The leading news source for the communications technology industry.
AUTHORITATIVE CONTENT, HIGHEST CALIBER AUDIENCE, VERSATILE INDUSTRY TOOLS

IWCE’s Urgent Communications is the official content partner of IWCE. Together, IWCE & IWCE’s Urgent Communications are a powerful resource for the communications technology industry — how it evolves and how it is used. IWCE’s Urgent Communications delivers real-world, practical information needed by dealers, private radio and wireless systems operators and large volume commercial, industrial and public safety communications end-users. Get timely coverage and analysis of the latest news via our website and newsletters.
AUDIENCE DEMOGRAPHICS

88% of subscribers are involved in the purchasing process.

Total Market Coverage: Audience Primary Business

- 29% Product Distribution
- 18% Professional Services
- 7% Business/Industry/Enterprise
- 4% Service and Infrastructure Providers
- 33% Government/Public Safety
- 4% Other

Key Decision-Makers: Audience Job function

- 11% Operations and Administrator (Director, Manager, Administration)
- 22% Leadership (President, Owner, CEO, VP, Partner, General Manager, Chief, Deputy Chief)
- 38% Technical and Engineering (VP, Director, Manager, Technician, Specialist)
- 13% Consultant/Analyst/Professional Services
- 10% Sales/Marketing
- 5% Other

Source: IWCE’s Urgent Communications 2018 Reader Profile Study

At a Glance

Online Audience
- 65,068 Average Monthly Pageviews
- 32,192 Average Unique Visitors
- 70,912 eNewsletter Subscribers

Social
- Twitter: 4,048 Followers
- Facebook: 907 Likes
- LinkedIn: 308 Followers

As of February 5, 2019
Drive ROI with results-driven programs that take your marketing campaign to the next level.

Webinars
Stand out as an industry and thought leader as you leverage the strength of the trusted IWCE’s Urgent Communications brand. Along with the 1-hour sponsored event, you will receive an integrated marketing campaign to promote the webinar.

IWCE’s Urgent Communications provides:
- Complete production crew.
- Leading industry expert to moderate the session.
- Real-time polling and Q&A.
- Custom registration form that allows you to ask three specific buying questions.
- Registration reporting and leads delivered to your inbox.
- A robust marketing campaign that includes:
  - Specific webinar email blasts sent to IWCE’s Urgent Communications’ target audience.
  - Promotional banner ads in e-newsletters and run-of-site promotion on UrgentComm.com.
  - Event archiving and online posting on UrgentComm.com for on-demand viewing.
- We supply you with all webinar promotional materials, allowing you to promote to your own database.

Rate: $8,000

Custom White Papers
Are you tasked with writing a white paper or case study but don’t have the time or technical expertise? IWCE’s Urgent Communications can help. Our technical editors can ghost write a white paper or the option of a co-branded white paper/case study is an option.

Rate: $1,500 per page
Includes full layout and design
Benefits: Sponsor can include up to two qualifying questions on registration page. Sponsor can position themselves along relevant and targeted content with 2/3 page ad.

White Papers
IWCE’s Urgent Communications will generate leads via our customizable registration forms.

White Paper program includes:
A white paper landing page on UrgentComm.com that includes an executive summary, 200 words of text and linking URL.
A short registration form that captures contact information, as well as three custom questions of your choosing to help you qualify prospects.
An active marketing campaign that includes:
- Run-of-site promotion (1 month) on UrgentComm.com.
- One e-mail blast to IWCE’s Urgent Communications’ opt-in subscribers: 200 words of text, linking URL, company logo and applicable banner creative.
- All leads collected from the registration page.

Rate: $4,000
UC eZine

IWCE’s Urgent Communications eZines wrap up important topics and content from some of the industry’s top events. Reserve your ad in advance, and Editor Donny Jackson will also interview you for a feature that will appear next to your ad.

<table>
<thead>
<tr>
<th>Ad Size</th>
<th>Price</th>
<th>eZine Topics:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Two Page Spread</td>
<td>$2,500 net</td>
<td>IWCE Wrap up</td>
</tr>
<tr>
<td>Full Page Ad</td>
<td>$1,500 net</td>
<td>APCO/NextGen 911</td>
</tr>
<tr>
<td>Half Page Ad</td>
<td>$750 net</td>
<td></td>
</tr>
</tbody>
</table>

Production is handled by IWCE’s Urgent Communications.
*Ad must be provided by the advertiser in a high res PDF format.

Email Campaigns

Email Campaigns provide a quick turn-around electronic delivery for sales messages and announcements. Audiences can be targeted by geographic and demographic criteria. Performance measurements are available 5 days after deployment and include results for delivery, opens and click through metrics.

Sample promotions include:
- Promotions
- Whitepapers
- Webinars
- Survey
- Event or Conference

Client must provide HTML file for deployment. For a small fee, Informa can help you create your HTML. Pricing is based on list selection and deployment volume. Discounts will be applied to multiple deployment orders. Please request counts and pricing from your sales representative.

Rate: $3,000
FAQ Guide
This product gives our editors the opportunity to answer the most frequently asked technical questions. Created in PDF format, these handy, two-page guides offer a quick-read format and efficient presentation.
Rate: $2,000 per FAQ Guide

Infographic
Infographics condense and convey complex data into simple snippets. They draw a wider viewing audience into information that might otherwise be hidden in long-form content, helping brands express their message and distinguish themselves from the crowd. Add an infographic to your content strategy to build awareness, drive traffic to your website and encourage social sharing of your content.
Rate: $2,000
Infographic + Custom ePostcard: $3,000

ePostcards
ePostcards are the perfect way to reach targeted prospects via email. Direct email is a quick and straightforward way to promote your message to communications technology professionals. This personalized, single-sponsored message is sent in a brand-recognizable, templated format that is easy to digest. With high-impact messaging, it provides exceptional ROI by driving impressive click-throughs and encourages audiences to take action.
Sponsors simply supply a graphic, text and URLs. IWCE’s Urgent Communications will place that content into our template and blast to our opt-in subscribers.
Rate: $1,500 Custom e-Postcard
$1,800 On The Road to IWCE e-Postcard
$1,000 On the Road to APCO e-postcard
AUTHORITATIVE CONTENT, HIGHEST CALIBER AUDIENCE, VERSATILE INDUSTRY TOOLS

Professionals worldwide turn to newsletters for essential industry content—a combination of original news, commentary and analysis. Sponsorships are unique and effective since they match buyers and sellers around compelling content. There are 5 eNewsletter options with enormous reach and potential for you and your marketing dollars.

IWCE’s UC Today
Frequency: 2x/week
Timely coverage and analysis of the communications technology industry. There are 6 advertising opportunities in each issue. Each ad allows for 50 words of text including headline and URL.

Top Banner/Tower: $300 per ad
Middle Banner/Tower: $250 per ad
Bottom Banner: $200 per ad

AVERAGE CIRCULATION: **16,997**
AVERAGE OPEN RATE: **33.00%**

Breaking News
This e-newsletter provides immediate notification of breaking wireless communications industry news.
$4,000 for five deployments

AVERAGE CIRCULATION: **19,497**
AVERAGE OPEN RATE: **38.80%**

“IWCE’s Urgent Communications keeps me well informed. I can better serve the needs of my customers with information on products and technologies available. The articles help me better understand industry-related problems, and what is being done to overcome them.”

– Joseph Kohan, Security Electronics
IWCE’s UC Industry Talk
IWCE’s Urgent Communication custom e-newsletter is a joint effort between a single sponsor and our editorial staff, covering a complete range of subjects affecting the communications technology industry, giving you the opportunity to capture the market exclusively.

$5,500 per newsletter

Live From IWCE
Available to only one exclusive sponsor, IWCE’s Urgent Communications’ Live from IWCE delivers up-to-the minute news, product announcements and daily show buzz. Includes 50 words of body copy, a brief headline and linking URL.

$5,000 for exclusive four-day deployment

Live From APCO
Available to only one exclusive sponsor, IWCE’s Urgent Communications' Live from APCO delivers up-to-the minute news, product announcements and daily show buzz. Includes 50 words of body copy, a brief headline and linking URL.

$4,500 for exclusive four-day deployment
Advertising Units

**Run-of-site**

Feature your message throughout IWCE’s Urgent Communications website, with multiple banner sizes available for maximum exposure. From standard banner units to high impact opportunities, IWCE’s Urgent Communications provides solutions for all budgets.

### Advertising Units

<table>
<thead>
<tr>
<th>AD TYPE</th>
<th>DIMENSIONS</th>
<th>CPM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billboard</td>
<td>970x90 or 728x90</td>
<td>$65</td>
</tr>
<tr>
<td>leaderboard</td>
<td>728 x 90</td>
<td>$50</td>
</tr>
<tr>
<td>Rectangle</td>
<td>300 x 250</td>
<td>$50</td>
</tr>
<tr>
<td>Small Rectangle</td>
<td>300 x 100</td>
<td>$38</td>
</tr>
<tr>
<td>Tower Unit</td>
<td>300x600</td>
<td>$80</td>
</tr>
</tbody>
</table>

**Navigation Sponsorship**

Allows you to be seen each time a user scrolls over the navigation bar of the website.

**$1,250 net/month**

**Floor Ad**

Always in view at the bottom of the screen even as user’s scroll the page, floor ads are great for spotlighting content, product awareness and persistent visibility.

**Rate: $65 CPM**

**Sidekick Ad**

Great for content marketing, lead generation, education or product demonstrations. Begins as display ad unit that “kicks” out to the side of the browser when clicked.

**Rate: $75 CPM**

**Website Traffic Across all Market Segments**

**Topics Covered**

- Engineering
- Governance
- Operations
- Technology
Content Channel
Target your message to a specific audience with a content channel page. Topics focus on Engineering, Governance, Operations, and Technology. Content channel includes:
- Original Editorial Content from IWCE's Urgent Communications
- All Advertising Real Estate on Content Page
- Your Featured Content (3 content pieces provided by you)
- Exclusive Newsletter

Rate: $5,000 net/month (3 month minimum)

HIGH-IMPACT UNITS

Interstitial
Rich media that appears in a separate pop-up browser window for 10 seconds. Standard sizes: 640x480 or 600x400

$2,000 net/week

Wallpaper
Brand both sides of any page on the website with the wallpaper unit for maximum visibility.

$3,000 net/month

Photo Gallery
Be the exclusive sponsor of our event photo galleries for IWCE and APCO. Photos from each event will be highlighted in our eNewsletters and be posted to the IWCE’s Urgent Communications website. We will post approximately 25-30 pictures at a time, with a static 468x60 ad above the gallery and a 300x250 ad appearing after every 5th image. The gallery will also be promoted by IWCE’s Urgent Communications via social media.

IWCE Photo Gallery: $3,500 net
APCO Photo Gallery: $2,500 net

Pushdown Units
This high-visibility, rich media opportunity is available in all in-page ad units. The ad expands either in width or height when the user mouse over or clicks on the ad.

$82 per CPM

Video Sponsorships
Multiple video opportunities available, including on-site, editorial and sponsor-supplied video. IWCE’s Urgent Communications posts final videos to our website with premium positioning available.

Call for pricing.
**WEBSITE AD UNITS**

Lead Time: Ads must be submitted 5 business days BEFORE scheduled deployment unless noted otherwise.

<table>
<thead>
<tr>
<th>AD TYPE</th>
<th>DIMENSIONS</th>
<th>MAX FILE</th>
<th>ACCEPTED FORMATS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interstitial</td>
<td>640 x 480 and 300x416 (mobile)</td>
<td>200 KB</td>
<td>GIF, JPEG, Java, Iframe, 3rd party tag.</td>
</tr>
<tr>
<td>Billboard</td>
<td>970x90 or 728x90</td>
<td>200 KB</td>
<td>GIF, PNG, JPEG, HTML5, 3rd party tag</td>
</tr>
<tr>
<td>Leaderboard</td>
<td>728 x 90</td>
<td>200 KB</td>
<td>GIF, PNG, JPEG, HTML5, 3rd party tag</td>
</tr>
<tr>
<td>Rectangle</td>
<td>300 x 250</td>
<td>200 KB</td>
<td>GIF, PNG, JPEG, HTML5, 3rd party tag</td>
</tr>
<tr>
<td>Small Rectangle</td>
<td>300 x 100</td>
<td>200 KB</td>
<td>GIF, PNG, JPEG, HTML5, 3rd party tag</td>
</tr>
<tr>
<td>Navigation</td>
<td>180 x 150</td>
<td>200 KB</td>
<td>GIF, PNG, JPEG, HTML5, 3rd party tag</td>
</tr>
<tr>
<td>Content Channel</td>
<td>728 x 90, 300 x 250 or 300 x 100</td>
<td>200 KB</td>
<td>GIF, PNG, JPEG, HTML5, 3rd party tag</td>
</tr>
<tr>
<td>Photo Gallery</td>
<td>300 x 250 or 468 x 60</td>
<td>200 KB</td>
<td>GIF, Animated GIF, PNG, JPEG, HTML, Flash, Rich Media, 3rd party tag.</td>
</tr>
<tr>
<td>Wallpaper Skins</td>
<td>1500 x 1006.9 or 1750 x 100.6</td>
<td>200 KB</td>
<td>GIF, PNG, JPEG. (Static image). Lead time: 10 business days.</td>
</tr>
<tr>
<td>Floor Ad</td>
<td>Initial: 970×40, 970×90 or 1200×90</td>
<td>200 KB</td>
<td>Videos, HTML5 source files, JPEG or PSD, Social Feeds</td>
</tr>
<tr>
<td></td>
<td>Expanded: Up to 970×410 or 1200×410</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sidekick Ad</td>
<td>Initial: 300×250 or 300×600</td>
<td>200 KB</td>
<td>3rd party tags or HTML5 (as 3rd party tag, DoubleClick Studio creative, DCM tag or self-contained HTML5). Animation on initial load should not last more than 15 seconds. Unlimited for user initiated animation.</td>
</tr>
<tr>
<td></td>
<td>Expanded: 850×700</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pushdown</td>
<td>Teaser: 970 x 90</td>
<td>200 KB</td>
<td>GIF, PNG, JPEG. Video Files &amp; Audio files along with instruction of where to place the video (optional). If wanting special text animation it must be created on clients end as a gif. Additional charges may be applied if wanting to go through Informa’s 3rd party vendor. Animation on initial load should not last more than 15 seconds. Unlimited for user initiated animation. Lead time 14 business days</td>
</tr>
<tr>
<td></td>
<td>Expanded: 970 x 415</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Flash ads must come with a back up GIF or JPEG

Upload files to informa.sendmyad.com
Submit email links & third party tags to sarah.a.thomas@informa.com
# NEWSLETTER AD UNITS

Lead Time: Ads must be submitted 5 business days BEFORE scheduled deployment unless noted otherwise.

<table>
<thead>
<tr>
<th>AD TYPE</th>
<th>DIMENSIONS</th>
<th>MAX FILE</th>
<th>ACCEPTED FORMATS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banner</td>
<td>468 x 60</td>
<td>200 KB</td>
<td>GIF, Animated GIF, JPEG. Optional: Body copy, 60 words max</td>
</tr>
<tr>
<td>Banner</td>
<td>180 x 150</td>
<td>200 KB</td>
<td>GIF, Animated GIF, JPEG. Optional: Body copy, 60 words max</td>
</tr>
<tr>
<td>Tower</td>
<td>160 x 600</td>
<td>200 KB</td>
<td>GIF, Animated GIF, JPEG. Optional: Body copy, 60 words max</td>
</tr>
<tr>
<td>Breaking News</td>
<td>300 x 600</td>
<td>200 KB</td>
<td>GIF, Animated GIF, JPEG. Optional: Body copy, 60 words max</td>
</tr>
</tbody>
</table>

* Outlook users do not see animated images, therefore we highly recommend that your first frame contain a call to action and pertinent information.

Upload files to informa.sendmyad.com
Submit email links & third party tags to sarah.a.thomas@informa.com
INTERNATIONAL WIRELESS COMMUNICATIONS EXPO

Conference: March 4-8, 2019 • Exhibits: March 6-7, 2019 • Las Vegas, NV • www.iwceexpo.com

IWCE’s Urgent Communications is the official content partner of the International Wireless Communications Expo (IWCE), the premier annual event for communications technology professionals. IWCE features a five-day comprehensive conference program and an exhibit hall with over 380 exhibitors showcasing the latest products and trends in the industry. In addition, over 7,000 individuals attend from a diverse group of industry professionals including government/military; public safety (law enforcement, fire service, emergency medical & 911); utility; transportation and business enterprise.

View 2019 Prospectus Here
Advertising Sales

Bill Wolpin
Executive Director, Content, Associate Publisher
770.618.0112
Bill.Wolpin@knect365.com

Tim Clary
Sales Manager
972.279-2333
Tim.Clary@knect365.com

Matt Welty
Sales Manager
770.618-0450
Matt.Welty@knect365.com

Editorial

Donny Jackson
Editor
414.529.4514
Donald.Jackson@knect365.com

IWCE Contacts

Stephanie McCall
Show Director
913.981.6146
Stephanie.McCall@knect365.com

Stacey Orlick
Director of Community and Conference Content
203.358.3777
Stacey.Orlick@knect365.com

Lucy Green
Sales Manager
949.838.2160
Lucy.Green@knect365.com
Informa’s Public Infrastructure Group represents the largest network of customers in targeted public service markets. We deliver concise, essential information covering the full spectrum of the state, county and municipal government marketplace. Together, our powerful group of brands provides solutions for branding, lead generation and thought leadership that work in harmony across industries.

**American City & County**

Serves a powerful audience of city, county, and state officials who develop and implement government policy, programs, and projects. American City & County’s family of media products delivers editorial insights, government trends, project profiles, best practices, exclusive analysis, and a broad scope of local and state government news.

**Government Procurement**

The official publication of NIGP which targets senior-level, public-sector purchasing professionals and provides them with procurement methods, case histories, management techniques, and reports on influential legislation as well as association and industry news.

**Government Product News**

The comprehensive product resource for public-sector decision-makers. GPN serves government managers, engineers, administrators, department heads, and procurement professionals who specify, plan, and buy for city, county, state and federal governments.

**IWCE**

The premier annual event for communications technology professionals with 380+ exhibitors showcasing the latest products and trends in the industry and attracting 7,000 attendees.

**IWCE’s Urgent Communications**

IWCE’s Urgent Communications is the official content partner of IWCE. Together they are a powerful resource for the communications technology industry - how it evolves and how it is used. IWCE’s Urgent Communications delivers real world, practical information needed by dealers, private radio and wireless systems operators and large volume commercial, industrial and public safety communications end-users.