

Media Information 2012

Advertising rate card no. 20

Valid from 01.10.2011



We're there for you!

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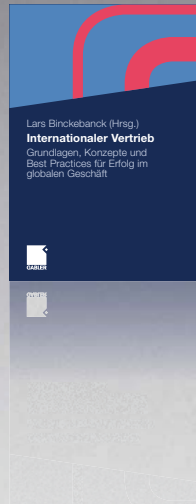
Journals



Online solutions



Books



Corporate Publishing



Fachzeitschrift

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- 1 Title:** salesbusiness
- 2 Brief description:** The acclaimed specialist magazine is the leading navigator for decision-makers in the sales and distribution sectors. Practical information, branch trends, examples of up-to-the-minute best-practice approaches and successful sales and marketing strategies are the focus of salesbusiness. The primary editorial topics are closely linked to the interests of the target group. Distribution practice, careers, information technology, company profiles and business dialogues with successful market players are focused on, as are communication, human resources management, coaching and decision-making aids for daily practice.
- 3 Target group:** Managing directors, board members, sales managers, key account managers and sales and distribution managers are the core readers of salesbusiness. All take far-reaching investment decisions and are among the most sought-after, private top-consumers with exclusive requirements.
- 4 Frequency:** 10 times a year + special issues
- 5 Magazine size:** 210 mm x 279 mm
- 6 Year of publication:** 21st volume 2012
- 7 Subscription price:** Yearly subscription
Germany € 99 (incl. V.A.T. + p&p)
Foreign countries € 117 (incl. V.A.T. + p&p)
Single issue € 11 (incl. V.A.T. + p&p)
- 8 Official journal of:** –
- 9 Membership:** –
- 10 Publishing company:** Springer Gabler
Springer Fachmedien Wiesbaden GmbH
Abraham-Lincoln-Str. 46, 65189 Wiesbaden, Germany
phone +49 (0)611 / 78 78 – 0
www.springerfachmedien-wiesbaden.de
- 11 Publisher:** –

- 12 Advertising:** Tanja Pfisterer (Assistant Head of Global Advertising/
Head of Key Account Management)
Britta Dolch (Head of Sales Management)
Eva Hanenberg (Sales Management)
phone +49 (0)611 / 78 78 – 226
eva.hanenberg@best-ad-media.de
- 13 Editor:** Gabi Böttcher (v.i.S.d.P.)
phone +49 (0)611 / 78 78 - 220 · fax - 435
gabi.boettcher@springer.com

14 Scope analysis 2010 = 10 issues + 1 special issue

Total volume	584 pages	=	100.0%
Editorial part	494 pages	=	84.6%
Advertisement part	90 pages	=	15.4%
Supplements	20 items		
15 Content analysis of the editorial part	494 pages	=	100.0%
Markets, expansion, news	81 pages	=	16.4%
Strategy, Innovation, Products, tools,			
Practice (sales management, CRM, technology)	227 pages	=	46.0%
Management, coaching, career	78 pages	=	15.8%
Mobility, travel, law, books	46 pages	=	9.3%
Compact, column, preview, other	62 pages	=	12.6%

Issue, Month, (AD)*, (CD)*, (PD)*	Fairs, Events, Congresses	Subjects			Specials	Extras / special issues
1/2 Jan. / Feb. AD 21.12.2011 CD 04.01.2012 PD 25.01.2012	komma , Munich, Germany (25-26.02.) CeBIT , Hanover, Germany (06-10.03.)	Potential analyses Recognise and utilise resources	Sales support by call centre service providers	Business Intelligence Mehr Umsatz durch effizientes Datenmanagement	Special CeBIT	
3 March AD 10.02.2012 CD 17.02.2012 PD 09.03.2012	Swiss Online Marketing , Zurich, Switzerland (14-15.03.) Sales Marketing Messe , Munich, Germany	Address management Optimising customer data	Customer cards and other instruments for customer retention	E-Commerce Webshops erfolgreich aufbauen und betreiben		Industry ExtraCapital Goods
4 April AD 14.03.2012 CD 21.03.2012 PD 13.04.2012		Direct sales Selling products without detours	Customer events Using events to impress and retain customers	Search engine optimisation Found at Google & co.	Special Fairs and Exhibitions (Combined with HVJ)	
5 May AD 12.04.2012 CD 19.04.2012 PD 11.05.2012		Employee incentives Successful planning of motivation competitions	Corporate publishing Publications for customer retention	Coaching The sales manager as a team coach		Industry Extra Financial Services
6 June AD 09.05.2012 CD 16.05.2012 PD 11.06.2012	Mailingtage , Nuremberg, Germany (20-21.06.)	Displays Technical solutions for fairs and exhibitions	Presentation techniques Trends and innovations for sales conversations and conferences	E-mail marketing Strategic application of mailings for customer retention	Special Company Cars (Combined with HVJ)	

Issue, Month, (AD)*, (CD)*, (PD)*	Fairs, Events, Congresses	Subjects			Specials	Extras / special issues
7/8 July / Aug. AD 29.06.2012 CD 06.07.2012 PD 27.07.2012	Suisse EMEX , Zurich, Switzerland (21-23.08.)	Further training Trends in sales training	Call Centres Outsourcing services for customer service	Advertising articles Arousing attention with innovative ideas		Industry Extra Automobile
9 September AD 17.08.2012 CD 24.08.2012 PD 14.09.2012	IT & Business & DMS EXPO , Stuttgart, GER Mail Order World , Wiesbaden, Germany (26-27.09.) dmexco , Cologne, Germany CRM Expo , Nuremberg, Germany	Mobile sales Technical innovations for mobile use	Conferences and congresses Strategic planning and successful execution of events	Customer retention instruments Effective presents and signs of appreciation	Special Sales Law (Combined with HVJ)	CRM Report
10 October AD 13.09.2012 CD 20.09.2012 PD 12.10.2012	DKM , Dortmund, Germany (23-25.10.)	Human resources services Outsourcing sales services	Address databases Solutions for archiving customer data	Sales force control More time for the customer due to geo-marketing	Special Vehicle Fleet and Leasing (Combined with HVJ)	
11 November AD 11.10.2012 CD 18.10.2012 PD 09.11.2012		Web 2.0 sales The Internet as a customer management instrument	Business trips Tips for travel planning and accommodation	Bonus systems Motivation through bonuses	Special Fairs and Exhibitions (Combined with HVJ)	
12 December AD 16.11.2012 CD 23.11.2012 PD 14.12.2012		Annual target planning Effectively communicating and fixing sales targets	Webshops Optimisation potential for Internet sales	Customer databases Systems for fast and effective access		Industry Extra Pharmaceutical Industry
1/2 Jan. / Feb. 13 AD 21.12.2012 DD 07.01.2013 PD 25.01.2013		Route planning Efficient customer visits	Mobile business New technologies for sales teams	Call Centres For and against external services		

***AD = Advertising deadline | CD = Copy deadline | PD = Publication date**

This overview of the subjects scheduled for 2012 is intended for your planning. We reserve the right to make changes if necessary. For further information, please call +49 (0)611 / 788 – 226

1 Advertisement formats and prices (Prices in Euro)

Format	Type area formats width x height in mm	Format for bleed ads width x height in mm**	Basic price b/w	2 colours*	3 colours*	4 colours*
2/1 page	388 x 240	420 x 279	8,950	9,440	9,930	10,420
1/1 page	175 x 240	210 x 279	4,690	5,180	5,670	6,160
3/4 page horizontal	175 x 178	210 x 189	3,520	4,010	4,500	4,990
2/3 page upright	115 x 240	131 x 279	3,130	3,620	4,110	4,600
horizontal	175 x 156	210 x 177				
Juniorpage	115 x 178	131 x 198	2,720	3,210	3,700	4,190
1/2 page upright	85 x 240	101 x 279	2,350	2,840	3,330	3,820
horizontal	175 x 117	210 x 137				
1/3 page upright	55 x 240	63 x 279	1,560	2,050	2,540	3,030
horizontal	175 x 76	210 x 86				
1/4 page upright	40 x 240	46 x 279	1,180	1,670	2,160	2,650
horizontal	175 x 56	210 x 63				
block	85 x 117	101 x 137				
1/6 page block	85 x 76	–	780	1,270	1,760	2,250

Training calender: 4 columns, 15 mm: **€ 290** | **Response card:** on request

* ISO scale ** plus 3 mm bleed difference on all sides
Further formats on request.

Actual distributed circulation: 16,187 copies

2 Additional fees:

Placement:	Cover page 4c	on request
	4th cover page 4c	€ 895
	2nd, 3rd cover page 4c	€ 310
	Binding placement requests	10% of the b/w price
Colour:	Fee for special colours: fee for each additional colour, price	on request
Format:	Ads over the binding:	10% of the b/w price
	Island position ads:	60% of the b/w price
	Satellite position ads:	10% of the b/w price
	Ads running into the bleed:	10% of the b/w price

3 Discounts:

applicable for orders placed within the advertising year*)

Quantity Scale		Length Scale	
For 3 ads	3%	3 pages	5%
For 5 ads	5%	5 pages	10%
For 8 ads	10%	8 pages	15%
For 10 ads	15%	10 pages	20%

Only one discount scale may be applied.
Discounts apply to all additional fees: colour, placement and bleed fees. Discounts do not apply to special costs or additional technical costs.

*) Can not be combined with combination offer of H&V Journal

4 Columns:

Job Advertisements / Business Connections Page 6

5 Special advertising forms:

Loose / Fixed Inserts:

2-page	€ 3,900
4-page	€ 5,600
Partial occupation (addition to price)	€ 400

These prices apply for paper weights up to 170 g.
Delivered untrimmed, trimming on request.
Discounts are based on the Length Scale:
(1 sheet = 1/1 page)

Enclosures: (no discounts available)

Loose, maximum size 203 mm x 272 mm	
Up to 25 g per thousand	€ 270
Up to 30 g per thousand	€ 280
Number of enclosures	on request
Prices for heavier enclosures	on request
Partial occupation (addition to price)	€ 400

Fixed enclosures: (no discounts available)

Per thousand up to 25 g, incl. gluing costs, applicable only with purchase of a 1/1 page ad for postcards	€ 120
for CD, booklets	€ 160
Number of supplements	on request
Larger and heavier formats (also applies for product samples)	on request

6 Contact:

Eva Hanenberg (Sales Management)
phone +49 (0)611 / 78 78 – 226
eva.hanenberg@best-ad-media.de

7 Payment conditions:

2% discount for payment prior to publication;
15% agency commission, agency status must be verified with the commissioning at the latest and in the form of an excerpt from the German Trade Register (Handelsregister); valid for Germany: additional VAT applies to all prices listed; payment due: upon receipt of invoice.

Banking information:

Springer Fachmedien Wiesbaden GmbH
Deutsche Bank Berlin
Bank Nr. (BLZ): 100 700 00 | Account Nr.: 069700300
Swift/BIC: DEUTDEBB
IBAN: DE09 1007 0000 0069 7003 00

You can find our general terms and conditions at
www.best-ad-media.de/gtc

Advertisement formats and prices (Prices in Euro)

Format	Type area formats width x height in mm	Format for bleed ads width x height in mm**	Basic price b/w	2 colours*	3 colours*	4 colours*
1/1 page	175 x 240	210 x 279	2,770	3,320	3,880	4,430
2/3 page upright	115 x 240	131 x 279	1,960	2,352	2,744	3,136
1/2 page	upright	85 x 240	1,390	1,670	1,950	2,220
	horizontal	175 x 117				
1/3 page	upright	55 x 240	990	1,190	1,390	1,580
	horizontal	175 x 76				
	block	115 x 117				
1/4 page	upright	40 x 240	765	918	1,071	1,224
	horizontal	175 x 56				
	block	85 x 117				
1/8 page	upright	55 x 86	455	546	637	728
	block	85 x 56				

Classified ads available on request.

* ISO scale ** plus 3 mm bleed difference on all sides

Applicable for Germany only – the current V.A.T. rate has to be added to all prices. You'll find our general terms and conditions at www.best-ad-media.de/gtc

Extra charges

for colours: per special colour on request

Contact:

Eva Hanenberg (Sales Management)

phone +49 (0)611 / 78 78 – 226

eva.hanenberg@best-ad-media.de

Rate for box numbers: **Euro 12** (Germany)
Euro 16 (foreign countries)

- 1 Journal format:** 210 mm wide x 279 mm long
- Print space:** 175 mm wide x 240 mm long
- 2 Printing and binding methods:** Offset, saddle stitching
- 3 File transfer:**

FTP:
Access information on request

E-Mail:
susanne.bretschneider@best-ad-media.de
Maximum file size: 10 MB!
Please use Winzip (.zip) to compress your file.
The name of the zip file should start with the journal name, followed by the issue and customer name.
- 4 File formats:** Please submit the print-ready PDF X3 files in the size of the ad format. Ads running into the bleed must be positioned with a 3 mm bleed on the page(s) in question.
- 5 Colours:** Special colours must be defined using their HKS or Pantone specifications. The maximum colour coating should not exceed 300%. Offset profile = Iso Coated V2 300
- 6 Proofs:** Since we use Process Standard Offset (PSO) printing, we don't need proofs.
- 7 File archiving:** Since files are archived for 1 year, repeat printings of the unchanged files are possible as a rule. However, we do not offer a guarantee as to file availability.
- 8 Liability:** The commissioning party assumes responsibility for the timely submission of the advertising text and suitable, error-free printing materials and/or inserts. Should clearly unsuitable or damaged materials be submitted, the publisher will demand their immediate replacement. Should no suitable materials be submitted, the publisher will print the advertisement in the quality the submitted materials allow.
- 9 Contact:** Susanne Bretschneider, Advertising & Layout
phone +49 (0)611 / 78 78 – 153
fax +49 (0)611 / 78 78 – 443
susanne.bretschneider@best-ad-media.de

Two strong target groups



Managing directors,
sales decision makers

Ø-print run 16,000

Self-employed workers
(owners) Commercial agents
and sales representatives

Ø-print run 11,000

= 27,000 Investment decision makers

therefrom

■ 13,600 Subscription copies

■ 19,840 Copies sold

Facts that speak for themselves:

A target group that makes investment

High annual total investment volume, for example

- Vehicle fleet
- Hard/software and telecommunication
- Business travel
- Education and advanced training
- and many other different fields

4 colours

	SB in Euro	HVJ in Euro	Sum in Euro	Combination discount in % *	Combination price 2012 in Euro
1/1 page	6,160	4,921	11,081	30	7,757
1/2 page	3,820	3,030	6,850	30	4,795
1/3 page	3,030	2,020	5,050	30	3,535
1/4 page	2,650	1,513	4,163	30	2,914
1/6 page	2.250	1.010	3.260	30	2.282

b/w

	SB in Euro	HVJ in Euro	Sum in Euro	Combination discount in % *	Combination price 2012 in Euro
1/1 page	4,690	3,397	8,087	30	5,661
1/2 page	2,350	1,698	4,048	30	2,834
1/3 page	1,560	1,132	2,692	30	1,884
1/4 page	1,180	850	2,030	30	1,421
1/6 page	780	566	1,346	30	942

*No further discounts available, commission possible.

Additional V.A.T. applies to all prices listed.

■ **Considerable dicount for ordering both titles**



1 Circulation monitoring:



2 Circulation analysis: average number of copies per issue in one year
(July 1 2010 – June 30 2011)

Print run:	16,475		
Actual distributed circulation (ADC):	16,187	of which, abroad:	237
Copies sold:	9,205	of which, abroad:	151
Subscription copies:	3,114	Member copies:	–
Individual sales:	4		
Other sales*):	6,087		
Voucher copies:	6,982		
Reminder, archive and record copies:	288		

**3.1 Coverage in Germany structured according to postcode areas:
Current coverage upon request**

3 Geographical distribution analysis:

Economic area	Percentage of actual circulation	
	%	copies
Germany	98.5	15,950
Foreign countries	1.5	237
Actual distributed circulation (ADC)	100.0	16,187

*) incl. 6,080 in-flight copies

- 1 **Web address (URL):** www.salesbusiness.de
- 2 **Brief description:** www.salesbusiness.de focuses on news, articles and essential information on the topics of marketing, CRM, leadership and training, complemented by a database of articles from the printed journal.
- 3 **Target group:** Managing directors, board members, sales managers, key account managers and sales and distribution managers are the core readers of salesbusiness. All take far-reaching investment decisions and are among the most sought-after, private top-consumers with exclusive requirements.
- 4 **Publishing company:** Springer Gabler
Springer Fachmedien Wiesbaden GmbH
Contact editor: Gabi Böttcher (v.i.S.d.P.)
phone +49 (0)611 / 78 78 – 220
gabi.boettcher@springer.com
Contact advertising: **Eva Hanenberg** (Sales Management)
phone +49 (0)611 / 78 78 – 226
eva.hanenberg@best-ad-media.de
Carolin Habermann (Sales Management Online)
phone +49 (0)611 / 78 78 – 211
carolin.habermann@best-ad-media.de
- 5 **Usage data:** page 12



1 Advertisement formats and prices (Prices in Euro)

Web	Pixel Format	CPM	kB
Superbanner (Big Size)	728 x 90	75	max. 45
Skyscraper	120 x 600	75	max. 45
Wide Skyscraper	160 x 600 or 200 x 600	75	max. 45
Medium Rectangle Site Rotation	300 x 250	75	max. 45
Medium Rectangle Fixed 1st Position	300 x 250	85	max. 45
Expandable Rectangle Small	from 300 x 250 to 630 x 250	100	max. 45
Expandable Rectangle Large	from 300 x 250 to 630 x 350	125	max. 45
Video Rectangle (Polite Streaming)	300 x 250	75	max. 45
Wallpaper (Superbanner + Skyscraper)	728 x 90 + 120 x 600	150	each max. 45
Layer Ad + Rectangle Reminder (Tandem Ad)	on request	150	max. 45
Half Page	300 x 600	150	max. 45
Expandable Half Page	from 300 x 600 to 630 x 600	on request	max. 45
Text and Logo (GIF)	300 x 115	55	max. 45

For details on special ad formats, please visit www.best-ad-media.de/special-ads

- 2 Discounts:** On request (conditions agreed on for print media do not apply for online media)
- 3 Payment conditions:** 2% discount for payment prior to publication; 15% agency commission, agency status must be verified with the commissioning at the latest and in the form of an excerpt from the German Trade Register (Handelsregister); valid for Germany: additional VAT applies to all prices listed; payment due: upon receipt of invoice.

Banking information: Springer Fachmedien Wiesbaden GmbH
Deutsche Bank Berlin
Bank Nr. (BLZ): 100 700 00 | Account Nr.: 069700300
Swift/BIC: DEUTDEBB
IBAN: DE09 1007 0000 0069 7003 00

You can find our general terms and conditions at
www.best-ad-media.de/gtc

You can find our specifications for online advertising on page 13.

- 1 Access control:** –
- 2 Usage data:** Visits:
6,400 per month (Ø July 2010 – June 2011)
Page Impressions:
12,200 per month (Ø July 2010 – June 2011)
For the latest usage data, visit:
www.best-ad-media.de/details-salesbusiness-online

Results of the 2011 salesbusiness.de User Survey

salesbusiness.de an attractive advertising environment.

Portal characteristics (very good/good)



Ads on salesbusiness.de activate users.

- ▶ **83%** of our users reported acquiring further information at a provider's homepage because of information on products or providers they saw on salesbusiness.de

Our users are predominantly male.

- ▶ **78%** male, **22%** female

salesbusiness.de users are well educated.

- ▶ **76%** have degrees from a traditional university or university of applied sciences; some even have their doctorates.

salesbusiness.de successfully reaches decision-makers.

- ▶ **94%** of our users either make investment decisions directly or fulfil an advisory function in investment planning at their companies.
- ▶ **70%** hold leadership positions at their companies.

Source: 2011 Online User Survey, n=241, conducted by Best Ad Media + eResult

1 Dateiformate:

Flash, GIF, HTML, JPEG
Redirects möglich

Bei Einsatz einer Flash-Datei ist grundsätzlich immer eine alternative GIF-Datei als Fallback-Image anzuliefern.

Größe: max. 45 kB je Werbeform. Die maximale Größenangabe bezieht sich auf das Gesamtgewicht der jeweiligen Datei.

Best Ad Media behält sich vor, Dateien abzulehnen, die besonders CPU-lastig sind. Eine Auslastung von 40% darf nicht überschritten werden (Standard-PC).

Sound in Werbemittel ist erlaubt, wenn folgende Bedingungen eingehalten werden:

- Bei Start des Werbemittels muss der Sound ausgeschaltet sein. Nur eine eindeutige Aktion durch den User darf den Sound aktivieren (Klick)
- Eine deutlich sichtbare Schaltfläche zur Deaktivierung
- Mit dem Schließen des Werbemittels (z.B. Layer) muss der Sound enden

Infos zu Flash, Expandable Werbeformen, HTML, Einsatz von Redirects:
www.best-ad-media.de/datenanlieferung

2 Lieferadresse:

banner@best-ad-media.de

3 Lieferfrist:

Bis 2 Werktage vor Schaltbeginn
Ziellink:

Bitte vergessen Sie nicht, den Ziellink für jedes Werbemittel einzeln anzugeben.

4 Newsletterwerbung:

Bei der Anlieferung von Newsletterwerbepformaten ist außerdem zu beachten, dass keine Animationen dargestellt werden können.

5 Kontakt:

Nicole Brzank
Disposition
tel +49 (0)611 / 78 78 – 616
banner@best-ad-media.de

1 Data formats:

Flash, GIF, HTML, JPEG
Redirects possible

If Flash files are submitted, an alternative GIF version should always also be sent as a fallback image.

Size: max. 45 kB per advertisement. The maximum allowable file size is based on the file size of the respective file(s).

Best Ad Media reserves the right to reject files that would be especially straining for CPUs; a utilisation level of 40% may not be exceeded (for standard PCs).

Sound can be include in advertisements, provided the following conditions are met:

- At the start of the advertisement, the sound must be turned off. Only a specific action on the part of the user (click) should activate the sound.
- There should be a clearly visible button to turn off the sound.
- When the ad (e.g. its layer) is closed, the sound must automatically end.

Information on Flash, expandable advertisements, HTML, and the use of redirects:
www.best-ad-media.de/data-delivery

2 Delivery address:

banner@best-ad-media.de

3 Delivery deadline:

Up to 2 business days prior to activation

Target link:

Please be sure to include the target link for each ad.

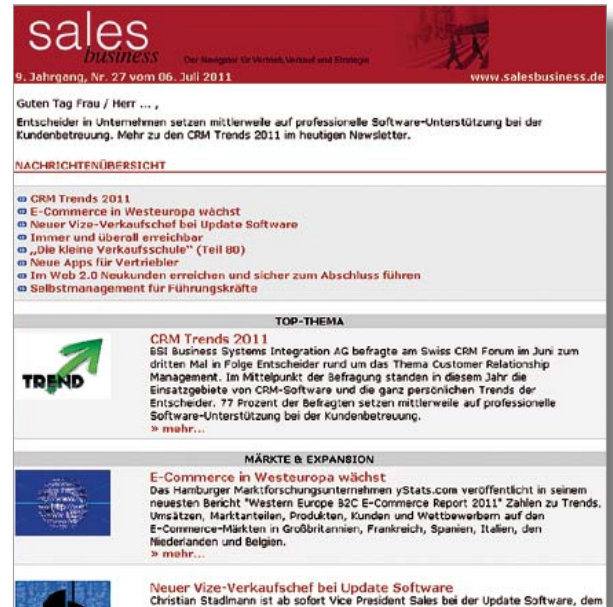
4 Newsletter advertisements:

If newsletter-format ads are submitted, please note that animations cannot be displayed.

5 Contact:

Nicole Brzank
Advertising & Layout
phone +49 (0)611 / 78 78 – 616
banner@best-ad-media.de

- 1 Name:** Newsletter salesbusiness,
newsletter@salesbusiness.de
- 2 Brief description:** salesbusiness includes all relevant topics, such as: practice and leadership, CRM and e-commerce, as well as important dates and events.
- 3 Target group:** Managing directors, board members, sales managers, key account managers and sales and distribution managers are the core readers of salesbusiness. All take far-reaching investment decisions and are among the most sought-after, private top-consumers with exclusive requirements.
- 4 Frequency:** every Wednesday
- 5 Publishing company:** Springer Gabler
Springer Fachmedien Wiesbaden GmbH
- Contact editor:** Gabi Böttcher (v.i.S.d.P.)
tel +49 (0)611 / 78 78 – 220
gabi.boettcher@springer.com
- Contact advertising:** **Eva Hanenberg** (Sales Management)
phone +49 (0)611 / 78 78 – 226
eva.hanenberg@best-ad-media.de
Carolin Habermann (Sales Management Online)
phone +49 (0)611 / 78 78 – 211
carolin.habermann@best-ad-media.de
- 6 Usage data:** Current number of recipients on request and at
www.best-ad-media.de/details-salesbusiness-online



1 Advertisement formats and prices (Prices in Euro)

Newsletter	Pixel Format	Fixed Price	kB
Advertorial/Textad + Logo/Picture (GIF or JPEG)*	Pic 140 x 100, Text 300 characters **)	350	max. 45
Advertorial/Textad + Logo/Picture (GIF or JPEG)*	Pic 140 x 100, Text 650 characters **)	450	max. 45
Fullsize Banner (GIF or JPEG)*	468 x 60	450	max. 45
Rectangle (GIF or JPEG)*	300 x 250	450	max. 45

*) not animated files; **) incl. spaces

- 2 Discounts:** Conditions agreed for print media will not be applied for online media, on request
- 3 Payment conditions:** 2% discount for payment prior to publication; 15% agency commission, agency status must be verified with the commissioning at the latest and in the form of an excerpt from the German Trade Register (Handelsregister); valid for Germany: additional VAT applies to all prices listed; payment due: upon receipt of invoice.
- Banking information:** Springer Fachmedien Wiesbaden GmbH
Deutsche Bank Berlin
Bank Nr. (BLZ): 100 700 00 | Account Nr.: 069700300
Swift/BIC: DEUTDEBB
IBAN: DE09 1007 0000 0069 7003 00

You can find our general terms and conditions at www.best-ad-media.de/gtc

You can find our specifications for online advertising at www.best-ad-media.de/data-delivery

A world of information from the management and financial services fields



- www.salesbusiness.de
- www.callcenterprofi.de
- www.marketingreview.ch
- www.media-spectrum.de
- www.bankmagazin.de
- www.versicherungsmagazin.de
- www.workingoffice.de
- www.innovative-verwaltung.de

Springer Gabler