

SDM



SDMmag.com

Home of:

SDM 100

Your #1 Media Serving the North American Security Channel

New for 2015:

- SDM Mobile App Sponsorships
- SDM smarHOME Solutions By Sector
- Interactive Product Spotlights
- Mobile-Friendly eNewsletter Advertising
- Native Advertising Solutions
- Dave Engebretson Webinar Series Sponsorships



2015 MEDIA PLANNER

The Security Channel Chooses **SDM** Media More Than 135,000 Times Each Month!¹

¹Publisher's own data.

The #1 Media Serving the North American Security Channel!¹

From the Publisher...



Welcome to *SDM!* 2015 is our 44th year as the leading marketing and media partner for reaching the North American security channel!

SDM media is the consistent market leader by every key measure.¹ 100% of our audited subscribers request to receive *SDM*.² And 100% of our audited subscribers buy or install security technology products or services.² This gives your advertising a powerful combination of quality and quantity.

Led by Laura Stepanek and our editorial team, *SDM* continues dominating the market in thought leadership. Our exclusive, well-known columnists and subject matter experts help ensure *SDM* is #1 among readers and advertisers.¹

As your marketing partner, *SDM* will help you achieve your goals through a results-oriented multimedia program. Combine print advertising, powerful bonus opportunities and digital media solutions and you'll find *SDM* gives you the greatest value and measurable results.

Learn more by reviewing our 2015 Integrated Media Planner or by contacting your regional sales manager today.

Sincerely,

Mark McCourt, *Publisher*

Business success in the North American security market:

Five key research takeaways³...

The Josh Gordon Group, in partnership with the Security Industry Association, surveyed the subscribers of nine leading publications across the security market in 2013. Here are five key takeaways cultivated from 1,019 survey respondents. Contact your *SDM* regional sales manager to see the full research report.

- Trade magazines are the most preferred source of professional information by a wide margin.
- Success in marketing to current customers does NOT assure success with non-customers.
- Channel suppliers greatly underestimate how much of the buying process is completed before security managers contact salespeople.
- The most persuasive promotional content for motivating customers to buy is about new products.
- Comparative information is the second most persuasive promotional content for motivating customers to buy.



JOSH GORDON
— GROUP —



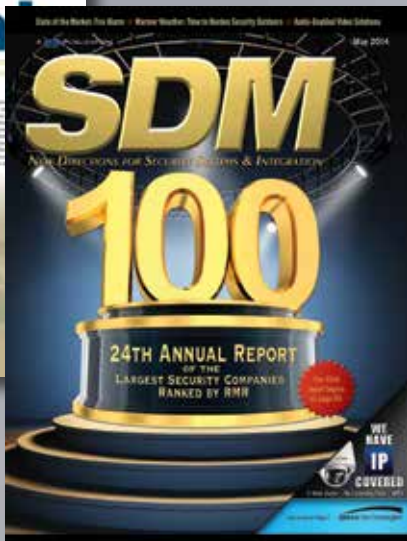
¹Publisher's own data.

²*SDM* June 2014 BPA Brand Report, unique TQ: 29,009.

³Josh Gordon Group Research.

Readership source: *SDM* Reader Preference/Profile Study, July 2013.

Your Multimedia Marketing Partner...



Print

Social Media

Events

Online

Special Programs



The Security Channel Chooses **SDM** Media More Than **135,000** Times Each Month!¹

¹Publisher's own data.

Editorial Leadership in Print and Online...

Meet *SDM's* Accomplished Editorial Team: Readership Gets Results!



Laura Stepanek
Editor/Associate Publisher



Heather Klotz-Young
Senior Editor



Maya Dollarhide
Associate Editor



Austin VanKirk
Assistant Editor



David Engebretson
Security NetWorkings



Roy Pollack
5-Minute Tech Quiz



Lessing E. Gold
Security & the Law



Paul Cronin
Today's Systems
Integrator



**David Morgan
& Alex Chavez**
Marketing Madmen



Joan Engebretson
Contributing Writer



Karyn Hodgson
Contributing Writer

Digital Edition Sponsorships Reach Security Channel Professionals!

Each monthly issue of *SDM* is also produced as a full-featured Digital Edition! Advertising and sponsorship opportunities are available as well as upgrade options – add video, animation, audio and more! Contact us for details.

SDM 100

\$635,000,000
in RMR!

Your Ultimate Network of Buyers.

The *SDM 100* is the ultimate club for elite owners of the security industry's top companies measured by Recurring Monthly Revenue (RMR). Each May *SDM* publishes the exclusive *SDM 100* Report and list of key trends and companies. Making our list is a #1 target for security manufacturers and distributors as this accomplishment demands attention from the largest volume buyers in the industry.

In addition, the annual *SDM 100* May issue, the *SDM 100* Gala, the *SDM* eNewsletter announcement, and the *SDMmag.com* report posting offer unique and powerful ways for marketers to influence industry's most important buyers! Contact us to learn more.



SDM is Your #1 Print Magazine Reaching Powerful Security Channel Buyers/Installers.¹

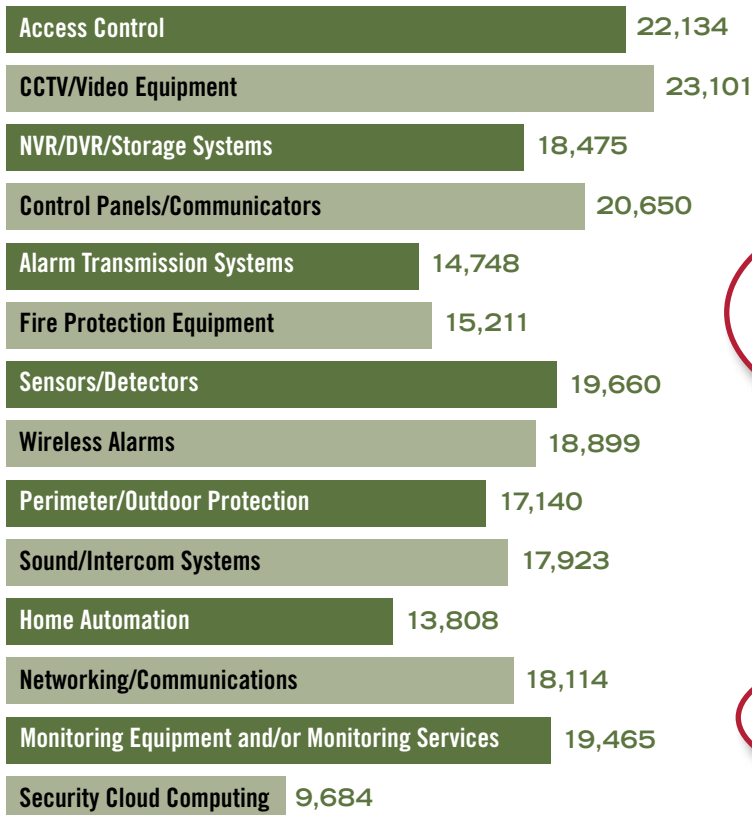
SDM magazine reaches more than 29,000 subscribers each month.² We're the market's #1 print circulation¹ and the only market publication providing you with a 100% buy/install and 100% request circulation!³

100%
hold buy/install authority for their firms.²

29,000+
security channel subscribers.²

100%
of subscribers qualify to receive the magazine by request.²

Your ads in *SDM* magazine reach professionals who hold purchase authority or install security systems, products, and/or services.²



89%
of surveyed professionals have taken action as a result of seeing an ad in *SDM* over the last six months.⁴


93.1%
of subscribers hold management titles.²

36%
of surveyed professionals directly purchased products/services as a result of seeing them advertised in *SDM*.⁴



¹Publisher's own data. ²SDM June 2014 BPA Brand Report, unique TQ: 29,009. ³Dec. 2013 BPA Brand Reports: *SDM* (29,007 unique TQ, 100% buy/install) vs. *Security Dealer & Integrator* (32,332 TQ, buy/install not reported separately) vs. *Security Sales & Integration* (28,000 TQ, buy/install not reported separately) vs. *Security Systems News* (28,100 TQ, buy/install not reported separately). *SDM* June 2014 BPA Brand Report: unique TQ: 29,009, 100% buy/install. *Security Sales & Integration* (28,050 TQ, buy/install not reported separately). ⁴SDM Reader Preference/Profile Survey, July 2013.

ISSUE: AD CLOSE DATE:	JANUARY Dec. 3, 2014	FEBRUARY Jan. 9, 2015	MARCH Feb. 6, 2015	APRIL March 3, 2015	MAY April 6, 2015	JUNE May 7, 2015
SDM 2015 EDITORIAL COVERAGE	SDM COVER STORIES & EXCLUSIVE REPORTS	2015 Subscriber Market Forecast & Industry Trends Authorized Dealer Programs	State of the Market: Video Surveillance	State of the Market: Access Control	State of the Market: Alarm Systems	25th Annual SDM 100 State of the Market Report: Fire Alarms Business Software, Services & Tools for Operational Efficiency
	VIDEO SURVEILLANCE	Thermal Cameras	Cloud-Based Video Solutions	IP Cameras Video Storage Solutions	Wireless Video Products Mobile / Remote Surveillance	Video Management Software (VMS) Migrating to IP & Hybrid Video Products
	ACCESS CONTROL	Access Control: Feature Sets That Sell	Security Locks & Door Hardware	Wireless Access Control Products	Biometric Solutions Parking & Gate Controls	Readers & Keypads Cloud-Based Access Control Solutions
	INTRUSION, FIRE, MONITORING	Mobile Apps for Commercial Security Systems	How Distributors Can Make Dealers More Competitive	Intrusion Alarm Systems: Wireless & Hardwired	Outdoor & Perimeter Security	Power Supplies Mass Notification & Emergency Communications
	SDM smar+HOME and smar+HOME BUSINESS	Wearable Technology for Security & Automation	Lighting Control Systems	Interactive Service Platforms / Mobile Security Control	Special 'Green' Report: Helping Customers Be Energy Efficient	PERS & Digital Healthcare Solutions Residential Access Control & Video
	SUPPLEMENTS, SPECIAL ISSUES	<i>SDM Monitoring TODAY</i> Annual Supplement Ad space closes Nov. 21, 2014				
	SDM smar+HOME SOLUTIONS By Sector		Dave Engebretson: Security NetWorkings	Helen Henveld: smarHOME Technologies		Dave Engebretson: Security NetWorkings Helen Henveld: smarHOME Technologies
FREE VALUE ADD BONUSES • FREE VALUE ADD BONUSES • FREE VALUE ADD BONUSES						
SHOW BONUS DISTRIBUTION	Barnes Buchanan Conference			ISC West PSA-TEC		<i>SDM 100 Gala</i> Electronic Security Expo (ESX) NFPA
FREE VALUE ADDED BONUSES FOR FULL-PAGE PRINT ADVERTISERS	50% Name Bonus on Your HTML eBlast 20% of Your Print Advertising Investment Credited to January eMedia	Whitepaper on SDMmag.com and Promoted in the <i>SDM</i> eNews SDMTV Video Posting in February	ISC West Pre-Show Exhibitor Print Showcase ISC West Pre-Show Exhibitor eProduct Showcase	\$500 Credit for any Q2 <i>Solutions By Sector</i> Sponsorship \$500 <i>SDM</i> or <i>smarHOME</i> eNewsletter Video Credit	<i>SDM 100</i> Database Subscriber Mailing List ESX Pre-Show Exhibitor Print & eProduct Showcases	2,000-name <i>SDM</i> Subscriber Mailing List Buyer's Guide Bonus Listing Package

ALSO IN JUNE BUYERS GUIDE April 10, 2015	JULY June 5, 2015	AUGUST July 8, 2015	SEPTEMBER Aug. 7, 2015	OCTOBER Sept. 2, 2015	NOVEMBER Oct. 8, 2015	DECEMBER Nov. 6, 2015
<ul style="list-style-type: none"> ✓ FREE Logo and Link Package for Advertisers with a 1/2-Page or Larger Ad ✓ FREE Page in the Corporate Capabilities Section for all Full-Page Advertisers ✓ FREE Boldface Type Throughout the Buyers Guide ✓ FREE Web Link on <i>SDM</i> Buyers Guide Online ✓ FREE Listing in the BRAND Index ✓ Additional Ad Pages at Only \$500 each! 	20th Annual Top Systems Integrators Report  SDM 100 Brand Results	Rekindling Builder Business CSAA / <i>SDM</i> Central Station Excellence Awards	The Internet of [Security] Things Top Systems Integrators Brand Results	<i>SDM</i> Systems Integrator of the Year 	Central Station Communication, Verification & Dispatching	<i>SDM</i> Dealer of the Year  Best Companies to Work for in the Security Channel
	Perimeter Video Solutions	DVRs & NVRs	Physical Security Information Management (PSIM) Solutions Video Analytics	Video Transmission & Power Supplies	Video Network Monitoring	4K, Megapixel, HD
	Access Control Credentials & Card Technologies	Visitor Management	Enterprise Access Control Solutions	Commercial / Industrial Entry Controls	Security Locks & Door Hardware	Access Control for Harsh Environments
	Fire Alarm Panels	Security / Home Automation Systems	Outdoor & Perimeter Security	Cutting-Edge Panels & Sensors	Smoke & CO Detection	Advances in Wholesale Monitoring
	Mining Big Data for Business Intelligence	Residential Sound Systems	Commercial Building Automation	Home Networks	Integrated Technologies for Retail Sector	Products for the Connected Home
		2015 Guide to MONITORING SERVICES		2015 Guide to DISTRIBUTORS		
		Dave Engebretson: Security NetWorkings	Helen Henveld: smartHOME Technologies		Dave Engebretson: Security NetWorkings	Helen Henveld: smartHOME Technologies
	FREE VALUE ADD BONUSES • FREE VALUE ADD BONUSES • FREE VALUE ADD BONUSES					
Distributed at High-Traffic Industry Events Throughout 2015/2016!	NCS ⁴ Sports Security & Safety Conference SecurityXchange	CEDIA	ASIS CPSE China	ISC East Securing New Ground CANASA		CSAA
	<i>SDM</i> Top Systems Integrators Database Subscriber Mailing List Sponsored Tweet to <i>SDM</i> Followers	1/2-Page Corporate Profile \$500 <i>Today's Systems Integrator</i> eNewsletter Ad Credit	\$1,500 Custom Webinar Credit or Add <i>Security's</i> Promotional Audience Sponsored Note on <i>SDM's</i> Facebook Page	ISC East Exhibitor Print & eProduct Showcases \$500 Credit for Any Q3 <i>Solutions By Sector</i> Sponsorship	\$500 <i>SDM</i> eNews Advertising Credit SPECIAL TECHNOLOGY SHOWCASE: 1/2-Page Featured Product in Special Print Section	<i>Go Large!</i> Buy a Full-Page Ad and Get a Second Page in December <i>Go Larger!</i> Buy a Full-Page Ad in December and January and Get a Second Ad of Equal Size in Both Issues!

2015 OFFICIAL SHOW DAILIES: Target Buyers Attending ISC West

SDM and Security are the Premier Media Partners of ISC West! 2015 marks our 7th year as publishing partner of the Official ISC West Show Daily newspapers. Your Day One and Day Two editions will be loaded with exhibit, seminar and special events coverage to bring you tremendous advertising readership.

We're also publishing three Official ISC West Show Daily eNewsletters in 2015 — with each reaching 55,000+ global professionals.¹ Place your ads and electronically target prospects unable to visit this year's event!

Contact your SDM regional sales manager for rates, publication dates and editorial deadline information.



SDM 2015 ANNUAL BUYERS GUIDES – Multimedia Resources for Brand Awareness

SDM's June Buyers Guide is the industry's most comprehensive resource for buyers. Your advertising and listings reach:

1. 29,000+ subscribers in print²
2. Thousands of attendees via distribution at major trade shows¹
3. Tens of thousands searching online¹

Brand your company with your logo; drive traffic to your site with clickable links, social media links and QR codes. Or give them easy access to product info with Spec Sheets, Photos and Videos. Visit www.SDMmag.com/buyersguide to be listed or contact your regional sales manager for advertising opportunities.



SDM August Guide to MONITORING SERVICES

This multimedia resource for installing dealers and integrators highlights and details new monitoring and central station solutions! Targeted marketing for companies seeking central station decision-makers.



SDM October Guide to DISTRIBUTORS

The ultimate resource for integrators/installers researching distributor options. Powerful reach for marketers seeking to expand their distribution channels.



Expand Your Installer Base With **SDM smarHOME**

In Print!

SDM subscribers do more than just security. They install and service digital lifestyle solutions across the low voltage spectrum. If your business goals include expanding your reach to the residential customer, rely on *smarHOME's* uniquely crafted editorial content. The business resource for security dealers expanding their business lines, *smarHOME* is the perfect environment for your advertising to reach, inform and influence buyers.



Multimedia!

SDM smarHOME SOLUTIONS By Sector

Generate Multimedia Impressions and Sales Leads!

Solutions By Sector are turnkey multimedia sponsorship programs targeting home automation subscribers active in the resurgent residential market. You generate impressions and a sales lead database from *SDM* subscribers through a multimedia sponsorship program — including print, online and eNewsletter impressions. You also receive sponsor recognition in each one-hour *Solutions By Sector* Webinar.

Featured Webinar Speaker:

Helen Heneveld, MBA, CEDIA Installer 1 Certified and CEA CompTIA DHTI+ Certified, is a well-respected and recognized industry expert who consults and educates worldwide in the converging home systems industry.

Published case study opportunities are also available to tell your company story! Contact your *SDM* regional sales manager for more details!



In Person!

smarHOME / CEDIA Partnership

Consumers look to security companies as their #1 channel for home automation installation services!³ That's why CEDIA and *SDM* have partnered with *smarHOME* and CEDIA expo distribution to help grow your business in the \$14 billion residential technology market!

Digital!

SDM smarHOME eNewsletter

The mobile-friendly *SDM smarHOME* eNewsletter deploys 12 times annually! Your ads reach 18,049 average monthly subscribers¹ — a 100% opt-in audience!²



¹SDM June 2014 BPA Brand Report. ²Publisher's own data. ³Adoption and Usage of Home Automation Technologies, 2013 CEA Research.

High Open Rates Lead to eNewsletter Clicks and Conversions...

The *SDM* and *Today's Systems Integrator (TSI)* eNewsletters deploy twice monthly to **100%** opt-in audiences.¹ Combined open rates average more than **20.5%** per edition!¹ Both popular eNewsletters feature a responsive design that allows for optimal viewing — so your ads have maximum impact and will look great across any device.

SDM eNews:

- 19,504 average monthly subscribers²
- 100% opt-in¹

TSI eNews:

- 26,494 average monthly subscribers²
- 100% opt-in¹



AD INVENTORY INCLUDES:

Leaderboard	728 x 90 pixels
Medium Rectangle	300 x 250 pixels
Video Box	300 x 250 pixels
Advertorial	Up to 50 words



¹Publisher's own data. ²SDM June 2014 BPA Brand Report.

SDM ONLINE...

High engagement drives traffic and volume clicks!

SDMmag.com is the security channel's online home for new products, news, and professional know-how. Target installing dealers and distributors through online display advertising plus Showrooms, Podcasts and more. Visit <http://portfolio.bnppmedia.com> to see all of SDM's online advertising opportunities!

Online Display Advertising

- LEADERBOARD (728 X 90)
- MEDIUM RECTANGLE (300 X 250)
- TOPIC SPONSORSHIP
- RECTANGLE (180 X 150)
- SKYSCRAPER (160 X 600)

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

Rich Media

- SLIDER
Rich media ad begins as a narrow footer banner across the home page bottom browser window; the full size ad slides in taking over the entire browser window upon user interaction.
- FLOATING & INTERSTITIAL
Rich media ad that floats in the center of the page; Interstitial appears before home page loads.
- PAGE PEEL
Rich media ad that expands from the corner to reveal an attractive ad underneath.



NEW! Keyword/Search Term Targeting

Target your advertising to a specific keyword or keywords and your advertising can appear within search results on the site, adjacent to related articles or on specific targeted keyword pages. Ask your regional sales manager for details.

SDM MAGAZINE MOBILE APP...

Reach Security Channel Professionals On The Go!

The **SDM Magazine** mobile app features a high share of voice for marketers seeking a deeply engaged, highly targeted audience. Contact your regional sales manager for details. Ad options include:

EMBEDDED BANNER

- Full metrics reporting (impressions & clicks)
- Displays on all Mobile article pages

FULL SCREEN INTERSTITIAL

- Full metrics reporting (impressions & clicks)
- Displays between Mobile article pages

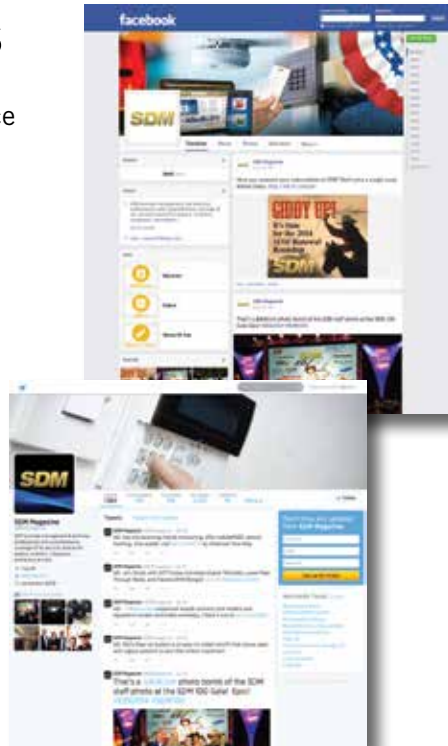
Download the **SDM Magazine** mobile app at www.SDMmag.com/apps.



Social Media Sponsorships

SDM 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 regional sales manager for more information.



Show & Sell: Video Demonstrations of Your Solutions

You receive registered leads from channel professionals who download your educational White Papers! Let us host yours online and promote downloads to thousands of security channel eNewsletter subscribers.

White Paper Postings

You receive registered leads from channel professionals who download your educational White Papers! Let us host yours online and promote downloads to thousands of security channel eNewsletter subscribers.

Enjoy fixed-rate or cost-per-lead options!



Native Advertising Solutions:

NEW!

**Your content published through
SDM's online editorial channels!**

Drive brand awareness by publishing your buzz-worthy, non-commercial content alongside SDM's trusted editorial! Online, in our eNewsletters and throughout our social media outlets. Contact us for more information!



CUSTOM WEBINARS: Engaging Solutions for Quality Leads!

Powerful solutions for increasing brand awareness and interest in your products. These days almost anyone can produce a webinar. But only *SDM* offers the expertise, new prospects, and tools to maximize your success!

Webinar Benefits

- **Leads:** Receive 340+ qualified registration leads with demographics*
- **Brand Awareness:** Increase interest in your products
- **Product Management:** Every detail is managed by a certified webinar expert
- **Promotions:** A visually appealing and creditable campaign is created and deployed positioning you as a leader in your industry
- **NEW! Educational:** Offers CEUs to attendees generating higher viewership

Frequency and advertiser discounts available. For webinar tips, samples and more information, contact your regional sales manager or visit: <http://portfolio.bnppmedia.com/webinars>.

Close Your Security Gaps with Automated 360 Degree Intelligence

Free WEBINAR

Webinar: New Available On Demand!
 WHERE: Online
 DURATION: 60 Minutes includes Q&A with experts
 REGISTER: <http://webinars.sdmag.com> or <http://webinars.sdmag.com/magazine.com>

SDM's other webinars...
 Join us on this complimentary webinar and learn how HP...
 *Fully manage...
 *Reduce...
 *Learn about...
 Sponsored by: SECURITY SDM hp

Why Education Security Graduated to PSIM Technology

School Security Solutions
 A full range of hardware solutions to protect...
 safe and secure learning environments.

PSIM TECHNOLOGY

SDM GALA 2015

An Exclusive Networking and Sponsorship Opportunity...

Sponsor the **10th Annual SDM 100 Gala** — the social event of the year honoring the security industry's leading executives from the *SDM 100 Companies!* A Gala sponsorship gives you the unique opportunity to meet and connect with owners and senior level executives in a relaxed, social environment with delicious cuisine, meaningful conversations and top-notch entertainment.

Executives that have attended in the past include representatives from ADT Security Services Inc., ASG Security, Diebold Security, Guardian Protection Services, Monitronics International Inc., Protection 1, Stanley Convergent Security Solutions, Tyco Integrated Security, Vector Security Inc. and Vivint Inc.

Get face-to-face on an executive level with the industry's most powerful decision-makers. Contact your *SDM* regional sales representative for details.

June 24, 2015
 Baltimore, MD
SDMgala.com



*Publisher's own data. *SDM* Webinar Cumulative Registration Average, Jan. 2013 – May 2014. *SDM* June 2014 BPA Brand Report Webinar average = 153.

SDM CLASSIFIEDS & HELP WANTED

Got a job to fill?

SDM's Classified & Help Wanted sections are a cost effective way to recruit new employees, market your services and promote your training and education programs! Print and online-only options are available as well as multimedia opportunities. Please contact Heidi Fusaro at (630) 518-5470 or fusaroh@bnpmmedia.com for combination rates and other details.



CONTENT MARKETING SERVICES

High-Impact Strategies to Connect With Readers and Earn Leads...

Orangetap equips your brand with the editorial and publishing resources of *SDM* to help market and capture the attention of your customers. We'll promote your content to our readership co-branded with *SDM* to improve deliverability and open rates and we'll automatically supply you with leads.

Opportunities include:



CONTENT BLAST:
Promote proprietary editorial or educational content on your site.



HIGH-VALUE MEDIA DOWNLOAD:
Connecting readers to download a content piece on your site.



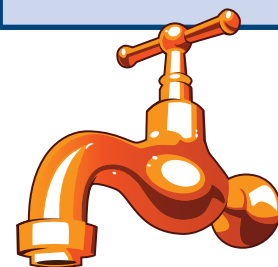
INTERACTIVE PRODUCT SPOTLIGHTS: NEW!
Readers explore your product with this engaging multimedia experience.

Need Content? We can help.

Orangetap can help you plan and create fresh, unpublished, industry-relevant content 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 your *SDM* regional sales manager.



orangetap

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 Clear Seas Research at (248) 786-1619 or connect@clearseasresearch.com.

www.clearseasresearch.com

SDM Subscriber List Rental

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



CE Campus Continuing Education: Advertising & Lead Generation Opportunities

Articles – Webinars – Events – Marketing

Partner with *SDM* to offer high-quality CEU approved courses targeting the security channel. You can further your visibility and generate high-quality leads through a variety of advertising and sponsorship opportunities. BNP Media's CE Campus handles all course accreditation and reporting!

<http://thececampus.com>



Reprints & ePrints

Use reprints of your ads or articles from *SDM* as marketing tools and let us do the printing for you. For a nominal cost, ad and article reprints are available upon request for quantities of 500 or less. PDF prints are also available.

Contact Jill DeVries at (248) 244-1726 or devriesj@bnpmedia.com for a no-obligation quote.



SDM

SDMmag.com



Connect with us on social media!
Visit www.SDMmag.com/connect.

Contact us anytime for ad rates and specifications...

Chris Ward
Mid-Atlantic & Southeast U.S.
(770) 205-4779
wardc@bnpmedia.com

Mark McCourt
Publisher
(610) 662-5477
mccourt@bnpmedia.com

Doug O'Gorden
Midwest U.S. & Eastern Canada
(847) 548-0680
ogordend@bnpmedia.com

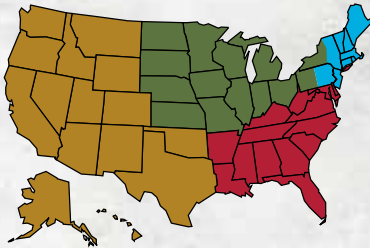
Laura Stepanek
Editor/Associate Publisher
(847) 405-4027
stepanekl@bnpmedia.com

Kent Beaver
Western U.S. & Canada
(310) 927-4475
kent.beaver@verizon.net

Heather Klotz-Young
Senior Editor
(630) 962-0096
klotz-young@bnpmedia.com

Tara Schelling
Northeast U.S.
(267) 544-0956
schellingt@bnpmedia.com

Maya Dollarhide
Associate Editor
(347) 453-6435
dollarhidem@bnpmedia.com



Austin VanKirk
Assistant Editor
(248) 786-1212
vankirka@bnpmedia.com

Jackie Bean
Online Media Manager
(215) 939-8967
beanj@bnpmedia.com

Heidi Fusaro
Inside Sales/Sales Support
(630) 518-5470
fusaroh@bnpmedia.com

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

Arlen Luo, NewSteel Media
China Advertising Sales
+86-10-88579899
nsmchina@126.com

OUR PARTNERS:



**The Security Channel Chooses SDM Media
More Than 135,000 Times Each Month!¹**



BNP Media Helps People Succeed
in Business with Superior Information

¹Publisher's own data.