KEY EXECUTIVES

Mega-Conference

SAN DIEGO 2018

SOLUTIONS, SUCCESS STORIES AND NEW IDEAS

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#### **AdCellerant**

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3461 Ringsby Court, Suite 140 Denver, CO 80216 www.adcellerant.com

Jonathan Muzio Vice President of New Business Development 215-251-2015 • jonathan@adcellerant.com

Attending Mega-Conference: Jonathan Muzio and Adam Shaffner

AdCellerant specializes in executing programmatic display, mobile, tablet, video, native, email and search marketing campaigns. The company is a Google Premier Partner and has received accolades for its proprietary software Ui.marketing. AdCellerant executes thousands of digital advertising campaigns in more than 260 markets in five countries. AdCellerant has partnerships with SNPA and Inland Press Association to provide free training and Google certifications to employees of member newspapers.



#### AdMall/SalesFuel BOOTH 413

600 N. Cleveland Avenue, Suite 260 Westerville, OH 43082 www.admall.com

Barry Shawgo Senior Vice President of Sales 614-794-0500 • barry@salesfuel.com

Attending Mega-Conference: Denise Gibson, Joe Matessa and Barry Shawgo

SalesFuel turns big data into big insights – providing the tools, training and intelligence that sales teams need to Sell Smarter. 3,000+ media properties know us by our AdMall® product line – the sales intelligence leader for local media and digital marketing. AdMall ensures account executives are prepared to speak intelligently about every advertiser's line of business, their customers, competitors. And now we're launching Team-Keeper®, the new platform for Data-Driven Sales Leadership.



# Adpay | Memoriams, an Ancestry company

391 Inverness Parkway, Suite 100 Englewood, CO 80112 www.adpay.com

Deborah Dreyfuss-Tuchman Executive Vice President, Sales 720-863-3808 • ddt@adpay.com

Attending Mega-Conference: Deborah Dreyfuss-Tuchman, Mike Heene and Spencer Heintz

Adpay is now part of Ancestry, but our mission for our media partners remains the same: growing your revenues. As an official Local Media Consortium partner, Memoriams increases local obituary revenues by an average of 30 percent through our exclusive network strategy, now encompassing thousands of North American newspapers. Click-N-Buy Classifieds regains your marketplace with responsive design and proven profitability for print, digital and mobile. Stop by Booth 301 to learn all that is new with Adpay.



# **AffinityX** BOOTH 219

2250 Point Blvd., Suite 150 Elgin, IL 60123 www.affinityx.com

Kelly Glass Vice President, Marketing 847-930-3205 • marketing@affinityx.com

Attending Mega-Conference: Adam Burnham, David Grant, Brian Kennett and Amie Stein

AffinityX provides white-label marketing services that drive profitable new revenue for companies serving local advertisers. We offer complete end-to-end management of programmatic advertising, HTML5, video, page planning, print ads, websites and more.



# **Agfa Graphics** BOOTH 307

611 River Drive Center 3 Elmwood Park, NJ 07407 www.agfa.com

Lois Catala Manager of Marketing Communications 201-373-4025 • lois.catala@agfa.com

Attending Mega-Conference: Michael Ciaramella, Brent Murray and Mike Phillips

Agfa Graphics offers newspaper-specific solutions that provide users with end-to-end workflow automation, coupled with enhanced production control, proven and cost-effective violet CtP systems, intelligent XML-based workflow, and quality enhancement software providing a comprehensive solution for economic operation and profitable growth.



## Alliance for Audited Media TUESDAY LUNCH SPONSOR

48 W. Seegers Road Arlington Heights, IL 60005 www.auditedmedia.com

Kevin Rehberg
Vice President, Client Development, News Media
224-366-6401 • kevin.rehberg@auditedmedia.com

Attending Mega-Conference: Brian Condon, Tom Drouillard and Kevin Rehberg

The Alliance for Audited Media powers transparency and collaboration between North America's leading media professionals. More than 4,000 publishers, marketers and agencies depend on AAM's data-driven insights, audits and information services to transact with trust.



#### AMGIParade BOOTH 316

2451 Atrium Way, Suite 320 Nashville, TN 37214 www.amgparade.com/partners

Karen Coleman Newspaper Relations Business Director 615-440-5583 • kcoleman@amgparade.com

Attending Mega-Conference: Dave Barber, Karen Coleman, Kevin Craig and Scot Dalquist

AMGIParade publishes America's most exciting newspaper magazines: Parade, Relish, Athlon Sports & Life, Spry Living and American Profile's Community Table. Our brands resonate and engage readers through our national content with local relevance. We support our newspaper partners by providing revenue-building programs and high-end, glossy magazines for premium bonus days ... all to help optimize their partnership with us.



# **AppVault** BOOTH 104

5565 Glenridge Connector NE, Suite 100 Atlanta, GA 30342 www.appvault.com

Geoffrey Bell Marketing Manager 678-507-2851 • geoff.bell@appvault.com

Attending Mega-Conference: Craig Besant and Johnathon Mannor

AppVault provides an array of recruitment solutions, including a white-label advertising platform that connects qualified job seekers with local employers via programmatic advertising. We help publishers and newspapers re-establish their online brand as the primary source for recruitment media by increasing quality engagements with passive and active job seekers. Want to learn more? Visit AppVault (Booth 104) to learn how we can help your organization today! Info@appvault.com



## AutoConX Systems BOOTH 215

316 S. Main Street Inwood, IA 51240 www.autoconx.com

Alex Hage
Director of Sales
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Mike Blinder President 917-865-4827 • mike@blindergroup.com

Attending Mega-Conference: Mike Blinder

Over 350 media companies are clients of The Blinder Group, a firm that assists in maximizing revenue for its clients, through effective on-site sales training/revenue-generation programs. The Blinder Group has generated over 100,000 million dollars for the global newspaper industry in multimedia ad sales.



# Boostability BOOTH 216 SILVER SPONSOR

2600 W. Executive Parkway, Suite 200 Lehi, UT 84043 www.boostability.com

Kelly Shelton Vice President of Marketing 800-261-1537, ext. 7254 • kshelton@boostability.com

Attending Mega-Conference: Jeff Panting and Adam Young

Established in 2009, Boostability began with the idea that great SEO services should be accessible and affordable for everyone. Thanks to our unique approach to SEO fulfillment and our partner relationships, Boostability now serves over 26,000 small businesses, helping them elevate their digital presence and succeed online. In the process we have grown to over 400 employees and have been ranked in the Inc. 5000 list of the fastest-growing private companies in America for four straight years.



# Brainworks Software BOOTH 317 SILVER SPONSOR

100 South Main Street, Suite 102 Sayville, NY 11782 www.brainworks.com

Nicole Zuccaro

Marketing Communications Specialist
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Attending Mega-Conference: Al Cupo, Matt Griffith, Jeff Jones, Mary Parker, Rick Sanders and Nicole Zuccaro

Brainworks' suite of media industry software products deliver indepth operational and data-driven solutions designed to simplify the workflow process, increase productivity and reduce costs. Brainworks is partnered with more than 1,000 media companies offering fully-integrated advertising, CRM, ad tracking and circulation software systems. See why A.H. Belo, tronc, Scripps, Schurz Communications, The Boston Herald, The Buffalo News, Cooke Communications and The Post and Courier (Charleston, S.C.) have selected Brainworks to fulfill their software needs.



# Camilyo Online Ltd. BOOTH 220

57 Dundee Road Stamford, CT 06903 www.camilyo.com

Lorren Elkins Head of U.S. Sales 917-327-0636 • lorrem@camilyo.com

Attending Mega-Conference: Lorren Elkins

Camilyo Online in One is a white-labeled, integrated marketing, sales and business productivity platform for SMBs. Built for and sold through digital service providers (DSPs), it allows DSPs to address all the digital needs of their local business clients from within one system, dramatically reducing operational and licensing costs. With Camilyo, DSPs can offer online presence, marketing, sales and business productivity tools tightly integrated around a centralized CRM under their own brand name.



# CCI Europe A/S BOOTH 118

600 Townpark Lane NW, Suite 350 Kennesaw, GA 30144 www.ccieurope.com

Carsten Boe Jensen CEO, CCI Americas 404-200-2867 • cje@ccieurope.com

Attending Mega-Conference: Carsten Boe Jensen, John MacEwen and Michael Taylor

CCI develops multi-channel publishing platforms for media corporations all over the world. We help our customers create engaging content, reach new audiences, and optimize their business strategies. Our new cutting-edge digital publishing platform, CUE, is designed for the digital-first newsroom and a constantly changing media environment. CUE offers countless ways of bringing innovation to content production and a whole new perspective on newsroom efficiency.



## CitySpark BOOTH 109

9690 South 300 West Sandy, UT 84070 www.cityspark.com

Steve Haynie
Vice President, Sales
972-836-4334 • steve@cityspark.com

Attending Mega-Conference: Dave Haynie, Steve Haynie and Joe Matthews

Our proprietary technology gathers local event content into a single source. Our partner calendars have on average 9x more the number of events each day than other media outlet calendars. Pairing our critical mass of content with our platform, admin tools and monetization are the keys to success!



# Clean Machine Ticket Company BOOTH 421

8 Dearborn Square Kankakee, IL 60901 www.cleanmachinenetwork.com

Tom Small President 815-450-5110 • te7h@yahoo.com

Attending Mega-Conference: Tom Small and Rachel Small

Being able to sell individual stories for individual prices opens new territories: content for specialized audiences becomes possible, Spanish speakers can at last use your publication, and customers who want just one story from you, instead of a whole subscription, can pay a fair price. Offer your content for free if you want, but the choice of which stories are free is yours. The Clean Machine system of micropayments makes this possible. Please visit Tom and Rachel Small at Booth 421.



#### CNN Newsource Lounge area sponsor

One CNN Center 12 North Atlanta, GA 30303 www.cnn.com/newsource

Patrick West
Senior Director, Sales & Affiliate Relations
404-827-5318 • patrick.west@turner.com

Attending Mega-Conference: Lauren Boles, Joe Conboy, Kelvin Davis, Danay Faulkner, Belinda Hernandez, Wendy Ho, William Mitchell and Patrick West

Since 1987, CNN Newsource has been the most widely distributed news service in the business. In today's digital world, CNN Newsource Digital offers an affordable, one-stop solution for digital news publishing. With trusted content from CNN's worldwide newsgathering and more than 1,100 local news and strategic partners to compelling text, video and images from a single source, CNN Newsource Digital is the end-to-end solution for all your digital news publishing needs. Visit cnn.com/newsource



#### Content That Works BOOTH 202

134 Columbus Street Charleston, SC 29403 www.contentthatworks.com

Rachel Cook
Director
843-901-3216 • rachel.cook@contentthatworks.com

Attending Mega-Conference: Rachel Cook and Carina Wingel

Need great content? You've come to the right place. Content That Works is a content creation company specializing in high-quality, customized content for use by local media companies and content marketers. Ask us how we can help with all your content needs.



# ConvergenSEE Reviews/Listings Platform

BOOTH 306

444 N. Michigan Avenue, Suite 1270 Chicago, IL 60611 www.convergensee.com

David Ruiz Senior Director

888-307-3783, ext. 3146 • druiz@convergensee.com

Attending Mega-Conference: David Ruiz

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# Creative Circle Media Solutions BOOTH 115

945 Waterman Avenue East Providence, RI 02914 www.creativecirclemedia.com

Bill Ostendorf President and Founder 401-455-1555 • bill@creativecirclemedia.com

Attending Mega-Conference: Sean Finch and Bill Ostendorf

We offer a full range of web and print production software that is easier to use and run, providing lower cost of operations. Our websites load faster, are more dynamic and have user-friendly designs that dramatically increase traffic and page views. Creative Circle also provides high-end outsourcing, print redesigns that drive readership, strategic consulting, and news and ad staff training. Our holistic solutions can help you better engage users in print and online, driving revenues and loyalty.



# Cribb, Greene & Cope MONDAY WELCOME RECEPTION SPONSOR (BRONZE LEVEL)

825 Great Northern Blvd., Suite 202 Helena, MT 59601 www.cribb.com

John T. Cribb Associate 406-570-5595 ● JohnThomas@cribb.com

Attending Mega-Conference: Randy Cope, John Cribb and John Thomas Cribb

Cribb, Greene & Cope publication brokers have more than 60 years of publishing and brokerage experience, and our financial and market analysts have 70 combined years of newspaper financial and marketing experience.





# Dart/PCF BOOTH 207

303 Smith Street Farmingdale, NY 11735 www.pcfcorp.com

Tom Dressler
Vice President of Growth & Development
631-270-3133 • tom.dressler@pcfcorp.com

Attending Mega-Conference: Tom Dressler and Matthew Griffin

Dart is a new software platform built by the distribution experts at PCF for its own operations. Now available to the industry, Dart enhances your existing circulation system and offers a fresh approach to a longstanding challenge: deliver print products as fast as you can, as accurately as you can, at the lowest operational cost. It's the most all-encompassing distribution management, delivery and routing solution on the market. Learn how you can deliver smarter with Dart, visit Booth 207.



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Brendon Brigham

Vice President, Customer Experience and Product Integration 303-953-6775 • Brendon@data-dynamix.com

Attending Mega-Conference: Brendon Brigham

The Specifix database, exclusively offered by Data-Dynamix, brings together highly-sourced, accurate information on individuals – graphed against their individual device ID, IP address, physical address and opted in email information. This approach concretely creates a person-to-person marketing opportunity with omni-channel applications. This allows for a variety of targeting opportunities, as well as the development of audience segmentation including look-alike modeling.



## Design2Pro BOOTH 418

276 Schulte Lane Santa Barbara, CA 93105 www.design2pro.com

Howard Barbanel Vice President/Director of Marketing 516-860-7440 • howard@design2pro.com

Attending Mega-Conference: Howard Barbanel

Design2Pro is the leader in off-site editorial and ad design for newspapers and magazines. Streamline your production, enhance the look and readership of your pages and ads, cut your overhead and realize significant net dollar savings in the process – savings that can be invested in improved editorial, more ad sales, web/mobile or just go to your bottom line. Our 14th year. More than 85 full-time graphic artists on staff. We produce over 260 publications each week, on time and on budget.



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Regan Davis Head of Partnerships 408-505-4041 • rdavis@devcondetect.com

Attending Mega-Conference: Regan Davis and Casey Hester

DEV/CON Detect Ad Tech Security® helps publishers grow revenue by resolving ad tech issues. We serve the advertising and publishing industries primarily via tag verification – tags pushed through various networks, widgets and creatives. Our team of digital advertising professionals, white-hat hackers, and data scientists leverage our patent-protected technology to: detect, fix and monitor both technical and organizational vulnerabilities to protect and increase agency and publisher revenue.



# Dirks, Van Essen & Murray MONDAY WELCOME RECEPTION SPONSOR (BRONZE LEVEL)

119 E. Marcy Street, Suite 100 Santa Fe, NM 87501 www.dirksvanessen.com

Sara April
Vice President
505-820-2700 • sara@dirksvanessen.com

Attending Mega-Conference: Sara April, Philip Murray and Owen Van Essen

Dirks, Van Essen & Murray is the leading merger and acquisition firm in the U.S. newspaper industry and its top authority on transactions and valuations. Since 1980, the firm has focused on assisting companies in the sale, acquisition and valuation of daily and weekly newspapers.



# Editor & Publisher BOOTH 204 MEDIA SPONSOR

18475 Bandilier Circle Fountain Valley, CA 92708 www.editorandpublisher.com

Emily Wells Horneff
Circulation Assistant
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Attending Mega-Conference: Jeff Fleming, Wendy MacDonald, Jesus Ruiz and Nu Yang

Editor & Publisher is the authoritative journal covering all aspects of the newspaper industry, including business, newsroom, advertising, circulation, marketing, technology, online and syndicates. In today's technology revolution, every decision can be critical to the success or failure of an enterprise. The goal of E&P is to support, inform and promote the newspaper industry and provide professionals with the tools to ensure their success in the years to come.



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Lisa Pfeifer Owner 303-791-3301 • sales@fakebrains.com

Attending Mega-Conference: Lisa Pfeifer

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# **Flipp** BOOTH 103

12-3250 Bloor Street West East Tower, Bloor Islington Place Toronto, ON M8X 2X9 https://corp.flipp.com

Katarina French Manager, Distribution Partnerships 416-995-4539 • katarina.french@flipp.com

Attending Mega-Conference: Katarina French and Jessica Pun

Flipp is a retail technology company that is reinventing the way people shop. We work with the largest retailers and manufacturers in the world to help them transform their business and connect them with tens of millions of shoppers through our next generation digital shopping marketplace and distribution network. Flipp's technology is integrated on top news and broadcast sites in North America, enabling our media partners to capture print circular dollars as they rapidly transition to digital.



# Friends2Follow BOOTH 419

P. O. Box 526393 Salt Lake City, UT 84152 www.friends2follow.com

Reinig Morris Co-Founder 801-403-7966 • reinig@friends2follow.com

Attending Mega-Conference: Henry Haitz, John Winn Miller and Reinig Morris

Friends2Follow drives new, high-margin revenue for more than 400 news sites in seven countries with tools to monetize their advertisers' social media by streaming it into our simple-to-install, easy-to-use widgets and banner ads. And we don't make money if you don't make money.



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400 Locust, Suite 440 Des Moines, IA 50309 www.giadc.gannett.com

Adrian Edgerson
Business Development Manager
317-612-4708 • aedgerson@gannett.com

Attending Mega-Conference: Amy Arnold, Jeff Burkett, Adrian Edgerson, Toni Humphreys and Alicia Shellenberger

The Gannett Imaging and Ad Design Center is a full-service design group, specializing in pre-media services ranging from print and digital ad design, imaging/photo services and page processing. The GIADC has locations in Des Moines and Indianapolis with more than 300 creative employees ready to serve you. We are able to provide award-winning design services allowing your sales staff to generate more revenue. Come see the difference.



## GateHouse Live & Virtual Events BOOTH 105

1160 N. Town Center Drive, Suite 330 Las Vegas, NV 89144 www.gatehousemedia.com

Lyndsi Lane Vice President 423-432-4282 • Ilane@gatehousemedia.com

Attending Mega-Conference: Sarah Bass, Ellie Kuhn, Steven Ratajczyk and Tanya Williamson

GateHouse Live is an event production company specializing in delivering world-class events for the media industry and the communities they serve. We constantly strive to exceed expectations, create unforgettable memories, and generate new revenue streams while leveraging our reputable and institutional brands. Our events inspire pride and progressive innovation throughout the ever-changing media industry, while still relying on core newspaper strengths – our ability to create content, attract audiences, and bring powerful meaning to the lives of others.

# GEOTIX,

### **GeoTix** BOOTH 303

#### **BRONZE SPONSOR**

125 Park Street Traverse City, MI 49684 www.geotix.com

Ben Fellows
Director of Strategy & Analysis
844-279-3037 • benfellows@geotix.com

Attending Mega-Conference: Ben Fellows, Deborah Fellows, Derek Graham and Drew Warner

GeoTix is a non-advertising revenue opportunity, borne out of a local media company, whose mission is to tie local event discovery to purchase. Local media has the audience, the content, the commitment to community and local access to event organizers. But that investment merely drives ticket fee revenue to national ticket sellers. With \$5.5 billion in fee revenue and millions of emails, why not cut out the middleman? We did. You can too. It's time local media disrupted a global industry.



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Chrissy Towle Global Partnerships chrissy@google.com

Attending Mega-Conference: Meagan Tanner and Chrissy Towle



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700 W North Shore Drive Hartland, WI 53029 www.guaranteedigital.com

Daryl Hively Founder and CEO 414-234-8529 • daryl@guaranteedigital.com

Attending Mega-Conference: Daryl Hively

Guarantee Digital supports media partners in over 200 markets with the essential online solutions their clients need most, including web, social, mobile, video, digital targeting and more. Our white label fulfillment program also includes serious sales training, lead generation, new agency website, sales collateral and more. Agency JumpStart option gives existing/stalled agencies a revenue goose, selling your products or ours. Contact Daryl Hively at 414-234-8529 or www.guaranteedigital.com.



# **ImGoing Events Calendar - ITI Digital**

#### **BOOTH 217**

1611 Union Street Brunswick, GA 31521 www.imgoingeventscalendar.com/media

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#### Interactive News BOOTH 116

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We are reinvigorating newspapers' revenues while delighting readers by harnessing augmented reality technology to bring your printed newspaper to life. After downloading a free app, readers simply hold their mobile phone over photos or blocks of text to launch the interactive experience. In a predicted \$20-billion market by 2020, Interactive News is an affordable and easy-to-use platform for any sized newspaper – after all, it originated in a small newspaper with a staff size of 12 people. This app and platform is a game changer in the publishing world. We bring newspaper pages to life.



# Interlink BOOTH 402

P. O. Box 207 Berrien Springs, MI 49103 www.ilsw.com

Brad Hill
President
888-473-3103 • brad@ilsw.com

Attending Mega-Conference: Bill Garber, Brad Hill and Laura Streelman

Interlink produces the most widely used newspaperspecific presort system in America, helping more than 1,800 newspapers navigate the postal system to obtain the best delivery at the lowest cost.



# **LEAP Media Solutions**

#### LEAP LUXURY BOX SPONSOR IN THE GENERAL SESSION ROOM

1020 Southhill Drive, Suite 150 Cary, NC 27513 www.leapmediasolutions.com

Tom Ratkovich

Managing Partner
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Attending Mega-Conference: Jeremy Bender, Tom Ratkovich and Daniel Williams

LEAP Media Solutions serves a client community of more than 100 local publishing companies to engineer data-driven marketing processes designed to grow, activate, engage and monetize audiences. LEAP leverages world-class technology and unparalleled expertise to implement industry best practices that build the volume and value of customers across print and digital portfolios.

# Legacy.com®

### Legacy.com BOOTH 408

820 Davis Street, Suite 210 Evanston, IL 60201 www.legacy.com

Kim Vander Velde Senior Vice President, Newspaper Affiliate Partner 847-570-4379 • kimv@legacy.com

Attending Mega-Conference: Kim Evenson, Ron Speechley, Kim Vander Velde and Jessica Voelkner

Legacy.com is the global leader in online obituaries, providing obituary-related services to more than 1,500 newspapers and 3,500 funeral homes. Legacy's partners benefit from unparalleled scale and expertise that delivers industry-leading products, e-commerce solutions and customer service.



# Lineup Systems BOOTH 209

350 Interlocken Blvd., Suite 108 Broomfield, CO 80021 www.lineup.com

Markus Feldenkirchen Executive Vice President, North America 630-854-3734 • markus.feldenkirchen@lineup.com

Attending Mega-Conference: Markus Feldenkirchen, Michelle Gullia, Daryl Kern and Pete Lewis

Lineup Systems provides the world's #1 media sales solution, Adpoint, that empowers media businesses to maximize revenue opportunities and optimize business performance. The cloudbased, multi-channel solution supports 1,600 media brands across print, digital, events and broadcast in 33 countries, setting the industry standard in media sales management. Lineup is the preferred technology partner of leading media companies, including Gannett, Time Inc., Bonnier Corporation, Paddock Publications, Toronto Star and Metro.



## **Maps.com** BOOTH 320

120 Cremona Drive, Suite 260 Santa Barbara, CA 93117 https://acqir.maps.com/

Todd Manes
Director of Enterprise
805-699-7511 • todd.manes@maps.com

Attending Mega-Conference: Todd Manes

Maps.com is a leading provider of print, online, interactive and mobile advertising solutions, partnering with media companies from coast to coast. As the creator of revenue-generating Locator Map Programs in a number of categories, including: Open Houses, Rentals, Garage Sales, Community Events and New Builders, we pride ourselves on mapping the shortest route from your audience to your advertiser's door. The Acqir product suite has increased advertising revenue for its clients since 2009.



#### Marfeel BOOTH 319

401 Park Avenue S New York, NY 10016 www.marfeel.com

Malissa Pistillo Strategic Partnerships Manager 917-341-2540 • malissa.pistillo@marfeel.com

Attending Mega-Conference: Kate Eitelman and Malissa Pistillo

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Matt Lindsay
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Attending Mega-Conference: Matt Lindsay and Bob Terzotis

Mather Economics is a global consulting firm that applies a combination of proprietary analytical tools and implementation expertise to help businesses develop pricing strategies that maximize operating margins, grow revenue and improve customer loyalty. Since 2002, Mather's economists and analysts have helped businesses in publishing and media, lotteries, technology, hospitality and telecommunications develop and implement pricing strategies that maximize operating margins, drive customer loyalty and increase revenue.



#### Matrix Solutions BOOTH 302

Nova Tower 1, One Allegheny Square, Suite 500 Pittsburgh, PA 15212 www.matrixformedia.com

Brenda Hetrick Chief Revenue Officer 412-697-3020 • bhetrick@matrixformedia.com

Attending Mega-Conference: Rebecca Earlewine and Brenda Hetrick

Matrix Solutions makes media happen by helping media companies to better monetize their content. Our flagship product, Monarch, is the only global ad sales platform built for media – transforming chaotic data into actionable sales information that delivers the insights necessary for prospecting, managing, evaluating and closing business. The company manages more than \$13 billion in media ad revenue, offering its best-in-class analytics, sales intelligence, media-specific CRM and sales tools to more than 10,000 media sellers to more efficiently manage their workflow.



#### Miles 33 BOOTH 108

40 Richards Avenue Norwalk, CT 06854 www.miles33.com

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Attending Mega-Conference: Edward Hubbard and Eric Hansen

Miles 33 is a developer of advertising, editorial and mobile publishing solutions for multi-channel media companies. These easy-to-use applications use a responsive design and run on smart phones, tablets and computers. Automation of page building and advertising production are in high demand as newspaper publishers look for ways to reduce costs without sacrificing quality.

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Jeff Graham Marketing Director 978-461-8321 ● Jeff.Graham@monster.com

Attending Mega-Conference: Julie Arsenault, Loran Cunningham, Amanda Friedl, Jeff Graham, Mark O'Brien, Amanda Padilla, Seth Ryan, Alex Smith and Mike Taylor

Monster is a global leader in connecting people to jobs, wherever they are. For over 20 years, Monster has helped people improve their lives. Today, Monster offers services in more than 40 countries, providing some of the most sophisticated, recruitment and talent management solutions. Drawing from over a decade of experience with newspaper partnerships, Monster is able to help partners provide a comprehensive suite of recruitment solutions. For more information, visit http://partner.monster.com



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Attending Mega-Conference: Mary Van Meter

News & Tech is the premier resource for insight, analysis and technology integration in newspaper, magazine, digital and hybrid operations and production. News & Tech is written by industry experts and read by publishers and executive decision-makers. Whether it's our flagship print publication, our weekly Dateline electronic newsletter or www.newsandtech. com, News & Tech provides the most comprehensive coverage of newspaper and magazine production, technology and trends.



# News Hub Media Lounge Area Sponsor

14492 Sheldon Road, Suite 310 Plymouth, Michigan 48170 www.newshubmedia.com

Monty van Emmerik Product Director 248-412-8816 • monty@newshubmedia.com

Attending Mega-Conference: Richard Laframboise, Monty van Emmerik and Mark Wasserman

News Hub Media's innovative software enables publishing across the globe. From the largest newspaper group in the USA to hyper-local, weekly newspapers and from magazine publishers and printers to one of the largest automated digital print production facilities in North America, NHM is focused on creating affordable, innovative systems to enhance automation and efficiency in the industry. Formerly known as PuzzleFlow/PMT, News Hub Media is the new brand name of publishing technology.



### NewsBank BOOTH 403

5801 Pelican Bay Boulevard, Suite 600 Naples, FL 34108 www.newsbank.com

Tina Owens
Vice President, Business Development
239-601-9051 • towens@newsbank.com

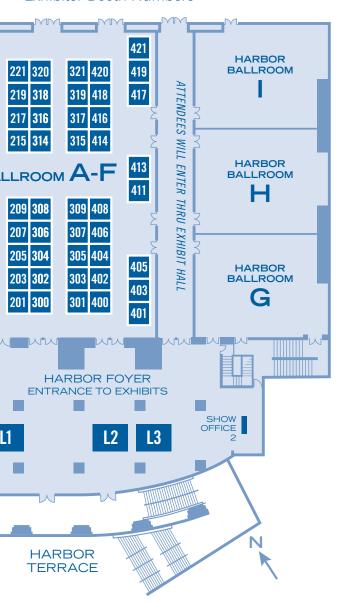
Attending Mega-Conference: Tina Owens and Shelley DeLuca

NewsBank offers free microfilm digitization and digital archiving services to publishers worldwide. Partnership agreements include generous revenue-sharing models and can be customized to fit the needs of any news organization. Other turnkey services include content distribution, ecommerce hosting, newsroom research tools, data extraction and conversion, data enhancement, and custom data filters. The industry leader for 45 years, NewsBank helps publishers leverage archives to generate revenue.





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# DIRECTIONS TO THE 3RD FLOOR: HILLCREST AND MISSION BEACH

Hillcrest – take Seaport Tower elevators to the 3rd floor or take Seaport side escalators from L1 to L3

**Mission Beach** – take **Harbor Tower** elevators to the 3rd floor *or* take **Harbor** side escalators from L1 to L3



#### **NEWSCYCLE Solutions** BOOTH 100

7900 International Drive, Suite 800 Bloomington, MN 55425 www.newscyclesolutions.com

Marc Thompson Sales Director

801-763-9393 • marc.thompson@newscycle.com

Attending Mega-Conference: Geoff Kehrer, Mike Pirello, Marc Thompson and Ronnie Willis

Newscycle delivers editorial, advertising, circulation and mobile solutions that empower the global news media industry. Our solutions enable publishers to drive profitability, accelerate digital business models and optimize core print operations.



# The Newspaper Manager BOOTH 401

181 Hannahs Crossing Drive Dahlonega, GA 30533 www.newspapermanager.com

Greg Booras
National Sales Manager
706-750-0016 • gbooras@mirabeltechnologies.com

Attending Mega-Conference: Greg Booras

The Newspaper Manager is a publishing CRM that dramatically reduces overhead costs by connecting sales, production and accounts receivable in one simple package. This mobile-friendly platform equips sales reps to generate more ad revenue while saving time throughout production and billing.



## Newspapers.com воотн зоо

1300 W. Traverse Parkway Lehi, UT 84043 www.newspapers.com

Brent Carter
Director of Business Development
801-494-6527 • bcarter@newspapers.com

Attending Mega-Conference: Gordon Atkinson, Brent Carter and Brian Hansen

Newspapers.com is an Ancestry.com site that partners with newspaper publishers with a no-cost solution to digitize and monetize their historical archives.



# Newzware — ICANON BOOTH 101

2321 North Penn Road Hatfield, PA 19440 www.newzware.com

Dana Bascom
Senior Sales Executive
215-822-5519 • dbascom@icanon.com

Attending Mega-Conference: Dana Bascom

Newzware is excited to participate at the Mega-Conference and we do hope to meet each of you. We would most like to hear about your current challenges that may or may not be solved by our software solutions. Newzware, a division of ICANON offers self-hosted and SaaS (Cloud) solutions for: Display Advertising, Classified Advertising, Pagination, Ad Layout, Ad Tracking, Editorial, Circulation Management and Financial Software (General Ledger, Accounts Payable, Cash Management & Payroll). Please stop by our booth to learn more about how our solutions will improve productivity.



# Nielsen Scarborough BOOTH 205

32 SE 2nd Avenue, Apt. 322 Delray Beach, FL 33444 www.nielsen.com

Mitch McKinnon

Account Director, Client Solutions, Newspaper Media 919-599-6956 • mitch.mckinnon@nielsen.com

Attending Mega-Conference: Mitch McKinnon

Nielsen Scarborough brings local markets to life and is the industry standard for newspaper audience information. We capture the media usage behaviors of American adults across multiple platforms, as well as shopping patterns and lifestyle trends.



# **Ntooitive**

#### MONDAY WELCOME RECEPTION SPONSOR (BRONZE LEVEL)

901 Bonanza Road Las Vegas, NV 89106 www.ntooitive.com

Ryan Christiansen CEO

702-224-5565 • ryan@ntooitive.com

Attending Mega-Conference: Brian Johnson

Ntooitive is a digital marketing and technology company that optimizes sales, workflow and reporting to improve ROI. N2Hive automates processes to increase time spent selling instead of administrative tasks. Ntelligence uses artificial intelligence to provide real-time reporting on marketing and business data. Their digital marketing services optimize campaigns to deliver industry-leading results. Ntooitive is a Premier Google Partner and Google 10 Fastest Growing Solution Providers for 2017.



#### NTVB Media BOOTH 420

213 Park Drive Troy, MI 48083 www.ntvbmedia.com

Michael A. Keever Senior Vice President, Chief Marketing Officer 248-915-8793 • mkeever@ntvbmedia.com

Attending Mega-Conference: Tom Comi and Michael Keever

For 65 years NTVB Media's entertainment publications have provided trusted editorial content and best-in-class TV magazines to over 20 million readers daily. More than 200 newspaper partners benefit from NTVB Media's expertise in localized TV magazine design, marketing, ad sales and production. We are now pleased to offer FREE editorial content in print, digital and widget formats to newspapers of all sizes. Come see us to hear about our turnkey products and content solutions. Let's talk!



## Olive Software BOOTH 304

3033 South Parker Rd., Suite 502 Aurora, CO 80014 www.olivesoftware.com

Dewayn Davis CEO 866-654-8387 • sales@olivesoftware.com

Attending Mega-Conference: John Mahoney and Kevin Sexton

Achieve maximum results. Olive Software's cloud-based e-publishing platform delivers cross-media publishing capabilities, digitally-enriched print to web, monetization programs and audience engagement solutions. Support for native app, mobile web, desktop and emerging platforms. Highly integrated experience for all of your content across all platforms.



# OwnLocal GOLD SPONSOR

205 W 9th Street, Sixth Floor Austin, TX 78701 www.ownlocal.com

Landon Morales Chief Revenue Officer 561-809-1586 • landon@ownlocal.com

Attending Mega-Conference: Lloyd Armbrust, Rob Beauchamp, April Halasz, Landon Morales, Marc Pretorius and James Varley

OwnLocal partners with almost 4,000 publishers globally, to help manage local digital transformation and position them as the full-service marketing partners for all local advertisers. OwnLocal's combination of technology and proven expertise equips publishers with the tools and strategy necessary to capture, retain and grow advertisers, in print and online. Their breakthrough technology, Origami, generates significant new digital revenue while helping publishers create a sustainable future.



# **PAGE Cooperative** BOOTH 314

700 American Avenue, Suite 101 King of Prussia, PA 19406 www.pagecooperative.com

Joan M. Graff
Director of Membership Development and Marketing

703-622-1052 • joan.graff@pagecooperative.com

Attending Mega-Conference: Marcy Emory, Joan Graff, Steve Schroeder and John Snyder

PAGE Cooperative, a not-for-profit, member-owned association, was formed 33 years ago to help independently owned newspaper companies group their purchases to lower costs and improve services. Today, PAGE has a nationwide membership covering all 50 states and more than 1,500 publishing locations. With 200+ suppliers offering products and services ranging from newsprint to cloud computing, members turn to PAGE for the best in price and service. Please call 800-468-9568 to learn how PAGE can help you save money.



## PageSuite BOOTH 206

1, 2 and 3 The Wood Turners Smeeth, Kent TN25 6SA www.pagesuite.com

Lucy Tozer
Senior Vice President, Marketing
+44 1233 721030 (UK) ● lucy.tozer@pagesuite.com

Attending Mega-Conference: Ben Edwards and Lucy Tozer

PageSuite delivers market-leading ePaper and app solutions to newspapers across the globe, enabling them to deliver content cross-platform, implement innovative advertising and paywall strategies and create engaging digital experiences across desktop, mobile and tablet.



# Phoenix Vision, Inc. BOOTH 221

16855 W. Bernardo Drive, Suite 100 San Diego, CA 92127 www.phxvision.com

Clifton Cooke CEO

619-306-1500 • cliffcooke@phxvision.com

Attending Mega-Conference: Cliff Cooke, Chuck Cotton and Glenn Zuehls

Phoenix Vision, Inc. uniquely addresses the needs of the newspaper industry to increase advertising revenue with an "active" digital signage-based technology solution featuring anonymous viewer analytics. Our concept rests on three pillars: 1) the need for newspapers to create additional profitable revenue, 2) the need for advertisers to better understand the demographics of their sales through an active approach, and 3) the need to increase the efficiency of retail stores by utilizing existing newspaper racks to advertise their own products and services to their target audience.



# ppi Media US, Inc. воотн 308

401 N. Michigan Avenue, Suite 1200 Chicago, IL 60611 www.ppimedia.com

Tom Reinacher CEO 630-433-8836 • tom@ppimedia-us.com

Attending Mega-Conference: Tom Reinacher and Christina Reinacher

ppi Media is one of the leading international software specialists for publishing workflows in the fields of print, web and mobile. More than 100 media companies and publishing houses worldwide are using our software solutions. These solutions include the cross-channel editorial system Content-X, various tailored newspaper planning solutions, as well as tools for digital ad management. Numerous publishers were able to increase their online revenue and optimize their use of valuable resources in their daily workflows with our digital publishing solutions.



# Presteligence BOOTH 208

8328 Cleveland Avenue, NW North Canton, OH 44720 www.presteligence.com

Bob Behringer
President and CEO
330-305-6960 • bbehringer@presteligence.com

Attending Mega-Conference: Bob Behringer

Presteligence will showcase its latest My News 360 platform combining multi-channel delivery content management for print and web, mobile apps, and e-edition. Also available is the high school sports platform for scores and stats, in addition to its flagship solutions of e-tearsheets and invoice delivery, prepress production workflow, ink optimization and e-editions. An industry leading software developer and innovator, Presteligence transforms concepts into cost-effective and revenue-generating solutions scaled to fit newspapers of all sizes. Stop by for a demo.



### Prolmage America, Inc. BOOTH 309

103 Carnegie Center Princeton, NJ 08540 www.new-proimage.com

Rich Shafranek
Vice President of Sales
516-314-4225 • rick.shafranek@new-proimage.com

Attending Mega-Conference: Mike Monter and Rick Shafranek

ProImage America is a leading developer of innovative browser-based production automated workflows, ink optimization, image color toning & correction software and a press registration solution for commercial and newspaper printers that corrects registration issues by adjusting the Tiff separations. NewsWay is an advanced browser-based fully automated workflow, output management and production tracking solution. Flexible and customizable. Perfect for production centralization projects.



## Publication Printers BOOTH 417 BRONZE SPONSOR

2001 S. Platte River Drive Denver, CO 80223 www.publicationprinters.com

Danny Pacheco
Sales Representative

888-824-0303 • danny.pacheco@publicationprinters.com

Attending Mega-Conference: Danny Pacheco and Todd Stehl

At Publication Printers, our reputation for excellence has made us one of the most trusted web printers in the United States. We provide superior quality printing on any size project, from glossy national magazines to postcard mailings. Day after day, we deliver proven expertise and unparalleled service to our clients, as we have for over 35 years.



### Recruitology BOOTH 411

98 Battery Street San Francisco, CA 94111 www.recruitology.com

Roxie Crowley
Director of Partnerships
281-763-8934 • rcrowley@recruitology.com

Attending Mega-Conference: Roberto Angulo, Roxie Crowley, Michael Dawes, Brandi Reagan and Earl Tilton

Recruitology's cloud-based recruitment platform for media companies includes programmatic job distribution and access to a network of niche job boards and destination sites. New additions to the Recruitology product suite include a white-labeled job board and recruitment mobile app. See Recruitology CEO Roberto Angulo and McClatchy Digital Revenue Manager Sandy Glover talk about how media companies are reclaiming their local recruitment advertising markets on the Solutions Stage on Tuesday at 1:30.



### Relevnt, Inc.

#### WINE-TASTING SPONSOR (AT WELCOME RECEPTION)

814 A1A North, Suite 353 Ponte Vedra, FL 32082 www.relevnt.com

Winder Hughes CEO 904-612-4452 • winder@relevnt.com

Attending Mega-Conference: Winder Hughes

Relevnt<sup>TM</sup> is a new location-based mobile network personalized by your interests. Discover and connect with great local voices wherever you live, wherever you go! Learn more: https://www.youtube.com/watch?v=6Cu-gZqM9Lc



### Roxen Internet Software BOOTH 218

4753 NW 119th Avenue Coral Springs, FL 33076 www.roxen.com

Per Ostlund
President and CEO
917-582-0753 • per.ostlund@roxen.com

Attending Mega-Conference: Jorge Mejia and Per Ostlund

Roxen's Newsroom Solution keeps speed and productivity in focus. Each employee sees the big picture and is empowered to take greater part in, and responsibility for, content creation and publishing. With our web-based tools and apps for journalists and readers, you always take the shortest path from story to reader. You become the fastest source of news and free up valuable time for reader interaction.



### Second Street BOOTH 200

1017 Olive Street, Mezzanine Level St. Louis, MO 63101 www.secondstreet.com

Julie Foley Affiliate Success Manager 314-880-4910 • julie@secondstreet.com

Attending Mega-Conference: Benjamin Beaver, Matt Coen, Liz Crider Huff, Julie Foley and Ruth Presslaff

As the leading provider of private-label online contests and interactive content, we help companies generate revenue and build a database of consumers. Our software lets companies maximize engagement and convert website visits into revenue contests, sweepstakes and more.



### Seyfarth Shaw LLP

#### MONDAY WELCOME RECEPTION SPONSOR (SILVER LEVEL)

233 S. Wacker Drive, Suite 8000 Chicago, IL 60606 www.seyfarth.com

Camille Olson Partner 312-460-5831 • colson@seyfarth.com

Seyfarth Shaw LLP provides thoughtful, strategic, practical legal counsel to client companies and legal teams of all sizes. With attorneys spread across 13 markets, we offer a national platform and an international gateway to serve your changing business and legal needs.

### SHAKER

### Shaker Recruitment Consultants BOOTH 201

1100 Lake Street Oak Park, IL 60301 www.shaker.com

Lia Mancini Brunner
Director
708-358-0236 ● lia.mancini@shaker.com

Attending Mega-Conference: Lia Mancini Brunner and Michael Farag

Providing the industry's most comprehensive, cost-effective set of digital and enhanced services for all media, we create, power, administrate and market exceptionally robust local job boards. Backed by the full-service resources and 65 years of experience of our parent company and industry pioneer, Shaker Recruitment Advertising & Communications, we are committed to helping you maximize your profitability with convenient services that are proven to help you compete more effectively and succeed on your own terms.

# Sımplı.fı

### Simpli.fi Badge/lanyard sponsor

1407 Texas Street Fort Worth, TX 76102 www.simpli.fi

Michael Cole
Director of Partner Development
310-729-2084 • mcole@simpli.fi

Attending Mega-Conference: Michael Cole

Simpli.fi is the leader in localized programmatic advertising. Simpli.fi works with the largest buyers of localized advertising, including brands, agencies, local media groups, networks and trading desks. These companies utilize Simpli.fi to localize ad targeting and content, to deliver performance on high volumes of localized campaigns, and to provide deep insights on their dynamic audiences. For more information about the company or partnership opportunities visit www.simpli.fi.



### Site Impact BOOTH 404 TOTE BAG SPONSOR

6119 Lyons Road Coconut Creek, FL 33073 www.siteimpact.com

Brandon Rosen CEO 561-685-8991 • brandon@siteimpact.com

Attending Mega-Conference: Wendy Peichel and Brandon Rosen

Site Impact specializes in private label email marketing services that is ideal for media companies and agencies that want a custom-branded application with configurable features that make ordering more efficient. Site Impact will work with you to develop a successful email program with higher guaranteed click-through and real-time results. With one of the largest databases available, competitive pricing and same day turnaround times, we are the turnkey email marketing solution you need.



### Smart 1 Marketing BOOTH 107

### SILVER SPONSOR AND MONDAY WELCOME RECEPTION SPONSOR (SILVER LEVEL)

776 Reynoldsburg New Albany Rd. Blacklick, OH 43004 www.smart1marketing.com

Dave Patterson Vice President, New Business Development 614-325-3827 • dave@smart1marketing.com

Attending Mega-Conference: Ashley Hess, Dave Patterson and Todd Swickard

Smart 1 Marketing is a white label, full-service digital solutions provider. We've invested heavily in new and exciting things to offer your clients. So, if you are looking for a partner and not just another vendor, please call 614-325-3827 or visit us at www.smart1marketing.com.



### Social News Desk BOOTH 214

www.socialnewsdesk.com

Kim Wilson
Founder/President
877-SND-3311 • kwilson@socialnewsdesk.com

Attending Mega-Conference: Kim Wilson

Social News Desk is the leading social media management tool for both print and broadcast newsrooms. Used by more than 2,000 news orgs worldwide, SND Dashboard is uniquely designed to help newsrooms follow best practices, secure accounts, monetize branded content and measure results with actionable analytics. Its unique feature set allows large groups to publish at scale and easily track enterprise-level social media metrics. Plus, the company's integrated SND Campaigns tool allows media companies to more easily execute a sponsored content strategy on social.



## Software Consulting Services MONDAY WELCOME RECEPTION SPONSOR (BRONZE LEVEL)

630 Municipal Drive, Suite 420 Nazareth, PA 18064 www.newspapersystems.com

Phil Curtolo
Director of Sales
610-746-7700 • phil@newspapersystems.com

Attending Mega-Conference: Phil Curtolo and Kurtis Jackson

SCS provides advertising, production and digital asset management software to the newspaper industry. Family-owned and employing a staff of U.S.-based developers, sales and support staff, SCS has long been a trusted vendor for publishers of all shapes and sizes. With customers from small weeklies to large corporate groups, SCS is always there for you. Our managed service plans allow you to enjoy all the benefits of the software while we take care of the maintenance.



## Southern Lithoplate BOOTH 405 MONDAY WELCOME RECEPTION SPONSOR (BRONZE LEVEL)

P. O. Box 9400 Wake Forest, NC 27588 www.slp.com

Ted McGrew Vice President, Sales 317-407-5553 • tmcgrew@slp.com

Attending Mega-Conference: Jeff Bernhardt, Gil Green and Ted McGrew

Southern Lithoplate, delivering value and performance, an environmentally-friendly company. Featuring SLP's Liberty NXP and GEM true no-process plates, paired with responsive technical support, comprehensive parts/service packages and our valued strategic alliances, including our Alliance partners Creative Circle Media Solutions, CRONECRM, MWStange LLC and Presteligence.



### **SpokenLayer VOICE SPONSOR ON MONDAY AND TUESDAY**

208 W. 30th Street. Suite 1101 New York, NY 10001 www.spokenlayer.com

Jeremy Mims Strategy 203-429-7447 • jeremy@spokenlayer.com

Attending Mega-Conference: Jeremy Mims

SpokenLayer is the leader in voice content on Amazon Alexa, Google Home/Assistant, and soon, Apple's Siri. Our platform brands to inexpensively create daily audio content. Compa-

acts as a turnkey pipeline for top publishers, local media, and nies like Gannett, McClatchy, Hearst, Medium, The Guardian, Politico, Slate, Gizmodo Media Group, The Intercept, and many more work with SpokenLayer to get effective and profitable audio experiences on all major audio platforms.



### TapClicks BOOTH 203

3031 Tisch Way. Suite 1002 San Jose, CA 95128 www.tapclicks.com

Noah Jacobson Vice President of Corporate Development 866-626-1088 • noah@tapclicks.com

Attending Mega-Conference: Noah Jacobson and Mark Zahar

TapClicks is a leading marketing data and operations SaaS company for agencies, media companies, brands and enterprises. The Tapclicks solution aggregates, visualizes, reports and manages marketing data across over 1,400 channel data sources. TapClicks delivers over 1.3 million marketing dashboards to over 3,500 media companies, agencies and brands worldwide. Marketers can report to their clients using PowerPoint, Word and Excel, Adobe PDF, email, HTML, interactive dashboards and mobile apps.



### Tecnavia BOOTH 114

13965 W. Preserve Burnsville, MN 55337 www.tecnavia.com

Diane Amato
Vice President, Sales
330-646-1889 • damato@tecnavia.com

Attending Mega-Conference: Diane Amato and Gary Green

Tecnavia is a 360° service provider offering web metering, native news apps, website design and hosting and, of course, Tecnavia's most well-known service, our digital replica that leads the industry! Stop by to see how to increase your audience and your revenues today!



### Ticket Sauce LOUNGE AREA SPONSOR

9255 Towne Centre Drive, Suite 380 San Diego, CA 92127 www.ticketsauce.com

Shannon Hanes
Vice President of Sales
805-276-4932 • shannon@ticketsauce.com

Attending Mega-Conference: Travis Fisher, Shannon Hanes and Dominique Shwe

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## TinBu<sup>®</sup>

### TINBU LLC MASSAGE CHAIR SPONSOR

3 W. Garden Street, Suite 515 Pensacola, FL 32506 www.tinbu.com

Jim Schonewolf Vice President, Sales 850-292-4272 • jschonewolf@tinbu.com

Attending Mega-Conference: Jim Schonewolf

TinBu, LLC has been providing best of breed data feeds and content integration platforms to digital publishers around the world for over a decade. We are the world's leading provider of lottery data feeds along with U.S. gas price feeds and daily horoscope. We also provide content feeds in the areas of weather, celebrity entertainment, recipes, sports and more. We are renowned for providing timely, accurate data that is used to power web, mobile and other digital information platforms.



### TownNews.com BOOTHS 315 AND 414

1510 47th Avenue Moline, IL 61265 www.townnews.com

Rick Rogers
Vice President of Sales
417-592-0163 • rrogers@townnews.com

Attending Mega-Conference: Aaron Gillette, Carol Grubbe, Roger Lee, John Montgomery, Theresa Nelson, Phil Pracht, Rick Rogers, Brad Ward and Marc Wilson

More than 1,700 media organizations rely on TownNews.com's content management and data solutions to help them create compelling content, grow their audiences and boost revenue with targeted local and programmatic campaigns. Our complete solutions suite integrates digital publishing, ad ops, content exchange, over-the-top (OTT) video, mobile apps, business directory and more, in a unified, state-of-the-art platform. Ready to thrive in the digital age? Visit the TownNews.com booth today.



### Tru Measure

#### MONDAY WELCOME RECEPTION SPONSOR (BRONZE LEVEL)

111 W. Hargett Street Raleigh, NC 27601 www.trumeasure.com

April Dauzat
Business Development Manager
303-578-0491 • adauzat@trumeasure.com

Attending Mega-Conference: April Dauzat and John Hoeft

Tru Measure provides media companies and advertising agencies with post-click analytics and campaign performance dashboards. We also provide insight and guidance on digital marketing management and measurement needs. Our white label platform is a proven go-to-market tool for your order entry, fulfillment, optimization and reporting needs.



### The Ultimate PrintSource, Inc. BOOTH 321

2070 S Hellman Avenue Ontario, CA 91761 www.ultimateprintsource.com

Jeff Ferrazzano
President
909-947-5292 • jeff@ultimateprintsource.com

Attending Mega-Conference: Jeff Ferrazzano

The Ultimate PrintSource, Inc. is a seamless extension of your newspaper operation providing printing services such as single sheet inserts, direct mail, circulation and market printing and pretty much everything else printed on paper, except your newspaper.



### Viafoura BOOTH 102

170 University Avenue, Suite 200 Toronto, Ontario M5H 3B3 Canada www.viafoura.com

Allison Munro Head of Sales and Marketing 647-633-4640 • allison@viafoura.com

Attending Mega-Conference: Lauren Lilly and Allison Munro

Viafoura empowers over 600 of the world's top media brands to engage, discover and grow their audience in real time with integrated user registration, engagement, moderation and analytics tools.



### Vision Data BOOTH 416

1377 3rd Street Rensselaer, NY 12144 www.vdata.com

Amy Weaver Regional Sales Manager 423-975-9389 • weaver@vdata.com

Attending Mega-Conference: Amy Weaver

Vision Data is a long-standing premier media partner specializing in advertising sales and customer service applications designed to increase revenue and lower duplication and overhead. Vision applications provide a seamless flow from initial ad order entry in the field to design and ad tracking and then out to production, billing and receivables management. Vision Data applications provide tools for advertising, circulation, sales/CRM, self-service, production and ad tracking. Currently serving hundreds of publications throughout the U.S. via cloud & self-hosted formats.



### Vivial BOOTH 305

3100 Research Blvd., Suite 250 Dayton, OH 45420 www.vivial.net

Ray Carulli Vice President, Strategic Partnerships 203-404-6552 • rcarulli@vivial.net

Attending Mega-Conference: Ray Carulli and Laura Cole

Vivial is a groundbreaking martech company that offers a full range of customer engagement tools to help businesses connect with customers, build loyalty, manage content and track results. We actively work with media companies throughout the U.S. to deliver upon our mission of helping to grow the local SMB business. We help businesses of all types increase their visibility using turn-key solutions and are pleased to be sharing insights for media companies at the Solutions Stage this year.



## Way, Ray, Shelton & Co., PC Certified Public Accountants & Business Consultants NOTEPAN SPONSOR

216 McFarland Circle North Tuscaloosa, AL 35406 www.wrscpa.com

Steve Shelton

Managing Shareholder

205-561-3333 • sas@wrscpa.com

Attending Mega-Conference: Steve Shelton

Way, Ray, Shelton and Co., P.C., a full-service accounting firm, has been providing accounting expertise to the media industry for more than 30 years. Our vast experience makes us arguably the leading accounting firm in the country for community newspapers. In addition to our audit and tax expertise, we have assisted numerous media clients with many acquisitions, sales, mergers and reorganizations. Please call on us for any of your future accounting needs.



### **WeHaa** BOOTH 106

1166 Quail Ct., Suite 105 Pewaukee, WI 53072 www.wehaa.com

Cesar Montes
President
414-698-6809 • cmontes@wehaa.com

Attending Mega-Conference: Cesar Montes and Kevin Collins

Looking to increase your advertising revenue? Let WeHaa show you our innovative solutions in real estate, autos and local business verticals. White label and custom built to match your brand. Features include social sharing, Facebook integration, reverse publishing, interactive ad units, mobile responsive, intelligent reports and much more. Stop by for a quick demo and ask about our new "Open Houses" & "New Construction" solution!



### Whiz Technologies BOOTH 406

2051 Junction Avenue, Suite 218 San Jose, CA 95131 www.whizti.com

Nikhil Modi CEO 408-410-0624 • nikhil@whizti.com

Attending Mega-Conference: Nikhil Modi

Whiz Technologies builds mobile, OTT video and Alexa voice apps. With a history of developing apps for more than seven years, we provide best of class solutions for all devices. Our apps have multiple ad units including app start ads, banners, interstitials and video ads. We provide sales training, best practices and consulting for building and growing your audience. We are particularly proud of our diverse and growing customer base that includes broadcast television stations and daily/weekly newspapers.

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WeHaa 106

Whiz Technologies Inc. 406

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