Managed Healthcare®
The C-Suite Advisor EXECUTIVE

2019 media kit
ModernMedicine Network includes over 30 brands, spanning 17 markets to meet the marketing needs of the healthcare industry.

ModernMedicine Network reaches all sectors of the healthcare industry with tactical brands thru multiple touchpoints. We take pride in our creative approach to targeting qualified audiences, understanding those audiences and delivering relevant, practical content to decision makers. From custom solutions to standard display, our team optimizes the diversity and reach of the ModernMedicine Network to meet your expectations.

For more information on ModernMedicine brands and marketing materials go to ModernMedicine.com

1.25M+ database of HCPs
1.5M unique visitors/month
3.5M average page views/month
780K print subscribers
1000+ KOL’s on Editorial board
Managed Healthcare Executive, provides analysis, insights and strategies to pursue value-driven solutions.

www.managedhealthcareexecutive.com

16K
US E-News subscribers

106K
Page views/month*

45K+
Print Circulation

32.9K
Unique Visitors*

2.6
Pages per visit*

4.90 min.
Avg. Time on Site*

*Based on 6 month rolling average
Focus On...
(Previously known as Topic Resource Centers)

Keep your brand top-of-mind within an on-site section exploring contextually relevant topics to your target audience.

» **Exclusive sponsorship** of a dedicated, on-site section and email
» **Content including** news, perspectives, resources, articles, videos and slide shows
» **No Medical Legal Regulatory review**
» **Pricing options** by audience and impression volume

Custom-designed programs to fit your needs.
Contact your sales representative for pricing and availability.

New Engaging Format!
Conference Coverage

From-the-floor reporting aligns your brand message with *Managed Healthcare Executive* objective news and commentary before, during and after major industry events.

**PROGRAM MAY INCLUDE:**
» Banners and sponsored content links within show coverage area for 3 months
» Banners on daily eNewsletters during show to our most engaged subscribers
» Pre-roll on video
» Dedicated eBlast

Custom-designed programs to fit your needs. Contact your sales representative for pricing and availability.
Champions’ Challenge

Peer-to-peer engagement with friendly competition, brand awareness and market research rolled into one successful gaming platform.

- Scalable from 2-12 qualifying rounds with a leaderboard and final, “invitational” round
- Questions may be supplied in a variety of formats, including video

Custom-designed programs to fit your needs.
Contact your sales representative for pricing and availability.
Podcasts

Drive engagement on key topics from different perspectives under the authority of our trusted brand.

- Available for download or playback
- Provide co-branded pertinent information with 100% SOV in an enduring format
- “Brought to You By” tagline
- High interest/timely content
- Robust traffic-driving audience generation package included
- Creates engagement
- Under the auspices and credibility of the journal

Custom-designed programs to fit your needs. Contact your sales representative for pricing and availability.
BANNER ADS

Your run-of-site (ROS) ad gets the attention of all professional healthcare site visitors most relevant to your advertising needs. Banner ad pricing assumes IAB Viewability Guidelines (https://www.iab.com/guidelines/state-of-viewability-transaction-2015/); additional viewability requirements may incur premiums.

<table>
<thead>
<tr>
<th>Ad Type</th>
<th>Dimensions (WxH)</th>
<th>Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leaderboard; Medium Rectangle; Skyscraper; Wide Skyscraper†</td>
<td>728x90; 300x250; 120x600; 160x600</td>
<td>$85/CPM (net)</td>
</tr>
<tr>
<td>Half Page†</td>
<td>300x600</td>
<td>$125/CPM (net)</td>
</tr>
<tr>
<td>Pushdown*</td>
<td>970x90 – expands to 970x415</td>
<td>$125/CPM (net)</td>
</tr>
<tr>
<td>Floating Footer</td>
<td>728x90; 970x90; 1025x100</td>
<td>$175/CPM (net)</td>
</tr>
</tbody>
</table>

†See expanded dimensions, where applicable in format guidelines.

*Expanding pushdown ad units push page content down rather than expanding over page content.

HOME PAGE ROAD BLOCK

Utilize all positions for 100% SOV on the homepage.

Rates vary based on site traffic; please inquire for pricing.

WALLPAPER ADS

<table>
<thead>
<tr>
<th>Ad Type</th>
<th>Dimensions (WxH)</th>
<th>Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wallpaper</td>
<td>150x1050</td>
<td>$375/CPM (net)</td>
</tr>
</tbody>
</table>
**digital solutions**

### e-NEWSLETTERS

**e-Newsletters provide additional opportunities** to reach opt-in and engaged executives through a trusted source. These timely resources delivered to healthcare professionals’ in-boxes can contain breaking industry news, regulatory updates, and practice management tips.

<table>
<thead>
<tr>
<th>Frequency</th>
<th>Average Engaged Distribution*</th>
<th>Rectangle/Rec 300x250 (Net)</th>
<th>In-Column Text (Net)</th>
</tr>
</thead>
<tbody>
<tr>
<td>3x/week</td>
<td>16,000**</td>
<td>$2,000</td>
<td>$2,000</td>
</tr>
</tbody>
</table>

* Publisher’s own data  
** US distribution

### e-ISSUE ALERTS

**e-Issue Alert** showcases editorial highlights in the journal as well as notification when the digital edition is ready for download. The mailing is designed to alert readers to specific articles in the current issue, as well as web-only features.

<table>
<thead>
<tr>
<th>Frequency</th>
<th>Average Engaged Distribution*</th>
<th>Rectangle/Rec 300x250 (Net)</th>
<th>In-Column Text (Net)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monthly</td>
<td>20,000</td>
<td>$2,000</td>
<td>$2,000</td>
</tr>
</tbody>
</table>

### ADVERTORIAL e-BLASTS

**Send your custom message** directly to the in-boxes of our highly engaged audience. e-Blasts are a way to send your targeted message efficiently and effectively to a large opt-in user base.

**Contact your sales representative for pricing and availability.**

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**Static Ad Specification**  
**Max File Size:** 40K  
**Formats Accepted:** GIF or JPG plus 1 Live Click URL provided by client  
**No Flash/Rich Media** accepted for e-News

**In-Column Text Ad Specification**  
**Header:** 60 characters, **Body text:** 210 characters. Maximum character allowances including spaces:
# Digital Specifications

## Advertising Creative Format Guidelines

<table>
<thead>
<tr>
<th>Creative Unit Name</th>
<th>Initial Dimensions (WxH in pixels)</th>
<th>Maximum Expanded Dimensions (WxH in pixels)</th>
<th>Max Initial File Load Size (See note 2 below)</th>
<th>Host-initiated Subload (See note 3 below)</th>
<th>Animation/Video Guidelines (See video notes below)</th>
<th>Z-index Range</th>
<th>Unit-Specific Notes (See General Ad Requirements below)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Medium Rectangle</td>
<td>300x250</td>
<td>600x250</td>
<td>200 KB</td>
<td>300 KB</td>
<td>15 sec max animation length / Video not allowed for this unit. See “In-Banner Video” &amp; Rich Media units below</td>
<td>0 - 4,999</td>
<td>Expansion must be user-initiated</td>
</tr>
<tr>
<td>Skyscraper / Wide</td>
<td>120x600, 160x600</td>
<td>600x600</td>
<td>200 KB</td>
<td>300 KB</td>
<td>15 sec max animation length / Video not allowed for this unit. See “In-Banner Video” &amp; Rich Media units below</td>
<td>0 - 4,999</td>
<td>Expansion must be user-initiated</td>
</tr>
<tr>
<td>Leaderboard</td>
<td>728x90</td>
<td>728x315</td>
<td>200 KB</td>
<td>300 KB</td>
<td>15 sec max animation length / Video not allowed for this unit. See “In-Banner Video” &amp; Rich Media units below</td>
<td>0 - 4,999</td>
<td>Expansion must be user-initiated</td>
</tr>
<tr>
<td>Half Page</td>
<td>300x600</td>
<td>600x600</td>
<td>200 KB</td>
<td>300 KB</td>
<td>15 sec max animation length / Video not allowed for this unit. See “In-Banner Video” &amp; Rich Media units below</td>
<td>0 - 4,999</td>
<td>Expansion must be user-initiated</td>
</tr>
<tr>
<td>Pushdown</td>
<td>970x90</td>
<td>970x415</td>
<td>200 KB</td>
<td>300 KB</td>
<td>Minimum 24 fps for video / 15 sec max length (unlimited user-initiated) / 1.1 MB additional file size allowed for host-initiated video / Unlimited file size for user-initiated video</td>
<td>0 - 4,999</td>
<td>“Expanding Pushdown ad units &quot;push&quot; page content down rather than expanding over page content.”</td>
</tr>
<tr>
<td>Wallpaper</td>
<td>150x1050</td>
<td>Expansion not allowed for this unit</td>
<td>200 KB</td>
<td>Not allowed for this unit</td>
<td>Minimum 24 fps for video / 15 sec max length (unlimited user-initiated) / 1.1 MB additional file size allowed for host-initiated video / Unlimited file size for user-initiated video</td>
<td>0 - 4,999</td>
<td></td>
</tr>
<tr>
<td>In-Banner Video</td>
<td>300x250, 160x600, 728x90, 300x600</td>
<td>Expansion not allowed for these units</td>
<td>200 KB</td>
<td>100 KB</td>
<td>Minimum 24 fps for video / 15 sec max length (unlimited user-initiated) / 1.1 MB additional file size allowed for host-initiated video / Unlimited file size for user-initiated video</td>
<td>0 - 4,999</td>
<td></td>
</tr>
<tr>
<td>Floating Footer</td>
<td>728x90, 970x90, 1025x100</td>
<td>Expansion not allowed for this unit</td>
<td>200 KB</td>
<td>300 KB</td>
<td>15 sec max animation length / Video not allowed for this unit</td>
<td>0 - 4,999</td>
<td></td>
</tr>
<tr>
<td>Mobile Static Banner</td>
<td>300x50</td>
<td>Expansion not allowed for this unit</td>
<td>50 KB</td>
<td>Not allowed for this unit</td>
<td>15 sec max animation length / Video not allowed for this unit</td>
<td>0 - 4,999</td>
<td></td>
</tr>
<tr>
<td>Mobile Wide Static Banner</td>
<td>320x50</td>
<td>Expansion not allowed for this unit</td>
<td>50 KB</td>
<td>Not allowed for this unit</td>
<td>15 sec max animation length / Video not allowed for this unit</td>
<td>0 - 4,999</td>
<td></td>
</tr>
</tbody>
</table>

### Abbreviations:
- px = pixel
- sec = seconds
- fps = frames per second
digital specifications

GENERAL AD REQUIREMENTS (APPLY TO ALL ADS):

- **File Format:** Jpg, gif, png, HTML5 (must be 3rd party hosted), 3rd party hosted
- **Interest-Based Advertising (IBA):** Include IBA self-regulation controls for ads using behavioral targeting (5 KB max file size)
- **Audio:** Must be user-initiated. To allow for audio initiation in videos without player controls, a control may be included for user to initiate audio.
- **Hotspot:** Not to exceed 1/4 size of ad. Initiated when cursor rests on hotspot for at least 1 sec. Must NOT initiate audio.

- **Defining ad space:** Ad unit content must be clearly distinguishable from normal webpage content (ad unit must have clearly defined borders and not be confused with normal page content).
- **Max CPU:** Ad not to exceed 30% CPU usage during host-initiated execution.
- **Submission lead time:** Minimum lead time for ad file submission is 6 days before campaign start.
- **Max number of host-initiated file requests:** Ad not to exceed 15 file requests during initial file load and host-initiated subload. Unlimited file requests allowed after user-interaction.

- **File type:** .mp4
- **Max file size:** 20mb
- **Ratio:** 16:9
- **Dimensions:** 1280x720 (responsive to the page level)

- **Tags Accepted:** 1x1, VAST, VPAID JS (html), all tags must be SSL only
- **Video length:** 15/30 sec
- **FPS:** 24

- **Host-initiated subload:** where allowed, additional files may load one second after the browser domContentLoadedEventEnd event. The ad should be able to “listen” for the browser domContentLoadedEventEnd event before subsequent files beyond the initial max file size may be loaded.
- **User-initiated file size:** Ads that allow additional file size for host-initiated subload also allow for unlimited file load after user-initiated interaction. User initiation is the willful act of a user to engage with an ad. Users may interact by clicking or tapping the ad, and/or rolling over an ad (or a portion of an ad).

VIDEO REQUIREMENTS:

- **File type:** .mp4
- **Max file size:** 20mb
- **Ratio:** 16:9
- **Dimensions:** 1280x720 (responsive to the page level)

- **File weight calculation:** All files for the ad (.html, .js, .css, images, etc.) must be included as part of the maximum file weight calculation for all file load limits. Shared libraries are also included as part of the file weight calculation unless otherwise exempted. File weights are calculated after files have been compressed into gzip format. You can use this site to check if your creative is within our specs guidelines http://html5.iabtechlab.com/needauth?redir.
- **Initial file load:** Includes all assets and files necessary for completing first visual display of the Ad.

HTML5 NOTES:

HTML5 provides / introduces new options for developing ads. The IAB has developed “HTML5 for Digital Advertising” [http://www.iab.com/html5](http://www.iab.com/html5) to help ad designers provide ads in HTML5 unit that will perform more successfully across the display advertising ecosystem. Please review this document and adopt its recommendations to help improve HTML5 ad performance in the industry.

HTML5 design industry standards info: [http://www.iab.com/html5](http://www.iab.com/html5)
COVER TIPS

Grab the reader’s attention with an exclusive Cover Tip, an effective way to enhance brand awareness, communicate timely information, or to lead the reader to additional content within the publication. Make a statement and be front of mind with your target audience. Only one cover tip per issue is available, contact your sales representative to take advantage of this powerful opportunity.

Trimming:
- Live matter: 6-3/4” x 4-1/2”
- Trim size: 7-1/2” x 5-1/4”
- Bleed size: 7-3/4” x 5-1/2”
- Thickness: Up to four pages maximum 100# Text to minimum 70# text paper.

Cover tips jog to the bottom.
Keep live matter 3/4” from edges & gutter trim.
If client supplies, please provide as trim size; 80# stock weight

Consult publisher for availability.

Be seen first. Limited availability for this high impact position.

OUTserts

Outserts are poly-bagged with the publication and allow the sponsor to tell a rich story and engage the reader with a journey. This high visibility position can accommodate many sizes and opportunities. Contact your sales representative to explore the options.

Consult publisher for availability.
AD SIZES (IN INCHES)

<table>
<thead>
<tr>
<th>Ad Size (inches)</th>
<th>Trim Sizes (Width x Depth)</th>
<th>Bleed Sizes (Width x Depth)</th>
<th>Live area (Width x Depth)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spread</td>
<td>15.75 x 10.75</td>
<td>16 x 11</td>
<td>15 375 x 10 375</td>
</tr>
<tr>
<td>Full Page</td>
<td>7.875 x 10.75</td>
<td>8.125 x 11</td>
<td>7.50 x 10.375</td>
</tr>
<tr>
<td>2/3 Page</td>
<td>5 x 10.75</td>
<td>5.25 x 11</td>
<td>4.625 x 10.375</td>
</tr>
<tr>
<td>1/2 Page Horizontal</td>
<td>7.75 x 5.125</td>
<td>8 x 5.375</td>
<td>7 x 4.75</td>
</tr>
<tr>
<td>1/2 Page Vertical</td>
<td>3.875 x 10.75</td>
<td>4.125 x 11</td>
<td>3.50 x 10.75</td>
</tr>
<tr>
<td>1/3 Page Vertical</td>
<td>2.625 x 10.75</td>
<td>2.875 x 11</td>
<td>2.25 x 10.375</td>
</tr>
<tr>
<td>1/4 page Vertical</td>
<td>3.875 x 5.125</td>
<td>4.125 x 5.375</td>
<td>3.50 x 4.75</td>
</tr>
</tbody>
</table>

Additional Specifications
Live matter: Hold .375" from trim on all sides.
Trim size of journal: 7.875" x 10.75"

Paper Stock:
Full-Run:
a) Text Pages: 45# coated.
b) Covers: 100# coated.
Type of Binding:
Perfect bound. Jogs to head.

Total Qualified Distribution*
Non-Clinical Executives................. 15,847
Clinical Executives........................ 29,989
Other/Paid Circulation.................... 36
Total:......................................... 45,872

*As filed with BPA, subject to audit.
PRINT DISPLAY ADVERTISING RATES – FULL-RUN:

<table>
<thead>
<tr>
<th>B&amp;W Rates</th>
<th>1x</th>
<th>3x</th>
<th>6x</th>
<th>12x</th>
<th>24x</th>
<th>36x</th>
<th>48x</th>
<th>60x</th>
<th>72x</th>
<th>96x</th>
<th>120x</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full Page</td>
<td>$10,752</td>
<td>$10,450</td>
<td>$10,024</td>
<td>$9,634</td>
<td>$9,162</td>
<td>$8,711</td>
<td>$8,449</td>
<td>$8,372</td>
<td>$8,275</td>
<td>$8,223</td>
<td>$8,126</td>
</tr>
<tr>
<td>2/3 page</td>
<td>$8,880</td>
<td>$8,618</td>
<td>$8,270</td>
<td>$7,941</td>
<td>$7,567</td>
<td>$7,203</td>
<td>$6,997</td>
<td>$6,815</td>
<td>$6,899</td>
<td>$6,787</td>
<td>$6,720</td>
</tr>
<tr>
<td>1/2 page</td>
<td>$7,100</td>
<td>$6,638</td>
<td>$6,371</td>
<td>$6,069</td>
<td>$5,776</td>
<td>$5,612</td>
<td>$5,535</td>
<td>$5,484</td>
<td>$5,453</td>
<td>$5,402</td>
<td>$5,386</td>
</tr>
<tr>
<td>1/3 page</td>
<td>$5,535</td>
<td>$5,371</td>
<td>$5,166</td>
<td>$4,961</td>
<td>$4,725</td>
<td>$4,494</td>
<td>$4,355</td>
<td>$4,319</td>
<td>$4,289</td>
<td>$4,248</td>
<td>$4,201</td>
</tr>
<tr>
<td>BRCs</td>
<td>$10,752</td>
<td>$10,450</td>
<td>$10,024</td>
<td>$9,634</td>
<td>$9,162</td>
<td>$8,711</td>
<td>$8,449</td>
<td>$8,372</td>
<td>$8,275</td>
<td>$8,223</td>
<td>$8,126</td>
</tr>
</tbody>
</table>

**Color:** In addition to earned B&W rates.
- Second Color (magenta, cyan, yellow): .................................................... $1,015
- Matched Color (all PMS excluding 800 series): ................................... $1,625
- Sheen/Metallic/Fluorescent color (PMS 800 series): ............................ $1,865
- 3- and 4-color process: ........................................................................... $2,575
- 5-color plus Metallic: ............................................................................... $4,440

**Covers and Premium Positions (non-cancelable):**
Add the premium for positions to the earned B&W rate. Then add charge for color.
- **Cover Rates:** Second cover: 25% | FoFourth cover: 60%
- **Premium Positions:** Preferred Position:15% | Opposite Table of Contents:15%
  Must be a minimum of one full page of color.
- **c) Special Position Charge:** A 10% per page special position charge is incurred when requesting consecutive right-hand pages or other special positioning.

* Does not include 4C process charges. When a cover is included in a multiple-page space unit, all pages must be in full pages.

### INSERT ADVERTISING RATES FULL-RUN:

<table>
<thead>
<tr>
<th>Insert Rates</th>
<th>1x</th>
<th>3x</th>
<th>6x</th>
<th>12x</th>
<th>24x</th>
<th>36x</th>
<th>48x</th>
<th>60x</th>
<th>72x</th>
<th>96x</th>
<th>120x</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 Page</td>
<td>$21,505</td>
<td>$20,900</td>
<td>$20,048</td>
<td>$19,268</td>
<td>$18,324</td>
<td>$17,421</td>
<td>$16,898</td>
<td>$16,744</td>
<td>$16,594</td>
<td>$16,447</td>
<td>$16,252</td>
</tr>
<tr>
<td>4 Page</td>
<td>$41,799</td>
<td>$40,096</td>
<td>$38,537</td>
<td>$36,649</td>
<td>$34,843</td>
<td>$33,796</td>
<td>$33,489</td>
<td>$33,099</td>
<td>$32,894</td>
<td>$32,504</td>
<td>$32,007</td>
</tr>
<tr>
<td>6 Page</td>
<td>$60,144</td>
<td>$57,805</td>
<td>$54,973</td>
<td>$52,264</td>
<td>$50,695</td>
<td>$50,233</td>
<td>$49,684</td>
<td>$49,340</td>
<td>$49,033</td>
<td>$48,756</td>
<td>$48,460</td>
</tr>
<tr>
<td>8 Page</td>
<td>$80,192</td>
<td>$77,073</td>
<td>$73,297</td>
<td>$69,686</td>
<td>$67,593</td>
<td>$66,977</td>
<td>$66,198</td>
<td>$65,787</td>
<td>$65,007</td>
<td>$64,739</td>
<td>$64,357</td>
</tr>
<tr>
<td>10 Page</td>
<td>$100,240</td>
<td>$96,341</td>
<td>$91,622</td>
<td>$87,107</td>
<td>$84,491</td>
<td>$83,722</td>
<td>$82,747</td>
<td>$82,234</td>
<td>$81,259</td>
<td>$80,675</td>
<td>$80,192</td>
</tr>
<tr>
<td>12 Page</td>
<td>$115,610</td>
<td>$109,946</td>
<td>$104,529</td>
<td>$101,389</td>
<td>$99,296</td>
<td>$98,681</td>
<td>$97,511</td>
<td>$97,125</td>
<td>$96,549</td>
<td>$96,065</td>
<td>$95,682</td>
</tr>
</tbody>
</table>

**Acceptance:** Insert stock weight 80 # text. Contact publisher for approval and pricing for inserts heavier than 80 # text. Submit samples to Production Manager

**BRCs:** BRC must accompany a minimum of a full-page ad. Please contact your sales manager.

### Cover Tips/Outserts:
Consult publisher for rates and availability.

**Cancellation Policy with Letter of Agreement:**
- 60 days or more prior to issue ad close deadline, no charge.
- 30–60 days prior to issue ad close deadline, 50% of contract rate.
- 30 days or less prior to issue ad close deadline, 100% of contract rate.

### Demographic Rates:
**ROB ads** available on a limited basis. Rates for demographic ads are calculated by multiplying the percent of circulation requested (minimum 50%) times the one-time B&W page rate, times the total number of pages, plus applicable color rates at full price, plus a $1,650 (non-commissionable) mechanical charge. Demographic ads will count toward a company’s final earned frequency on a page-for-page basis.

**Inserts** available on a limited basis. Rates for demographic inserts are calculated by multiplying the percent of circulation requested (minimum 50%) times the one-time B&W page rate, times the total number of pages, plus applicable color rates at full price, plus a $1,450 (non-commissionable) mechanical charge. Demographic ads will count toward a company’s final earned frequency on a page-for-page basis.
CORPORATE DISCOUNTS

Earned Rates:
Earned rates are given to advertisers based on advertising frequency within a 12-month period. The earned rate is determined by the number of insertions. A spread counts as two insertions. Full pages and fractional pages count as single insertions. Demographic ads will count toward a company's final earned frequency on a pro-rated basis (e.g., a 4-page unit going to 50% of circulation = 2X). Insertions from a parent company and its subsidiaries are combined to determine earned rate. Advertisers are short-rated or rebated based on year end final level earned. The minimum number of insertions at each level must be met within the 2019 calendar or fiscal year.

Corporate Discount Program:
Effective with January 1, 2019 insertion orders, the Corporate Discount program is based on an advertiser's 2018 net advertising, including digital spending, plus non-CME promotional project expenditures in all of the UBM Medica media. Please contact your account manager for more information and your discount rate.

<table>
<thead>
<tr>
<th>2018 Net Corporate Spend</th>
<th>Rate Savings</th>
<th>2018 Net Corporate Spend</th>
<th>Rate Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>$100,000 - $250,000</td>
<td>0.50%</td>
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<td>$3,500,001 - $4,000,000</td>
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<tr>
<td>$750,001 - $1,000,000</td>
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<td>$4,000,001 - $4,500,000</td>
<td>10.00%</td>
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<td>$1,000,001 - $1,500,000</td>
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<td>14.00%</td>
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<td>4.00%</td>
<td>$5,500,001 - $6,000,000</td>
<td>16.00%</td>
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</table>

Pre-Payment:
Prepayment discounts are offered to advertisers; please contact Group Publisher for details.

Multiple Page PI Discount:
Ads running more than two pages of prescribing information are offered a discount. Starting with the third PI page of the unit, a 50% discount will be applied to the cost of the page.

ADVERTISING INCENTIVE DISCOUNTS

Product Incentive Program (PIP Continuity Discount):
Run a minimum of three product insertions in Managed Healthcare Executive and save. The more insertions, the more you save. Free pages count toward earned frequency but do not count toward the corporate discount program.

Product Incentive Program Criteria:
i) The minimum number of insertions at each level must be met within a calendar or fiscal year.

ii) For simplicity, and maximum savings, the Product Incentive Program percent savings will be taken off the product's gross insertion expenditure. The PIP discount should be added to your corporation's Corporate Discount Program earned discount, and the resulting total percentage is taken off of the gross insertion cost.

iii) You can project what Product Incentive Program level you will achieve for the year and begin to realize savings immediately. At your earliest convenience, please notify your Managed Healthcare Executive account manager of your product's planned Product Incentive Program participation level. If the product does not meet the projected level, or exceeds its projected level, that product will be short rated or rebated accordingly. If the product is pulled off the market due to an FDA ruling, the accrued savings will stand, and the company will not be penalized for loss of product continuity.

iv) All of a product's indications work together to attain a product's insertion level.

ABC (Add a Book Combo):
When you advertise in Managed Healthcare Executive and run the same product in the same month in another UBM Medica medical publication(s) (i.e., Contemporary OB/GYN, Contemporary Pediatrics, Dermatology Times, Drug Topics, Medical Economics, Psychiatric Times, ONCOLOGY and Urology Times), you will receive a discount dependent upon the number of publications you run in. The more titles you choose, the deeper the discount.

2 publication buy = 10% 3 publication buy = 15% 4+ publication buy = 20%

Note: This discount applies to full run ads only and may not be used when advertising in Ophthalmology Times, Ophthalmology Times Europe, Optometry Times, Dental Products Report, and Digital Esthetics. This discount cannot be used in combination with the Product Incentive Plan (PIP) but may be used with the Corporate Discount Program. This discount applies to the nine UBM Medica publications shown only and may be used in any combination. For products with different size ad units, the discount will be calculated based on the mutual number of pages. For example, if 6 pages run in one publication and 4 pages run in the other, under this program, the discount will be applied to the 4 matching pages in each magazine. Free runs do not count toward the discount.
**COVER TIPS**

**Trimming:**
- **a)** Live matter: 6 3/4” x 4 1/2”
- **b)** Trim size: 7 1/2” x 5 1/4”
- **c)** Bleed size: 7 3/4” x 5 1/2”
- **d)** Thickness: Up to four pages maximum 100% Text to minimum 70% text paper.

Cover tips jog to the bottom. Keep live matter 3/4” from edges & gutter trim.

If client supplies, please provide as trim size; 80# stock weight

For anything not matching the specs on cover tips and inserts above, please contact the publisher for special pricing AND send sample for pre-approval to:

**Managed Healthcare Executive**
Attn: Debbie Smith  
3401 Heartland Drive  
Liberty, MO 64068

**INSERTS**

**Trimming:**  
Ship folded: 8 1/8” x 11”

Keep live matter 1/2” from trimmed edges & 1/2” from gutter trim.

Book is jogged to head

Trims: 1/8” head, allow 1/8” for gutter, outside, and foot trim

**Quantity:** Full Run: 40,000

**Shipping:** Mark all insert cartons with publication name, date of issue, advertiser, product name, and insert quantity. Include a sample of the insert, identifying front/back or page numbers, and attach this sample to the outside of cartons.

**Managed Healthcare Executive**  
c/o LSC Communications  
Attn: Debbie Smith  
3401 Heartland Drive  
Liberty, MO 64068

**SCREEN REQUIREMENTS**

Density of Tone: 4C ads not exceed 300%; 2C, 190%; B&W, 95%.

1 CMYK is the only accepted mode for 4C ads. Do not use RGB.

2 Do not use spot color unless you are paying for a PMS (Pantone) color.

3 Colors viewed on your monitor may not be representative of final output. Always check monitor color values against CMYK color swatches and the final KODAK APPROVAL color proof or equivalent. Laser color proofs are for identification only. Should proofs not meet specifications, we will print to published SWOP ink densities. C@1.30, M@1.40, Y@.90, and K@1.70.

**REPRODUCTION REQUIREMENTS:**

Follow “Specifications for Web Offset Publication” (SWOP) Tenth Edition for printing in the new millennium. **Managed Healthcare Executive** is printed Web offset. Our preferred ad page material is an electronic digital file furnished as a PDF/X1a. Any omissions, or color deviation from a submitted proof, other than a quality KODAK APPROVAL or equivalent, will not warrant adjustment for space or color charge.

**DISPOSITION OF MATERIAL AND INSERTS:**

Inserts and electronic ad files are held for one year from date of last insertion and then destroyed. Supplied disks are not returned or retained.

**DIGITAL AD REQUIREMENTS:**

1. Digital data is required for all ad submissions. Preferred format is PDF/X-1a. Note that a standard PDF is not a preferred format, files should be a PDF/X-1a which is a PDF subset specific to printing. Non-preferred or non-acceptable formats will be charged a $150 processing fee. All files should be built to exact ad space dimensions purchased. For detailed instructions on preparing PDF/X-1a files and submitting ad files to the correct size, go to https://ads.ubm.com or contact the production manager.

2. Publisher will not supply a faxed or soft proof for Advertiser-supplied files. Advertiser is solely responsible for preflighting and proofing all advertisements prior to submission to Publisher. If Publisher detects an error before going to press, Publisher will make a reasonable effort to contact Advertiser to give Advertiser an opportunity to correct and resubmit Advertiser’s file before publication.

3. Accepted Method of Delivery: The preferred method of delivering ad files to UBM Medica is via a web based ad uploader, [https://ads.ubm.com](https://ads.ubm.com). Files can also be submitted on CD-R or DVD-R disc format.

4. Ad Proofs: To insure that Advertiser’s ad is reproduced correctly, a SWOP-certified color proof that has been made from the same file that Advertiser supplies to Publisher must be provided. Publisher cannot provide Advertiser any assurances regarding the accuracy of reproduction of any ad submitted without a SWOP proof. Publisher shall have no obligation or liability to Advertiser of any kind (including, without limitation, the obligation to offer Advertiser makegoods or any other form of compensation) for any ad supplied to Publisher by Advertiser without a SWOP proof.

**PROVIDER INFORMATION REQUIRED:**

- **a)** Issue date.
- **b)** Advertiser, product, and agency name.
- **c)** Agency contact person and phone number, or vendor name and phone number.
- **d)** List of contents (printout of disk contents).

**PRINT PRODUCTION MATERIALS:**

Email insertion orders, contracts, publication-set copy, reproduction materials, electronic files, proofs and other instructions, to: mhe.io@hcl.com

Send all non-eMailed print materials and other information to:

**Managed Healthcare Executive**
Attn: Karen Lenzen  
131 W. 1st Street, Duluth, MN 55802-2065  
Phone: 218-740-7271  
klenzen@hcl.com

To submit your ad materials, visit [https://ads.ubm.com](https://ads.ubm.com)
## Production and Editorial Calendar 2019

### JANUARY ISSUE
- **Ad close:** December 18
- **Materials due:** December 26
- **Inserts due:** January 2

**Editorial features*:**
- **Cover** – Top 2019 Challenges
- **Special Report** – Watch List 2019 Therapeutic Areas

**Bonus Distribution:** HIMSS19 Global Conference & Exhibition, February 11-15, 2019, Orange County Convention Center, Orlando, FL
https://www.himssconference.org/about/general-info/about-conference

### FEBRUARY ISSUE
- **Ad close:** January 22
- **Materials due:** January 28
- **Inserts due:** February 1

**Editorial features*:**
- **Special Tech Issue**
  - **Cover** – Five Healthcare Technologies Coming in the Next Five Years
  - **Special Report** – Top Four Industry Changes to Watch in 2019

### MARCH ISSUE
- **Ad close:** February 19
- **Materials due:** February 25
- **Inserts due:** March 1

**Editorial features*:**
- **Special Report** – Chronic Pain

**Bonus Distribution:** Academy of Managed Care & Specialty Pharmacy (AMCP) Annual Meeting, March 25-18, 2019, San Diego Convention Center, San Diego, CA
http://www.amcp.org/calendar/

### APRIL ISSUE
- **Ad close:** March 22
- **Materials due:** March 28
- **Inserts due:** April 3

**Editorial features*:**
- **Special Diabetes Issue**
  - **Cover** – Diabetes Treatment Advances
  - **Special Report** – Social Determinants of Health

### MAY ISSUE
- **Ad close:** April 18
- **Materials due:** April 24
- **Inserts due:** April 30

**Editorial features*:**
- **Special Pharmacy Issue**
  - **Cover** – Managed Care Pharmacy Survey Exclusive
  - **Special Report** – Help Patients Navigate the Cost of Care

### JUNE ISSUE
- **Ad close:** May 21
- **Materials due:** May 28
- **Inserts due:** June 3

**Editorial features*:**

*Editorial features are subject to change.*
## Production and Editorial Calendar 2019

<table>
<thead>
<tr>
<th>Issue</th>
<th>Ad close</th>
<th>Materials due</th>
<th>Inserts due</th>
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<tbody>
<tr>
<td><strong>JULY ISSUE</strong></td>
<td><strong>June 18</strong></td>
<td><strong>June 24</strong></td>
<td><strong>June 28</strong></td>
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<tr>
<td><strong>AUGUST ISSUE</strong></td>
<td><strong>July 22</strong></td>
<td><strong>July 26</strong></td>
<td><strong>August 1</strong></td>
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<td><strong>SEPTEMBER ISSUE</strong></td>
<td><strong>August 19</strong></td>
<td><strong>August 23</strong></td>
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<td><strong>NOVEMBER ISSUE</strong></td>
<td><strong>October 23</strong></td>
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<td><strong>DECEMBER ISSUE</strong></td>
<td><strong>November 15</strong></td>
<td><strong>November 21</strong></td>
<td><strong>November 27</strong></td>
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### Editorial Features

**JULY ISSUE**
- Cover – Executive Compensation Changes
- Special Report – Autoimmune Diseases

**AUGUST ISSUE**
- Cover – Six Ways to Improve the Patient Experience
- Special Report – Telemedicine and E-Visits: An Update

**SEPTEMBER ISSUE**
- Cover – The Changing Face of Healthcare Leadership
- Special Report – Top Women’s Health/Men’s Health Treatment Developments

**OCTOBER ISSUE**
- Cover – Top Disruptive Trends to Watch in Healthcare
- Special Report – Six Ways to Reduce Administrative Costs

**NOVEMBER ISSUE**
- *Special Diabetes Issue*
- Cover – The Future in Cancer Care – Predictions from Experts
- Special Report – Managed Care Pharmacy Predictions: 2020

**DECEMBER ISSUE**
- Cover – State of the Industry Survey Exclusive

*Editorial features are subject to change.*
We know healthcare. We get results.

We partner with our clients to deliver strategic, integrated communications solutions to key decision-makers through the proven strength of our brands, when and where our clients need it.

**Business Solutions**
ubmmedica.com/markets-products/business-solutions

**Practice Management**
ubmmedica.com/markets-products/practice-management