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|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|
| MINIMUM LEADS       | 800                                                                                                                                                                | 400<br>(150 for Vertical)                                                                                                                      | 200                                                                                                 |
| VENDOR PARTICIPANTS | 4 to 8                                                                                                                                                             | 2 to 6                                                                                                                                         | 1 to 6                                                                                              |
| VENDOR PRESENTS?    | Yes                                                                                                                                                                | Yes                                                                                                                                            | No                                                                                                  |
| PRESENTATION LENGTH | 20 minutes + 5 minutes Q&A                                                                                                                                         | 20 minutes + 5 minutes Q&A                                                                                                                     | N/A                                                                                                 |
| MARCH               |                                                                                                                                                                    | 3/3: Navigating Next-Gen Network Security: Choosing the Right Fit<br>3/24: Detecting, Investigating, and Responding to Threats: Best Practices | 3/20: Game-changing Hardware on the Near Horizon: Storage, Processors, Memory, Networking, and More |
| MAY                 |                                                                                                                                                                    | 5/19: Understanding Threat Detection and Response                                                                                              |                                                                                                     |
| JUNE                | 6/11: Tech Showcase Day: Addressing Data Protection and Disaster Recovery Needs<br>6/25: Keeping up with Ransomware: Evolving Defenses to Counter Changing Attacks |                                                                                                                                                |                                                                                                     |
| AUGUST              |                                                                                                                                                                    | 8/4: Boosting IT Efficiency: How to Do More with Less                                                                                          | 8/7: The 101 Course: Keeping Data Safe and Recoverable                                              |
| SEPTEMBER           |                                                                                                                                                                    | 9/15: Improving Security, Usability, and Compliance With a Data Governance Framework                                                           |                                                                                                     |
| OCTOBER             |                                                                                                                                                                    | 10/27: Transforming Backup and Disaster Recovery with AI and Emerging Techniques                                                               | 10/23: Kubernetes and Containers: New Ways to Secure, Back up and Optimize Modern App Environments  |
| NOVEMBER            |                                                                                                                                                                    | 11/3: Taking Identity and Access Management to the Next Level<br>11/17: Solutions and Tools that Use AI to Get More from Your Existing Data    |                                                                                                     |
| DECEMBER            |                                                                                                                                                                    | 12/8: Hybrid/Public/Private Clouds: Which Cloud Is Right For Your Infrastructure?                                                              |                                                                                                     |



**MegaCast**  
BY FUTURE B2B

ActualTech Media's MegaCast themed tech webinars have been proven to be a leading way by which business and technical decision makers educate themselves on technologies and what's available to them in the market.

These multi-vendor virtual events offer viewers back-to-back presentations from 6 to 8+ vendors that have a story to tell around the theme of the event.



**EcoCast**  
BY FUTURE B2B

The EcoCast is a webinar that provides a variety of more targeted-focus themes. With 2 to 6+ vendor/companies participating and a minimum of event registrations.

They are a perfect way to tell a receptive audience about your product or service.



**Expert Series**  
BY FUTURE B2B

The Expert Series webinar provides clients with the ultimate "set-it-and-forget-it" turnkey experience. We provide expert-level content, give you a sponsorship shout-out, and present a slide to our audience about your solution.



## SINGLE VENDOR WEBINAR PROGRAMS

In addition to the multi-vendor webinars on our schedule, we're happy to help you execute your next webinar. A standard ActualTech Media webinar is up to an hour long and carries with it a minimum commitment of 200 registrations. We provide a project manager, the platform, moderation services, and can even speak on the webinar as independent experts. We've performed dozens of highly successful webinars for a number of happy clients! If you have a webinar need, please contact us.



## CUSTOM WEBINARS

ActualTech Media routinely performs custom online webinars for our clients ranging from small gatherings to large expositions. For all webinars, we provide a project manager, the presentation platform, a moderator, and we can also supply a speaker for you. Whether you want a webinar that's a small as a 30-minute platform demo to as large as a 4-hour extravaganza with a full agenda, we're ready to lend a hand!