

Media Kit 2022

# SECURITY MANAGEMENT



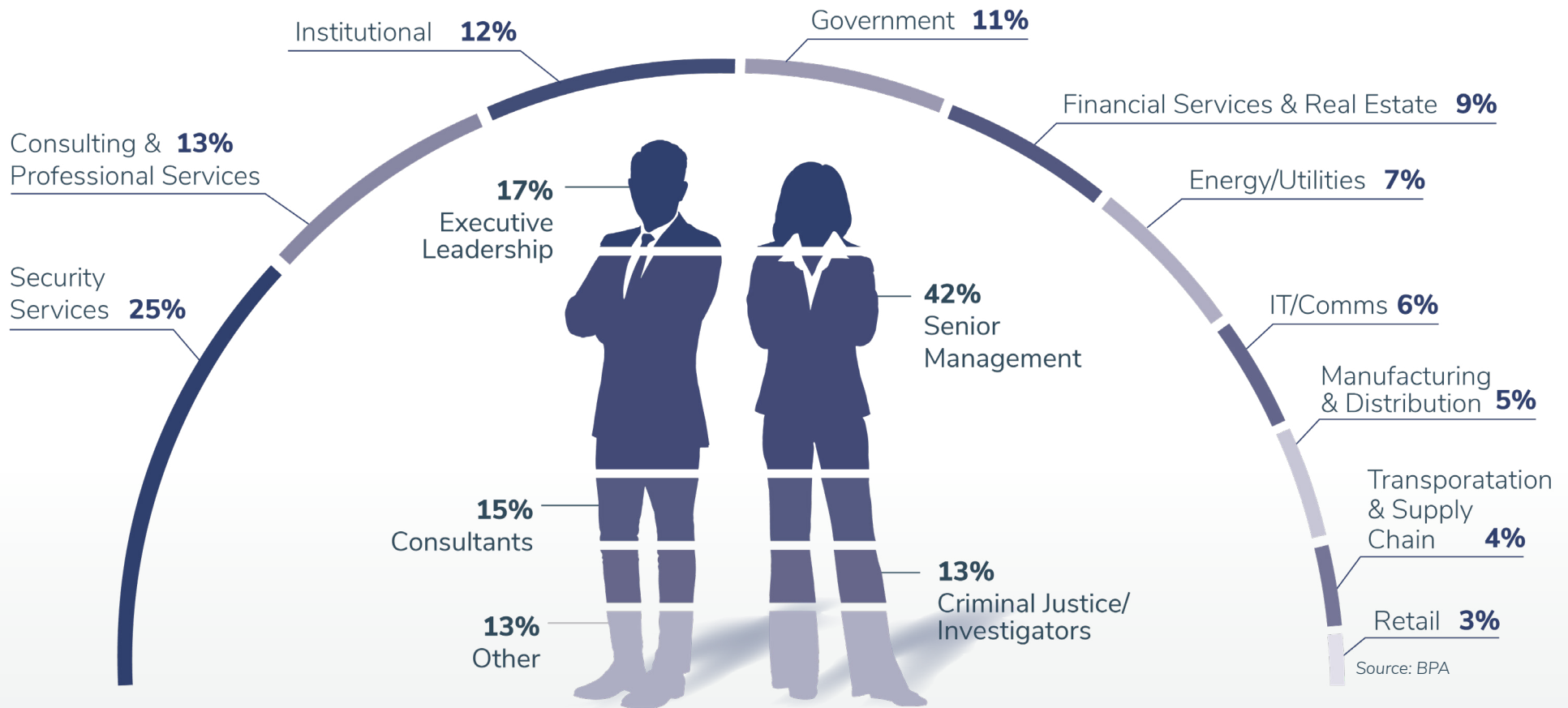
## simple solutions

that can help grow your business  
and expand your customer base.

1. Magazine Advertising **pg6**
- 2 .Newsletters **pg8**
3. Websites **pg10**
4. Security Technology **pg12**
5. Content Marketing **pg13**
6. Multimedia **pg14**
7. Events **pg15**

# 34,000+ Readers Strong

Leading Industries and Decision Makers turn to Security Management



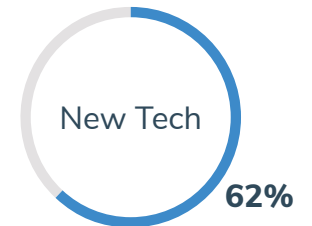
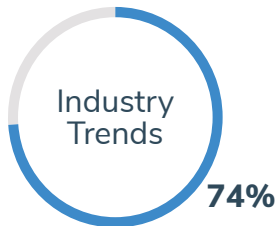
Security Management Readers Have Purchasing Power

READERS INVOLVED IN PURCHASING DECISIONS	2019 GROSS REVENUE (USD)	2019 SECURITY EXPENDITURES (USD)
89%	\$5.71B	\$4.21M

Powered by Readex Research

# An Engaged and Active Audience

Subscribers rely on **Security Management** for:



Nearly **60%** of all subscribers say they don't read any other security-related publication



minutes are spent by subscribers reading or looking through a typical issue of **Security Management**

# 3

## actions most taken

in the last 12 months as a result of reading advertisements in **Security Management**

1. Visited an advertiser's website (**36%**)
2. Discussed/shared ad with other (**22%**)
3. Saved ad for future reference (**20%**)

**DID YOU KNOW?**

**51%** of all readers took action as a result of reading advertisements in **Security Management**.

Source: Readex Research

# 2022 Editorial Calendar

## JANUARY-FEBRUARY

### PRINT

- **Crisis Intervention:** threat assessment, mental health, workplace violence, risk management
- **Resilience in Utilities:** business continuity, natural disasters, emergency management, critical infrastructure
- **Post-Incident Recovery in K-12:** active assailant, education, emergency communications, emergency preparedness
- **Q&A with new ASIS President:** leadership, management, security strategy
- **Management:** Mid-Career Leadership Lessons
- **Case Study:** Surveillance
- **3,000 Bonus Distribution:** Utilities Professionals
- **FREE Ad Study**

Ad Closing: 12/1/21 | Materials: 12/6/21

### SECURITY TECHNOLOGY

**Autonomous Vehicles and Unmanned Systems:** self-driving technology, drones, robotics, surveillance, threat intelligence, cybersecurity, privacy

### ONLINE EXCLUSIVES

- **Threat Assessments Post-Breach:** data security, threat assessment, investigations, incident recovery
- **Identifying Skill Gaps for Young Professionals:** soft skills, communication, leadership, mentoring
- **ESRM Pitfalls and Buy-in Challenges:** enterprise security risk management, C-suite communication, organizational culture, security budgets

### INDUSTRY INSIGHTS eNEWSLETTER

- Healthcare (February)

## MARCH-APRIL

### PRINT

- **Pandemic Fraud Mitigation:** banking and finance, investigations, fraud, crime prevention
- **The Impact of Technology on Risk Management:** video surveillance, smart cities, risk management, data analytics, law enforcement
- **Last-Mile Theft:** crime prevention, supply chain, retail theft, reputation management, asset management, logistics
- **Management:** Becoming a Communications Chameleon
- **Case Study:** Healthcare

Show Distribution: ISC West

Ad Closing: 2/1/22 | Materials: 2/4/22

### SECURITY TECHNOLOGY

**Cannabis Security:** video surveillance, access control, biometrics, perimeters, regulations, compliance, crime prevention

### ONLINE EXCLUSIVES

- **Threat Assessment:** risk management, communication, consulting, active assailant, terrorism
- **Career Pathways:** career transitions, law enforcement, management, soft skills
- **Investigations:** crime prevention, white collar crime, banking and finance, forensics

### INDUSTRY INSIGHTS eNEWSLETTER

- Smart Cities/Municipalities (April)

## MAY-JUNE

### PRINT

- **Transportation:** airports, travel security, passenger screening, hygiene, access control
- **CPTED:** perimeters, soft targets, facility hardening, crash barriers, crime prevention
- **Bias in Security Decision Making:** threat assessment, security operations centers, security analysts, analytics
- **Management:** Diversity, Equity, and Inclusion (DE&I)
- **Case Study:** Perimeters
- **Best Practices Supplement:** Campus Security
- **3,000 Bonus Distribution:** School and Campus Security Directors
- **FREE Ad Impact Study**

Ad Closing: 4/1/22 | Materials: 4/6/22

### SECURITY TECHNOLOGY

**Smart Cities:** facial recognition, video surveillance, privacy, automation, public-private partnerships, regulations, system integration, mass transit

### ONLINE EXCLUSIVES

- **Hospitality:** hotels and resorts, visitor management, access control, video surveillance
- **Vendor Management & Cybersecurity:** data breach, privacy, supply chain, third-party risk assessment
- **Mental Health and the Workplace:** security officers, workforce management, burnout, stress management

### INDUSTRY INSIGHTS eNEWSLETTER

- Retail (June)



## JULY-AUGUST

### PRINT

- **Executive Protection:** public official security, home security, video surveillance, security officers, guarding, risk assessment
- **Active Assailant:** workplace violence, school security, threat assessment, lockdowns
- **Security Operations Centers:** control rooms, security analysts, travel security, risk monitoring, video verification, mass notification
- **Management:** Career Transitions
- **Case Study:** Data Centers
- **3,000 Bonus Distribution:** Law Enforcement Professionals
- **FREE Ad Study**

*Ad Closing: 6/1/22 | Materials: 6/6/22*

### SECURITY TECHNOLOGY

**Campus Security:** access control, data management, building monitoring, visitor management, higher education, healthcare, hygiene, security services, license plate recognition

### ONLINE EXCLUSIVES

- **Balancing Security Workloads:** team management, leadership, burnout, stress management, crisis management, resiliency
- **Civil Unrest:** extremism, mass protest, security awareness, threat monitoring, public-private partnerships
- **Critical Infrastructure:** utilities, cybersecurity, resilience, business continuity, national security

### INDUSTRY INSIGHTS eNEWSLETTER

- Schools/Campus (August)

## SEPTEMBER-OCTOBER

### PRINT

- **Security Clearances and Background Checks:** government security, background screening, insider threat, recruitment and retention
- **Retail Theft:** loss prevention, asset tracking, video surveillance, security personnel, access control
- **ESRM and Threat Assessments:** threat analysis, risk mitigation, tabletop exercises, benchmarking, metrics
- **Crime During Natural Disasters:** emergency preparedness, business continuity, crime prevention, risk management, mass notification
- **Management:** Motivating High-Performance Teams
- **Case Study:** Event Security

**Show Distribution:** GSX

*Ad Closing: 8/1/22 | Materials: 8/4/22*

### SECURITY TECHNOLOGY

**Cybersecurity:** data breach, cybersecurity hygiene, nation-state attacks, threat assessments, automation, ransomware, security education

### ONLINE EXCLUSIVES

- **Security Officers & Mental Health:** security personnel, law enforcement, traumatic stress, incident response, workforce management
- **Human Trafficking:** hospitality, event security, liability, security awareness
- **Crisis Management and the Chain of Command:** emergency preparedness, resilience, succession planning, security training

### INDUSTRY INSIGHTS eNEWSLETTER

- Cybersecurity (October)

## NOVEMBER-DECEMBER

### PRINT

- **Climate Change, Security, and Cultural Properties:** natural disasters, fire prevention, flood prevention, asset protection, resilience
- **Travel Security:** travel tracking, airports, mass notification, executive protection
- **Firearms in the Workplace:** liability, regulations, compliance, workplace violence, threat management
- **Management:** Safety Literacy
- **Case Study:** Utilities
- **Best Practices Supplement:** Healthcare
- **3,000 Bonus Distribution:** Healthcare Security Directors
- **FREE Ad Study**

*Ad Closing: 10/3/22 | Materials: 10/6/22*

### SECURITY TECHNOLOGY

**Resilient Technology—The Fifth Anniversary of the Paris Climate Agreement:** natural disasters, business continuity, critical infrastructure, resilience, green technology, antifragility

### ONLINE EXCLUSIVES

- **Fire Prevention:** emergency management, fire and life safety, compliance, asset protection
- **Staff Safety Amid Crisis and Evacuations:** evacuations, natural disasters, life safety, crisis management, travel security
- **Social Media Security:** cybersecurity, social engineering, extremism, threat monitoring

### INDUSTRY INSIGHTS eNEWSLETTER:

- Transportation (December)

1

## SECURITY MANAGEMENT Industry-Leading Publication

*Security Management* is ASIS International's award-winning flagship publication serving the exclusive 34,000+ ASIS member community. Our readers are the security industry's most qualified and influential security decision makers—**your best prospects**. ASIS members value “their” magazine's commitment to the highest quality of editorial content, excellent graphic design, and minimal ad saturation, which means your message delivers greater impact and never gets lost in the noise.



## Magazine Rates and Specifications

### SM 2022 Rates

Security Management 4-Color Rates

	1X	3X	6X
<b>Full page</b>	\$7,760	\$7,100	\$6,670
<b>2/3 V</b>	5,820	5,340	5,080
<b>1/2 Island</b>	5,285	5,070	4,740
<b>1/2 H</b>	4,810	4,680	4,450
<b>1/3 V/Sq</b>	3,590	3,310	3,130
<b>1/4 H</b>	3,065	2,845	2,690
<b>1/6 H/V</b>	2,440	2,300	2,225
<b>Folio Footer Ad</b>	1,460	1,330	1,230

### Preferred Positions

	3X	6X
<b>Cover 2</b>	\$9,390	\$8,850
<b>Cover 3</b>	\$8,850	\$8,600
<b>Cover 4</b>	\$9,990	\$9,560

### Best Practices

Share your proven solutions with our readers by participating in these topic-focused supplements.

#### May-June

Campus Security

Closing: 3/25/22

Materials: 4/1/22

#### November-December

Healthcare Security

Closing: 9/26/22

Materials: 10/3/22

#### Supplement Rates

- Single page Case Study/Full page ad \$3,000 net
- Two-page Case Study or ad \$4,500 net
- Cover 2 or 4 at earned frequency rate plus 15%
- Participants receive 100 free reprints

## Security Management Specs for Print Sizes

<b>Spread bleed</b> 18.25 width x 11.125 height	<b>Single bleed</b> 9.25 width x 11.125 height	<b>Full page trim size</b> 9 width x 10.875 height	<b>Two thirds page</b> 4.50 width x 9.75 height	<b>Half page island</b> 4.50 width x 7.25 height	<b>Half page horizontal</b> 6.75 width x 4.875 height
<b>One third page vertical</b> 2.125 width x 9.75 height	<b>One third page square</b> 4.50 width x 4.875 height	<b>One quarter page horizontal</b> 4.50 width x 3.375 height	<b>One sixth page horizontal</b> 4.50 width x 2.375 height	<b>One sixth page vertical</b> 2.125 width x 4.875 height	<b>Folio Footer</b>  <b>Trim Size</b> 9 width x 1.00  <b>Bleed</b> 9.25 width x 1.125
					<b>*Cover Partial Tip-on</b>  Trim 8.75 x 8 Full Bleed 9 x 8.25

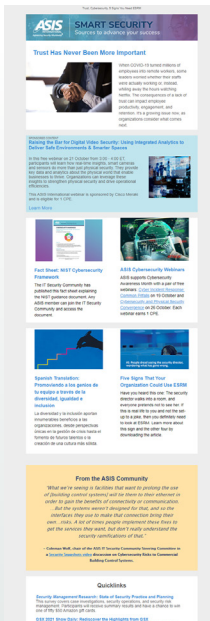
\*Cover tip-ons are only available for high-volume show distribution issues

# 2

## Newsletters

Security Management's curated emails deliver security-related news stories, industry trends, and the latest in technology solutions. Dynamic delivery systems and optimal ad positioning simplify and enhance marketing campaigns to target active security professionals.

### SMART SECURITY



This newsletter is pushed out twice a month and highlights new content from ASIS International, including articles, education, subject-area content, and other resources.

#### Interstitial Banner 1 or Sponsored Content\*

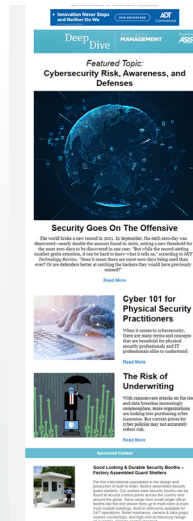
468 x 60; 200 x 200 image, Up to 80 words + headline | \$2,000 per month

#### Interstitial Banner 2 or Sponsored Content\*

468 x 60; 200 x 200 image, Up to 80 words + headline | \$2,000 per month

**Open rate:** 24% | **Avg. delivered:** 24,000+  
Source: Mautic

### DEEP DIVE NEWSLETTER



This monthly newsletter will home in on emerging issues and security trends, full of fresh virtual content, analysis, and articles from *Security Management*.

#### Top Banner

468 x 60 | \$2,500 per month

#### Interstitial Banner 1 or Sponsored Content

468 x 60; 200 x 200 image, Up to 80 words + headline | \$2,000 per month

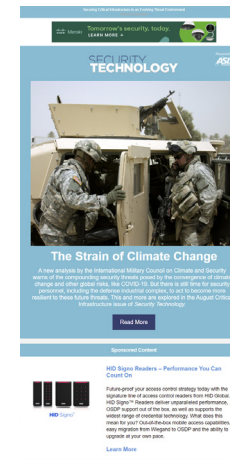
#### Interstitial Banner 2 or Sponsored Content

468 x 60; 200 x 200 image, Up to 80 words + headline | \$2,000 per month

Materials are due the first of each month.

**Open rate:** 15% | **Avg. delivered:** 46,000+  
Source: Mautic

### SECURITY TECHNOLOGY



This newsletter offers readers the latest technology, privacy challenges, and applications in this semimonthly newsletter, which will feature thought-leadership articles, case studies, product updates, and trend analysis.

**Open rate:** 19%  
**Avg. delivered:** 46,000+  
Source: Mautic

#### Top Banner

468 x 60 | \$2,500 per month

#### Interstitial Banner 1 or Sponsored Content\*

468 x 60; 200 x 200 image, Up to 80 words + headline | \$2,000 per month

#### Interstitial Banner 2 or Sponsored Content\*

468 x 60; 200 x 200 image, Up to 80 words + headline | \$2,000 per month

*\*Sponsored content only available to participants in the corresponding Security Technology digital issue.*

#### Materials Due

- February issue: January 14
- April issue: March 15
- June issue: May 13
- August issue: July 15
- October issue: September 15
- December issue: November 15



## EXECUTIVE BRIEF

**\$10,000 per exclusive email**

## M DAILY

**Top Banner**  
468 x 60 | \$1,750 per week or  
\$5,000 per month

**Sponsored Content**  
150 x 150 image, Up to 80  
words + headline | Multiple avail-

able | \$2,000 per week

## SM FIRST LOOK

[Read More](#)

**Interstitial Banner 1 or Sponsored Content**  
468 x 60; 200 x 200 image, Up to 80 words + headline | \$2,000 per month

**Open rate: 19% | Avg. delivered: 48,000+**  
Source: Mautic

## INDUSTRY INSIGHTS



# Industry Insights

## MANAGEMENT



### Focus: Healthcare

Hospitals and healthcare institutions have always been hotbeds for emotion, disgruntled patients, and angry employees. But the COVID-19 pandemic has elevated the stakes and the potential for conflict. In this special issue, we explore a discussion into a confrontation spark. The COVID-19 pandemic has also elevated the stakes for healthcare organizations. The focus is on healthcare safety and wellbeing, de-escalation techniques, and aggression detection tools.

**Reemond Cantwell**

**Taligent Detection Where You Need It**

While many organizations in healthcare focus on patient safety, staff safety, and other employee safety, many organizations are not. Taligent's AI-powered aggression detection and authorized entry control can help you and your facility. The system can detect and prevent unauthorized access to your facility. The system can detect and prevent unauthorized access to your facility. The system can detect and prevent unauthorized access to your facility.

**Learn More**

Due to a surge of patients in recent years, administrators and healthcare providers at Martin Luther King, Jr. Community Hospital (Willowbrook, California) have been forced to find new ways to treat people in a limited space while keeping 2,000 employees, staff, and contractors safe. To further reduce the number of violent incidents at the hospital, security decided to implement audio aggression and gunshot detection technology.

Typical situations do not immediately trigger our primitive survival instincts, otherwise we would all be running around like Lou Ferrigno in "The Incredible Hulk." However, when someone loses control or snaps, this is exactly what is happening. With proper awareness, building tension can be identified as the beginning of this biochemical domino effect. Catching it early offers a chance to stop ourselves from behaving unprofessionally.

**REPORT**

**How Leaders in Healthcare Security Leverage Technology and Policy for a Safer Campus**

**Sponsored Content**  
200 x 200 image, Up to 80 words + headline |  
\$2,000 per issue

Materials are due 1st of issue month

# 3

## Websites

The ASIS and *Security Management* websites are invaluable resources for industry professionals. Whether site visitors are consuming exclusive online content, browsing the store for the latest literature, or gathering intel on the next ASIS event, advertising options feel complementary, not obtrusive.

**ASISonline.org**

**A**

FEATURED CONTENT

**720x325 image, 120 words or less** \$3,500/month

**B**

INTERSTITIAL BANNER

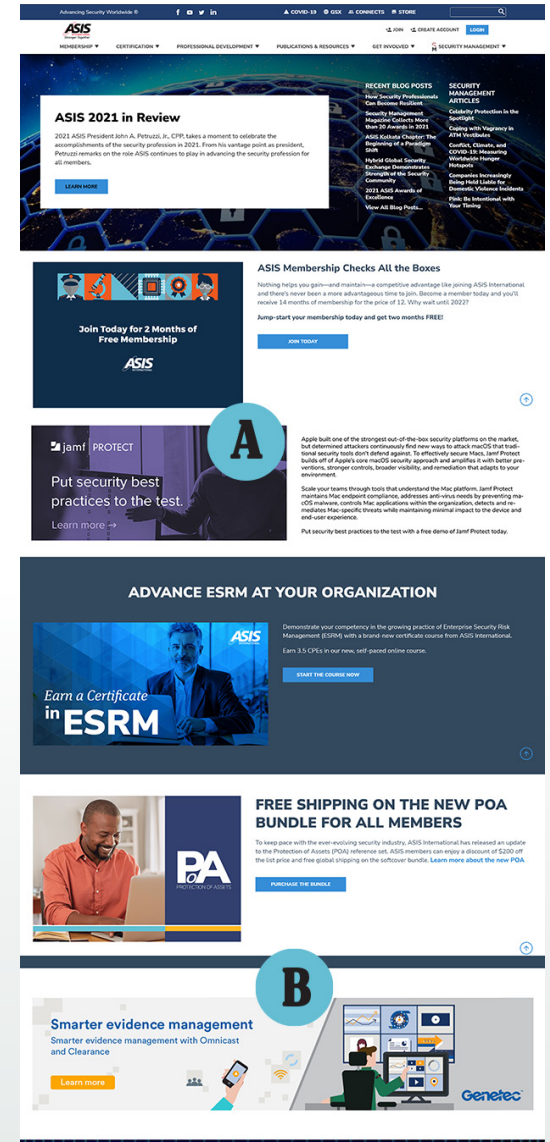
**1440x325** \$2,500/month

Web banners on the ASIS site should be .jpg or .gif files. Sorry, animated .gif files not accepted. Only six advertisements allowed per zone, per month. Zone positions may slightly vary from page to page on this site, pending ASIS content.

**Pageviews:** 480,694 average per month | **Sessions:** 133,589 average per month |

**Users:** 80,655 average per month

Source: Google Analytics, 10.01.20120 – 9.30.2021



# SM.ASISonline.org



**A**

## WELCOME PAGE AD

### Exclusive Position

**640x480** \$1,000/week

**B E**

## LEADERBOARD BANNER AND LOWER BANNER

**728x90** \$2,500/month  
\$6,500/quarter  
\$25,000/year

**C1 C2**

## MEDIUM RECTANGLES

**300x250** \$2,500/month  
\$6,450/quarter  
\$22,800/year

**D**

## FEATURED CONTENT

**Only available on homepage**  
**720x325 image, 120 words or less** \$3,500/month

Web banners on the *Security Management* site should be .jpg or .gif files. Animated .gif files accepted. No more than 10 ads are allowed to rotate in these positions per month.

**Pageviews:** 50,146 average per month | **Sessions:** 37,898 average per month |

**Users:** 29,229 average per month

Source: Google Analytics, 10.01.2020 – 9.30.2021

# 4

## Security Technology

For news on cutting-edge technological security solutions, innovative thought-leadership, and creative installations, *Security Management* magazine readers turn to the *Security Technology* community for information. This digital platform allows security-vendor leaders and startups alike to show off their latest product offerings and spark future-facing conversations.

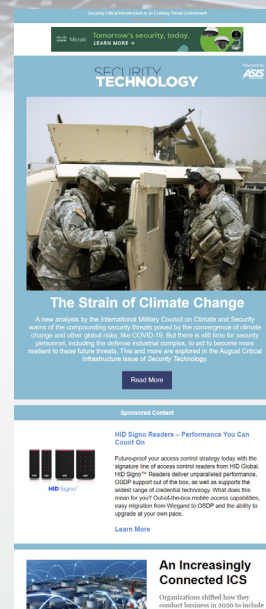
*Security Technology* articles are prominently featured on the SM website, and highlights can be found in each issue of *Security Management*, read by an audience of 34,000 security professionals.

Major topics *Security Technology* will address in 2022 include autonomous vehicles and unmanned systems, cannabis security, smart cities, campus security, cybersecurity, and resilient technology. See pages 4-5 for editorial calendar.

Take advantage of this targeted editorial environment by providing a:

- Prewritten case study
- Thought-leadership article
- Product-specific content
- Infographic

**\$3,000 per item**



## SECURITY TECHNOLOGY NEWSLETTER

### Top Banner

468 x 60 | \$2,500 per month

### Interstitial Banner 1 or Sponsored Content\*

468 x 60; 200 x 200 image, Up to 80 words + headline | \$2,000 per month

### Interstitial Banner 2 or Sponsored Content\*

468 x 60; 200 x 200 image, Up to 80 words + headline | \$2,000 per month

See ad deadlines on page 8

*\*Sponsored content only available to participants in the corresponding Security Technology digital issue.*



## CUSTOM WEBINARS

High-targeted lead generation. Webinars enable you to select a compelling topic, develop the content, and participate in presenting.

A producer will assist you in tailoring your concept to ensure your webinar is eligible for recertification credits.

**\$15,000** per webinar

### **Custom Webinar Attendee Statistics:**

**Average Registrants:** 814

**Average Attendees:** 319

Source: ON24

## WEBINAR SPONSORSHIPS

Partner with ASIS webinars on key educational topics throughout the year.

**\$5,000** per sponsorship

### **Sponsored Webinar Attendee Statistics:**

**Average Registrants:** 733

**Average Attendees:** 386

Source: ON24

## CUSTOM RESEARCH

Original research is conducted through surveys and interviews of ASIS professional members.

**\$8,500** per net

## NATIVE ADVERTISING

Refer to the newsletters section for details on other sponsored content options on pages 8-9.



# 5

## Content Marketing

Customized content marketing offers affordable solutions covering reporting, writing, editing, design, and participating in events. Deliver helpful information to your audience and increase the prospect they will reward you with business and continued loyalty.



# 6 Multimedia

*Security Management Highlights* is a monthly **podcast** that brings the security professional expert interviews and information on the most critical industry topics. Each month, host Chuck Harold interviews thought leaders and industry professionals, as well as editors from the magazine. In the first nine months of 2021, SM Highlights had more than 25,000 listens, with some of the most popular topics including building cultures of safety, evolutions in global organized crime, workplace violence in remote workplaces, and insider threat.

**Average listens per *Security Management* episode: 1,400**

Source: Soundcloud

## GSX Daily Podcast

Every issue of the *GSX Daily*—the official publication of GSX—features a short bonus podcast interviewing a key speaker or presenter from GSX. These podcasts are sponsorable.

**Average listens per GSX episode: 830**

Source: Soundcloud

## PODCAST OPPORTUNITIES

### Podcast Commercial Placement and Sponsorship

Provide a 30-second audio commercial that will play during the show. No commercial? No problem. The podcast host can read your scripted message on air. Sponsors may also provide a subject matter expert, who can be interviewed for a five-minute non-promotional segment on a topic that aligns with the *Security Management* editorial calendar. Plus, your organization will be mentioned as the episode's sponsor at the beginning and end of the podcast.

**\$3,000 per episode**



## Add motion to your multimedia campaign.

Take advantage of *Security Management's* **Security Snapshot video series** and align yourself with ASIS Communities' experts and targeted topics. Each month, *Security Management* will interview ASIS subject matter experts to explore and dive into timely and poignant security themes and conversations. Videos are posted to the ASIS International YouTube channel, LinkedIn and social media pages, and the *Security Management* homepage. Act quickly, there are only 2 sponsorable videos per month!

## VIDEO OPPORTUNITIES

### Video Commercial Placement and Sponsorship

Provide a 30- to 60-second video commercial that will run mid-interview, as well as an audible thank-you and logo to run in both the opening and closing of the Security Snapshot. Share the video on your company's social media platforms to brand your organization as a thought leader in the security industry.

**\$5,000 per security snapshot**

## 2022 TOPICS

**January:** Healthcare

**February:** Fire and Life Safety

**March:** Security Architecture and Engineering

**April:** Cannabis Security

**May:** Critical Infrastructure

**June:** Human Threat Management

**July:** Pharmaceutical Security

**August:** Commercial Real Estate

**September:** Security Services

**October:** Executive Protection

**November:** Physical Security

**December:** Extremism and Political Instability

# 7 Events

A *Security Management* live or virtual event allows a company to position itself as an industry thought leader by providing education to attendees on topics that affect the entire security industry. Provide your organization the opportunity to increase brand awareness during forums designed to help security professionals protect people, property, and information.

Or go big! Connect with thousands of decision makers during the biggest security-related event of the year: GSX.

## LIVE ROAD SHOWS

This half-day workshop allows face-to-face interaction with decision makers, providing a company with increased brand awareness and a forum to present unique solutions to critical problems.

## GSX EVENTS

Showcase your service or product in front of thousands of decision makers during the biggest security-related event of the year.

# Virtual Experiences

### **Security Management Virtual Road Shows:**

A virtual road show is an exclusive online event that allows a company to position itself as an industry leader by providing education to attendees on topics that affect the entire security industry.

**Security Management Lunch and Learns:** An invitation-only event, drawing attendees from a specific geographic location or from a specific vertical industry, encouraging conversation among peers on current security challenges.

**CSO Summit Series:** Delivers high-touch experience that includes peer-to-peer networking, multiple learning formats, highly qualified experts, and relevant and challenging content.

**Reach out to your sales representatives for more information to partner with ASIS on these experiences.**



# Awards

Security Management is the award-winning publication of ASIS International, the preeminent international organization for security professionals. Take a look at some of the recent, prestigious honors SM has received:

## OVERALL EXCELLENCE AWARDS



### **Magazine of the Year, 2021**

*National Honorable Mention | American Society of Business Publication Editors (ASBPE)*



### **Magazine of the Year, 2019**

*Winner | Niche Media*



### **Overall Art Direction, 2021**

*Winner | Eddie and Ozzie Publishing Awards*

### **Best Single Issue, Writing, 2021**

*Winner | Apex Awards for Publication Excellence*

### **Technical and Technology Writing, 2021**

*Winner | Apex Awards for Publication Excellence*

## EDITORIAL AWARDS

### **Overall Headline Writing, 2021**

*National Silver Award, ASBPE Regional Bronze Award*

### **Single Topic Coverage by a Team, 2021**

*ASBPE Regional Silver Award, National Bronze Award*

### **Feature Article, 10 or More Issues Per Year, 2021**

*ASBPE Regional Silver Award, National Bronze Award*

### **Regular Department, 2021**

*Cybersecurity  
ASBPE Regional Bronze Award*

### **All Content - Trade Show/Conference Coverage, 2021**

*GSX+ Daily  
ASBPE Regional Gold Award*

## DESIGN AWARDS

### **Magazine/Newspaper Design, 2021**

*ASBPE National Gold Award, Regional Gold Award*

### **Website Design, 2021**

*ASBPE Regional Silver Award, National Silver Award*

### **Front Cover, Special Issue, Supplement Design, 2021**

*ASBPE Regional Silver Award, National Bronze Award*

### **Online Feature Article Design, 2021**

*ASBPE Regional Silver Award, National Bronze Award*

### **Opening Page/Spread: Photo Illustration, 2021**

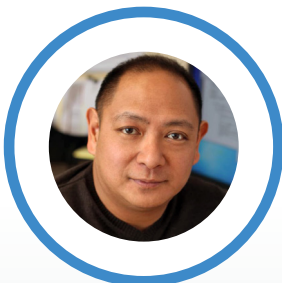
*ASBPE Regional Silver Award*

# Article Development

ASIS readers are *Security Management's* greatest strength. Their experience and day-to-day desire to protect lives, property, and data give them the unparalleled ability to help other security professionals protect their interests.

If you are a security professional and would like to write for *Security Management*, email Managing Editor **Claire.Meyer@asisonline.org** or call 703.518.1444. If you are interested in writing a *Security Technology* article, email **Megan.Gates@asisonline.org** or call 703.518.1474.

## Engage with us.



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Companies # through L



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Companies M through Z

## Write for us.



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Senior Editor

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# The Fine Print

**INVOICES AND CREDIT:** Our invoices are NET 30 DAYS, with no prepayment discounts. Commissions disallowed on invoices not paid within 30 days of invoice date. Overseas advertisers must prepay in NET US dollars.

New advertisers and agencies must prepay their first insertion. After credit approval, we bill following publication. No advertiser or agency with invoices more than 60 days outstanding will be permitted to place advertising or contract for exhibit booths until all outstanding invoices are paid. Advertisers and agencies with records of delinquent payment to ASIS International will be required to prepay until they have re-established good credit.

Payments received will be credited to the oldest outstanding balance.

**DISCOUNTS, REBATES, AND SHORT RATES:**

You will be billed at the one-time rate unless we have entered into an advertising contract. Frequency discounts are paid as a rebate after the contract period expires. An advertiser who does not complete a committed schedule will be subject to a short rate.

**COMMISSIONS:** Commissions of 15% of gross billing for space and color are granted on accounts paid within 30 days of invoice date. 15% commission is available on all space, except for classified advertising.

Mechanical charges, tip-in charges, and classified advertising are not commissionable.

Commissions are extended only to recognized agencies.

We require written confirmation of the agency appointment from the advertiser. If we bill the advertiser, our invoice will be for the gross amount.

**CANCELLATIONS AND CHANGES:** Cancellations of or changes to existing insertion orders must be made in writing before the ad deadline to which the insertion order applies. Ads cancelled after the issue closing date will be billed at the prevailing space rate.

**CONDITIONS:** All advertising is subject to publisher's approval and agreement by the advertiser to indemnify and protect the publisher from loss of expense or claims to suits based upon the subject matter of such advertisements.

You may make promotional references to *Security Management* with prior written permission.

We reserve the right to place the word "advertisement" with copy that could be mistaken for editorial material.

Insertion orders placed by an agency represent acceptance of all terms and conditions in this rate card. We are not bound by conditions appearing on order blanks or copy instructions when such conditions conflict with terms and conditions. Nor are we bound by conflicting contracts and orders received from advertiser or agency.

Insertion orders are accepted from agencies with the understanding that the agency is acting as the advertiser's representative. Agency and advertiser are jointly and severally responsible for all space, color, position, and mechanical service charges incurred by either.

**DISCOUNTS:**

Contracts cover number of issues within 12-month period beginning with the month of first insertion. Contract provides advertisers with rate protection for 12 months.

**FREQUENCY:**

- Multiple insertions within an issue count toward contract frequency discounts.
- Subsidiary companies can share frequency under a parent company "umbrella" contract.
- Frequency and umbrella discounts will not be honored if all components of original contracted program are not fulfilled.

**SERVICES TO ADVERTISERS:** We can help you make the following changes to your materials: new type, key-code, address change, strip-ins, etc. Charge for services: Cost plus 20% (non-commissionable; \$25 minimum). A digital version of every ad will be archived indefinitely. All physical materials will be disposed of after 12 months unless otherwise specified upon submission. Accurate color proofs will only be saved for 12 months after the last use.



## This image shows a full page of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There is no handwriting or other markings on the paper.



SECURITY  
**MANAGEMENT**

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