Fax: (248) 502-9088
wardc@bnpmedia.com

Doug O'Gorden, Midwest U.S. & Eastern Canada (847) 548-0680 • Fax: (248) 786-1351 ogordend@bnpmedia.com

Kent Beaver,
Western U.S. & Canada
(310) 927-4475 • Fax: (310) 472-7159
kent.beaver@verizon.net

Tara Schelling, Northeast U.S. (267) 544-0956 • Fax: (610) 222-0568 schellingt@bnpmedia.com



Heidi Fusaro, Inside Sales/ Classified & Help Wanted (630) 518-5470 • Fax: (248) 502-1008 fusaroh@bnpmedia.com

Pacific Rim (except Korea) Arlen Luo, NewSteel Media nsmchina@126.com

Mark McCourt
Publisher
(610) 662-5477 • Fax: (248) 244-2042
mccourtm@bnpmedia.com

EDITORIAL

Diane Ritchey Editor (630) 220-8771 ritcheyd@bnpmedia.com

Claire Meyer Associate Editor (314) 954-6720 meyerc@bnpmedia.com

PRODUCTION

Lyn Sopala Production Manager (248) 786-1641 sopalal@bnpmedia.com

Mike Holmes Art Director (412) 721-6814 holmesm@bnpmedia.com

ONLINE

Jackie Seigle Online Media Manager (215) 939-8967 seiglej@bnpmedia.com

BNP Media, L.L.C. 2401 W. Big Beaver Rd., Suite 700 Troy, MI 48084

A bnp Publication

BNP Media Helps People Succeed in Business with Superior Information







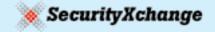
Our Partners





















Marketing Services

Clear Seas Research

Making the Complex Clear

Your industry-focused market research partner — providing clear insights to complex business questions focused on:

- · Brand positioning
- · Marketing effectiveness
- · New product development
- · Customer experience evaluations

Capturing feedback via quantitative surveys (online, phone, mail or in-person) OR qualitative experiences (one-on-ones, focus groups, or bulletin boards); we present results that are easily understood, insightful and actionable. **GET STARTED NOW.** Contact Beth Surowiec at (248) 786-1619 or surowiech@clearseasresearch.com, www.clearseasresearch.com

List Rental

The most powerful, responsive list of enterprise security professionals is just a call away. Complement your advertising program and introduce new products by renting *Security*'s exclusive subscriber list. Contact Kevin Collopy of InfoGroup at kevin.collopy@infogroup.com or (402) 836-6265.



Making the complex clear

