

| | MEGACAST BY ACTUALTECH MEDIA | ECOCAST BY ACTUALTECH MEDIA | VERTICAL ECOCAST BY ACTUALTECH MEDIA | ENTERPRISE IT VIRTUAL SUMMIT BY ACTUALTECH MEDIA | EXPERT SERIES BY ACTUALTECH MEDIA | TECH TALKS BY ACTUALTECH MEDIA | DEMOCAST BY ACTUALTECH MEDIA |
|----------------------------|--|--|---|---|--|---|--|
| MINIMUM LEADS | 800 | 400 | 150 | 1,200 | 200 | 200 | 200 |
| VENDOR PARTICIPANTS | 5 to 8 | 2 to 6 | 2 to 6 | 7 to 12 | No max | 1 to 4 | 1 to 4 |
| VENDOR PRESENTS? | Yes | Yes | Yes | Yes | No | Yes | Yes |
| PRESENTATION LENGTH | 20 minutes + 5 minutes Q&A | 20 minutes + 5 minutes Q&A | 20 minutes + 5 minutes Q&A | 20 minutes + 5 minutes Q&A | N/A | 10 mins. + 5 mins Q&A | 10 mins. + 5 mins Q&A |
| JUNE | <p>6/15: Devising Cloud Strategies and Solutions</p> <p>6/29: Building a Robust Security Awareness Program</p> | <p>6/7: Zero Trust Security</p> <p>6/9: Preventing and Recovering from Ransomware Before It's Too Late</p> | | | <p>6/17: Protecting Microsoft Teams and M365 Environments</p> <p>6/24: Moving to the Cloud Without AWS, Azure, or Google</p> | | |
| JULY | <p>7/26: Choosing a Next Generation Data Protection & Disaster Recovery Solution</p> | <p>7/28: Wrangling Passwords, Authentication, and Identity: Keys to Success</p> | <p>7/13: Supporting, Improving, and Securing Education and Government IT and Cloud</p> | <p>7/20: Start Now: Discovering the Critical Tools and Services That Will Define IT Through 2030</p> | <p>7/15: The Layers of Defense in a Comprehensive Security Strategy</p> <p>7/22: Ransomware Series: The Realities of Remote Workers and Ransomware Risk</p> | <p>7/12: Zero Trust: What is it and How to Achieve it</p> <p>7/27: Data Foundations: Choosing the Right Database (SQL, noSQL etc) and Operating Environment (on-prem vs. Cloud)</p> | |
| AUGUST | <p>8/4: Zero Trust Security</p> <p>8/17: Ransomware: Best Practices for Prevention, Mitigation, and Recovery</p> <p>8/23: Understanding Your Cloud Native Data Protection and Disaster Recovery Options</p> <p>8/30: Securing Your Borders: Evolving Each Layer of Your Security Program</p> | <p>8/9: Supporting and Enabling Modern Applications</p> | | <p>8/11: Technology & Security Innovations Showcase</p> | <p>8/5: Choosing Your Next Firewall: Key Features and Decision Points</p> <p>8/12: Ransomware Tripwires: Monitoring for Threats</p> <p>8/26: VDI and EUC Best Practices</p> | <p>8/10: Achieving Success with DBaaS</p> <p>8/25: Protecting, Supporting, and Enabling AWS, Azure, and GCP Environments</p> | <p>8/18: Inside Ransomware: How Ransomware Protection Tools Work Their Magic</p> <p>8/24: Database Show and Tell: Database Platforms in Action</p> |
| SEPTEMBER | <p>9/13: Enhancing Your Public, Private, and Hybrid Cloud Security Posture</p> <p>9/22: AWS Day: Exploring the AWS Support, Enablement, and Extension Ecosystem</p> | <p>9/7: Power Up Your Databases: Surveying the Tools That Take Data, Analytics, Integration, AI/ML, and Intelligence to the Next Level</p> <p>9/15: Harnessing the Power of AI/ML to Accelerate Analytics, Business, and IT Operations</p> | <p>9/20: Healthcare Health Check: Assessing IT Products and Services to Streamline Healthcare Operations</p> | <p>9/28: Supercharging IT</p> | <p>9/9: DevSecOps 101: What is It and Why is it Important?</p> <p>9/23: Ransomware Preparation: Laying the Groundwork in Case You're Attacked</p> | | |

| | BY ACTUALTECH MEDIA | BY ACTUALTECH MEDIA | BY ACTUALTECH MEDIA | BY ACTUALTECH MEDIA | BY ACTUALTECH MEDIA | BY ACTUALTECH MEDIA | BY ACTUALTECH MEDIA |
|-----------------|--|---|--|---|---|-------------------------|-------------------------|
| OCTOBER | <p>10/12: Transforming Data Protection, DRaaS, & Disaster Recovery Capabilities</p> <p>10/25: Battling the Ransomware Scourge: Prevention and Recovery</p> | <p>10/13: Endpoint Management and Protection Tools</p> <p>10/18: Supporting a Remote Workforce</p> <p>10/20: From the Data Center to the Cloud: Optimizing and Monitoring IT Infrastructure</p> <p>10/27: Cloud Migration Strategies: Avoiding Risk While Transforming IT</p> | | | <p>10/14: Ransomware D-Day: Every Minute Counts When the Org is Hit</p> <p>10/21: Ransomware Recovery Options: Best Practices Post-Attack</p> | | |
| NOVEMBER | <p>11/1: Streamlining, Securing, and Protecting Cloud, IT, and Business Operations</p> <p>11/9: Crafting a Transformed IT Blueprint: Storage, Infrastructure, Cloud, DR, Security, Ops, and More</p> | <p>11/3: Preventing Phishing Attacks</p> | <p>11/29: Supporting, Improving, and Securing Finance IT and Cloud Environments</p> | <p>11/15: 99 Ways to Uplevel IT and Drive Business Results</p> | <p>11/4: SD-WAN 101: Introduction & Benefits</p> <p>11/11: Comparing Public, Private, and Hybrid Clouds: An Enterprise Primer</p> | | |
| DECEMBER | <p>12/1: All About Cloud: Tools, Products, and Services Critical to Cloud Success</p> | | | <p>12/7: Devising Your 2023 IT Strategy: Cloud, Security, Data Protection, and Infrastructure Strategies</p> | <p>12/2: Effective Ransomware Training: What Works and Why</p> <p>12/16: How to Plan, Monitor, Manage, and Control Cloud Costs</p> | | |

About Our Multi-Vendor Webinar Types

MEGACAST BY ACTUALTECH MEDIA

ActualTech Media's themed MegaCast 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 webinars offer viewers back-to-back presentations from 5 to 8 vendors that have a story to tell around the theme of the webinar.

Vendor participants in MegaCasts are provided with a 20-minute speaking slot, as well as registration details for a minimum of 800 registrants. Every webinar is managed by ActualTech Media's expert webinar logistics coordinator to help you understand exactly how the webinar works. In addition, we are happy to have a content planning session with you so that you can discuss your intended topic and approach and we can provide advice and feedback so that you can maximize your success.

With these webinars, we define the general theme, host the registration page, and provide the presentation platform. After the webinar ends, we'll provide you with a recording of your final presentation so that you can use it for other campaigns or add it to your resource library.

ECOCAST BY ACTUALTECH MEDIA

The EcoCast is a smaller version of our MegaCast webinar and provides a variety of both broad and somewhat focused themes. With 3 to 5 vendor participants and a minimum of 400 webinar registrations, EcoCasts are a perfect way to, in 20 minutes, tell a receptive audience about your product or service.

These themed webinars are held at least monthly. We provide an expert webinar logistics coordinator and an advance content planning session with you to help you think through your topic. After your participation in an EcoCast webinar, we will provide you with all of the registration information for all people registered for the webinar. We will provide you with a recording of your final session to use as you like.

ENTERPRISE IT **VIRTUAL SUMMIT** BY ACTUALTECH MEDIA

ActualTech Media launched the Virtual Summit series to fill a different kind of need. Whereas MegaCasts and EcoCasts do a fantastic job of telling stories around particular types of technologies, Virtual Summits tell stories that span the market and are of critical importance to organizations, regardless of the kinds of technology they're running. Previous Summits have revolved around the complex labyrinth that is Digital Transformation and the kinds of things that IT pros, IT decision makers, and business decision makers need to consider as they continually evolve their data center environments to embrace cloud technologies.

Virtual Summits feature up to 11 leading technology companies from a cross-section of concentrations, including cloud computing, enterprise storage, converged and hyperconverged infrastructure, networking, security, data protection, disaster recovery, data, development/DevOps, and more. With a schedule intended to expose the audience to a broad swath of information, the webinar will consist of presentations from each vendor presenter as well as keynotes from independent experts, each of whom will share their thoughts, opinions, guidance, and advice with our audience.

During this webinar, each participating vendor will receive up to a 20-minute speaking slot followed by 5 minutes of Q&A from an audience that has proven time and again to be highly engaged. Participating vendors can also assign staff to answer audience questions in real-time throughout the webinar, in addition to the 5 minutes of live on-air Q&A. But make sure they can type very quickly! During our shorter webinars, we typically see more than 100 questions come in!

EXPERT SERIES BY ACTUALTECH MEDIA

The ActualTech Media Expert Series 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. The audience gets a great depth of education across various webinar topics while you collect leads. No need for you to procure speakers, build presentations, or juggle schedules. We do all the heavy lifting while you focus on your goals!

TECH TALKS BY ACTUALTECH MEDIA

Having trouble rounding up an internal technical resource to present on webinars? Our new ActualTech Media Tech Talks are your answer! No need to rustle up a full presentation—ActualTech Media's moderators and/or independent SMEs will interview your technical person free-form and on-camera for a quick and easy solution to getting the content needed to participate. All your expert has to do is show up and have a 10-15 minute conversation that we'll record. Ready-made Q&A questions will be a part of the mix as well to keep things lively and engaging. After the recording, we handle the rest and you receive your 200+ leads right after the webinar. It doesn't get any easier!

DEMOCAST BY ACTUALTECH MEDIA

When you need to run an impactful webinar but you also need to avoid clogging the schedules of your subject matter experts, a clear and concise product demonstration provides audiences with insight into exactly what you do and how you do it, all without the need to spend hours poring over PowerPoint.

Coupled with a pre-recorded Q&A, these high impact webinars create tangible opportunities through incredible audience engagement, all in a set-it-and-forget-it wrapper that makes execution a breeze. After the recording, we handle the rest and you receive your 200+ leads right after the webinar!



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 as 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!