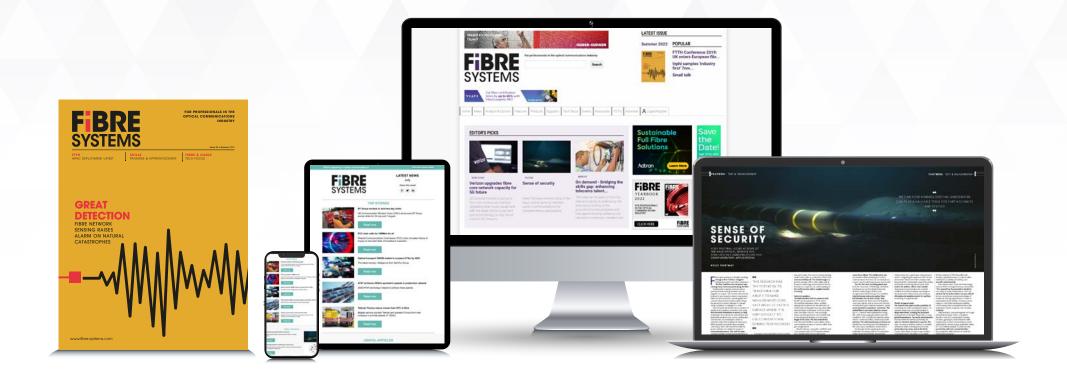
# FIBRE SYSTEMS

**Media information 2023** 

The multi-platform resource sharing optical communication innovation and insight – for manufacturers, integrators and operators of fibre networks



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A global audience
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# Why Fibre Systems?



Reaching an engaged audience has never been more important, and cutting through the market noise to build awareness of your brand has never been harder. With new products and opportunities entering this fast-growing market all the time, making your brand stand out and influencing change is a real challenge.

Fibre Systems is a hub of analysis, feature content, lively debate, technical updates and industry news, making

it an essential platform to support your marketing campaigns. Our profile in the industry – paired with our understanding of your current challenges and our expert knowledge – provides a strong foundation for success.

Industry professionals rely on our content to **share insights**, **identify solutions** and **pursue partnerships** to drive their business forward.

Do you want to reach heads of R&D, engineering and training; technical directors, engineers and training providers? Our experienced team will recommend the best campaign approach that focuses on influencing your target audience at every single stage of the marketing funnel.



# Understanding the year ahead

The past two years have had a significant impact on the optical communications industry – as they have on the planet at large. The pandemic put the need for reliable connectivity at the centre of the world stage, but the non-pandemic-related industry drivers have not gone away and will become more important in 2023 and beyond. The ever-present issue of **network capacity** will continue to be a key issue, alongside increased **connectivity competition** and **keeping network data safe** from potential cyber-attacks.

As the evolution to 5G draws closer, rapidly rising demand for bandwidth, which significantly accelerated during the pandemic, continues to put pressure on **network capacity**. This is unlikely to abate anytime soon, with additional drivers such as content streaming, the internet of things (IoT), artificial and virtual reality (AR/VR) and, more

recently, the Metaverse creating extra pressures on global network capability. It is generally accepted by the industry that higher speeds and better reliability can only be achieved with full-fibre. The good news is that there has been a significant increase in funding, policy and investment to build or expand full-fibre networks and, throughout the world, targets for deployment are now largely on track.

The challenge for network owners and operators in such a rapidly evolving market will be ensuring these networks are future-proofed to meet demands that may not even exist yet, which means packing as much capacity as possible into a network footprint. **Fibre densification** is one method being used

'The ever-present issue of network capacity will continue to be a key issue'

to do this, but this is not always possible and decisions must also be urgently made on other network technologies to deliver future capacity and speeds. As an example, today's fibre networks are widely based on Gigabit PON (GPON) technology – and the industry is already working towards the next generation of PON technologies for evolutions beyond 10Gb/s. Operators need to decide which iteration of **PON technology** will best suit their network going forward. Other technology decisions are needed on the optical engine, frequency band, topology, transmission equipment and access equipment, to name just a few. There's also an urgent need to conclude whether to use an open and disaggregated model and to consider whether to adapt to digital with the increase in intelligent and automated networks.

We've mentioned the impact of 5G from a capacity standpoint, but it is also



# 'The challenge for network owners and operators in such a rapidly evolving market will be ensuring these networks are future-proofed'

likely to lead to **increased competition**. We know that wireless and fibre are complementary technologies and the optical communications industry is generally in agreement that there can be no 5G without fibre... but consumers remain less aware of this. Even so, faster mobile speeds, coupled with better data plans, fixed wireless connections and – more recently – satellite communications are offering greater choice for consumers when evaluating a service.

As well as continuing to educate consumers on the benefits of fibre technology, operators are also finding that increased competition is raising

customer expectation on service and products. Operators and service providers who have not done so already are considering expanding their offering to include wireless. This is already prevalent where it has not yet been possible to deploy fibre. Other operators have moved to a **wholesale business model**, removing the interaction with consumers completely and instead selling their network capacity to other operators and service providers. This is helping firms remove many operating costs and focus on network construction.

The need to ensure that **network security** is up to the challenge of
foiling attempted data breaches is
more important than ever. Fibre is
celebrated for being more secure and
more difficult to penetrate than other
network technology because the way
that it transmits data makes the signal
trickier to intercept – but even fibre is

not impenetrable to hackers. Operators are deciding on the best strategies to protect network data, both while 'at rest' at the data centre or storage facility and, crucially, in the optical laver when it is in transit in the fibre itself. Encryption at the optical layer and optical steganography for data-hiding both offer a high level of protection. One way that hackers are able to gain access is via the light leakage that can occur from bends in the fibre, so the strength and bend-insensitivity of the fibre is being rigorously assessed at the density planning stage. At a time of turbulence. the strength and security of our fibre has never been more critical.

'The need to ensure that network security is up to the challenge of foiling attempted data breaches is more important than ever'

# A global audience

# Are you ready for GA4?

Our client success reports will be driven by the new instance of Google Analytics soon. Speak to us about the implications for your business.

*Fibre Systems* delivers quality content to a diverse audience across print, digital and social media. As a central hub of knowledge and information, subscribers rely on our content to make critical decisions about who is important to reach and where investment to support new technology and innovation should be focused.

# Sectors we serve:

- Network equipment manufacturers
- Training providers
- Start-up businesses
- Original equipment manufacturers
- Academia

Monthly reach of 13,000



more than **FIBRE** 

11,750 monthly page views

web traffic in 2021

A truly engaged subscriber base boasting an average session duration of

11 mins 34 secs and average number of sessions per user of

3.48

5,500+ email subscribers

21% Average email open-rate

8% click-through rate

# Job titles represented include:

- Chief Executive Officer (CEO)
- Chief Technology Officer (CTO)
- Head of Engineering
- Head of Research & Development
- Head of Training
- Technical Director



8,500+ social media followers

in 4% LinkedIn engagement rate

4% Twitter engagement rate

www.fibre-systems.com

# Editorial calendar 2023/24



Issue	Features	Tech Focus
Winter	<ul><li>Data centre optics</li><li>FTTH in the Americas</li><li>Fibre and 5G networks</li></ul>	Installation equipment
Spring	<ul><li>FTTH in Europe</li><li>Cable TV networks</li><li>Network automation</li></ul>	Optical transport
Summer	<ul><li>FTTH in APAC</li><li>Photonic integration</li><li>Next-generation optical network</li></ul>	Fibre and cable
Autumn	<ul><li>FTTH in MENA</li><li>Submarine networks</li><li>Metro networks</li></ul>	Network access equipment
Fibre Yearbook	<ul> <li>State of the industry: analyst reviews and forecasts</li> <li>FTTH (A global overview)</li> <li>Interoperability</li> <li>Regulations &amp; standards</li> <li>OpEx</li> <li>Supply chains</li> <li>Sustainability</li> </ul>	

# **Event** distribution

Recognised as a trusted publication in the optical communications sector, *Fibre Systems* is distributed at events spanning numerous industry verticals.

We work closely with leading partners, helping to facilitate an essential platform for innovation and collaboration. By aligning your event marketing activity with our extensive distribution programme, you can take advantage of a unique opportunity to reach a captive, global audience of professionals.

# Some of the global partners and events we work with include:

- ANGA COM
- Broadband World Forum
- CIOE
- Connected Germany
- Connected Britain
- Connected North
- CRU Wire and Cable
- Data Centre World
- ECOC Conference and Exhibition
- FTTH Conference
- Future of Communication Conference
- Gigabit Acess 2022
- International Telecoms Week
- Metro Connect USA
- Nexttv Series Europe
- NGON & DCI World
- OFC
- Optatec
- Opticle Wireless
   Communication Conference
- Photoptics
- SCTE Cable-Tec Expo
- Submarine Networks World
- Total Telecom Congress
- World Optical Fibre and Cable

# **Product overview**

In the search for innovative solutions and actionable insights, industry professionals turn to *Fibre Systems* to help drive brand engagement, reach a wider audience and **grow** their business.

Fibre Systems presents the ideal platform to reach new customers with a breadth of opportunities across multiple platforms to help you achieve your business goals.

Positioned as the leading information source for the industry, we can help you communicate your key marketing messaging to a qualified audience of professionals and grow your network.

Work with our experienced account managers to launch a multi-platform campaign, focused on achieving your marketing goals.

Influence
every stage of
the marketing
funnel through
our five defined
campaign
pillars

# > Making your content work harder

Harness the power of multi-platform campaigns and reach a wider audience with the content you have worked hard to create.

# > Generate quality leads

Widen the net and collect leads from those that influence the buying process and are actively looking for new solutions and insights from trusted brands.

# > Boost brand awareness

Place your brand amongst trusted independent content distributed globally to professionals in your sector, both in print and online.

# > Present innovative solutions

Promote new solutions or emerging technologies through targeted online advertising and email campaigns reaching key decision makers.

# > Lead the discussion

Position your organisation's experts on critical topics through collaboration with our content and showcase your brand as an industry thought-leader.

# The magazine





# **Key benefits**

Distributed in print and digital formats, the magazine offers you the opportunity to present your own message alongside highly-respected, editorially-relevant content.

Our magazine helps you **build your campaign** by creating visibility among our loyal subscribers and a growing network of industry-event attendees.

Each issue of our magazine is seen by a global audience of more than 7,500 in both print and

# **Production details**

Advertising deadlines are as follows:

2023 issue	Ad deadline	
Winter	13/01/2023	
Spring	17/03/2023	
Summer	16/06/2023	
Autumn	18/08/2023	
Yearbook	03/11/2023	

See pages 22 & 23 for mechanical specifications

## **Price**

	xl	x4		
Full-page	£4,125	£3,300		
Half-page	£2,585	£2,197		
Third-page	£2,189	£1,859		
Quarter-page	£1,458	£1,239		
Premium positions +20%				
Outsert	£4,945			

SAVE when you book an advert in multiple issues

**Digital edition sponsorship** 

£2,200

# The website

# **Key benefits**

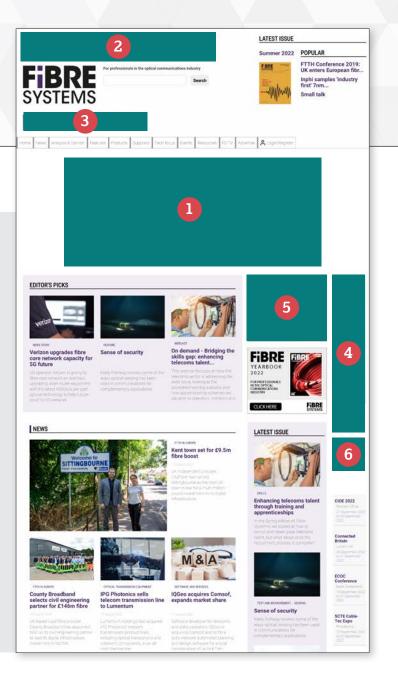
We offer an **extensive** range of digital advertising formats and fibre-systems.com is fully mobile-optimised.

Elevate your **brand visibility** alongside relevant and trusted photonics content.

# All digital options, sizes and price for each as shown in this example

- Dropdown banner: £2,530 per month (opens for four seconds as a large advert, then drops back to a smaller version)
- 2 Leaderboard: £2,195 per month Desktop size 728 x 90 Mobile 300 x 100
- Top banner: £1,925 per month Desktop size 468 x 60 Mobile 300 x 100
- 4 Skyscraper: £1,650 per month
  Desktop size 120 x 600 Mobile 300 x 100
- Box ad: £1,430 per month
  Desktop size 300 x 250 Mobile 300 x 100
- Right button banner: £545 per month Desktop size 120 x 120 Mobile 120 x 120

All measurements in pixels



# Newsline

# **Key benefits**

Read by **buyers and influencers** in the
industry, you can deliver
your brand straight to
the inbox of our opt-in
subscriber database.

At 21%, our established open-rate is well above average and we have five banners available on each Newsline, offering you **optimum exposure** in front of our engaged audience.

## **Production details**

- 468 x 60 banner
- 300 x 100 mobile banner
- URL link

## **Price**

# £1,425

Sent via email to our opt-in subscriber database of more than 5,500\*

\*limited to five banners per Newsline.



# **Productline**

Just two
exclusive
Productline
boost placements
are available
each month

# **Key benefits**

Productline is designed to support your launches, regularly drip-feed product news to a defined audience or strategically supplement a wider, multi-channel campaign.

fibre-systems.com is a trusted resource for decision-makers in the photonics sector and a cost-effective solution to boost visibility and make your product stand out.

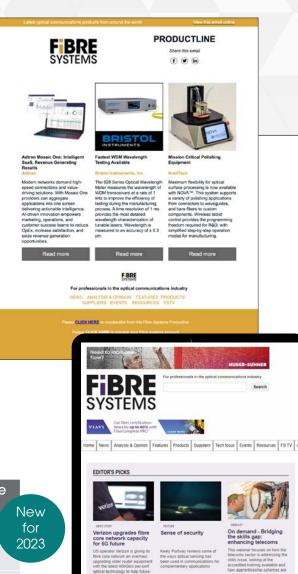
## **Production details**

- Headline,
- 190 x190 image
- «40 words and URL

## **Price**

For prices, see below. Sent via email to our opt-in subscriber database of more than 5,500

	Productline <b>£550</b>	Featured Productline <b>£935</b>	Productline Boost £1435	New for
Productline email listing	<b>Ø</b>	<b>Ø</b>	<b>Ø</b>	2023
Featured Productline email listing		<b>Ø</b>		
Online product listing			<b>Ø</b>	



# Analysis & Opinion sponsorship

Shout about your core brand values

# **Key benefits**

Analysis and Opinion (A&O) columns are written by **leading experts** from our industry.

Associating your brand with this type of high-end, opinion-forming content creates a platform for broader influence beyond your specific product campaigns. This represents a perfect showcase for your brand values.

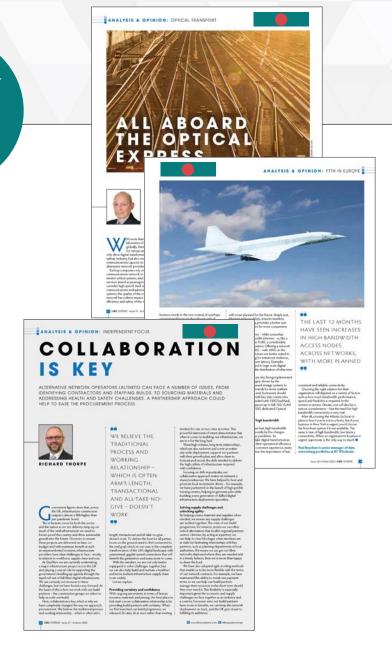
## **Production details**

Logo placement

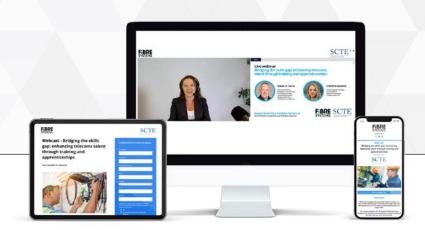
## **Price**

# £1,095 per issue

You will receive a logo placement across multiple platforms, as A&O is delivered in-print, hosted online and via a standalone email



# Webcasts



# **Key benefits**

A chance to position your brand as an expert in a key topic through powerful, engaging content that generates high-quality leads.

Choose from editorially led webcasts or **drive the debate** with a topic of your own choice that's supported by our in-house creative team.

# **Price & options**

# Sole sponsorship £8,800

- Branding on all marketing promotions
- Fibre Systems as host, moderator and coach
- Pre- and post-event email promotions
- House advert in the magazine
- Social media coverage
- MP4 of the webcast for you to keep
- A supplied list of all of the questions asked during the session
- All leads, including opt-in delegate marketing leads

# Editorial webcast sponsorship £1,645

- Branding on all marketing promotions
- All opt-in delegate marketing leads

# **Tech Focus**



# **Key benefits**

Tech Focus spotlights a particular area of technology and delivers a definitive overview, plus insight into products that are currently available across the market.

You can place your unique solution alongside relevant content promoted across our digital products and the magazine.

<b>2023</b> issue	Topics
Winter	Installation equipment
Spring	Optical transport
Summer	Fibre and cable
Autumn	Network access     equipment

# **Price & options**

# Lead sponsorship £3,245

- Exclusive branding on magazine and online Tech Focus
- Sole branding on Tech Focus email, including 468 x 60 banner
- Top-spot 'enhanced product'
- Three x key positions linking to your content in the Tech Focus email

# Enhanced product entry £1,100

- 150 words, plus a high-res image, highlighted in the magazine
- Product summary in Tech Focus email
- Full product listing online

# White Papers

# **Key benefits**

A White Paper promotion with *Fibre Systems* allows you to harness the value of your expertise by presenting the critical principals of your technology to an engaged, knowledgeable audience.

Promoted across multiple platforms in both print and online; your curated content will be seen by key decision makers.

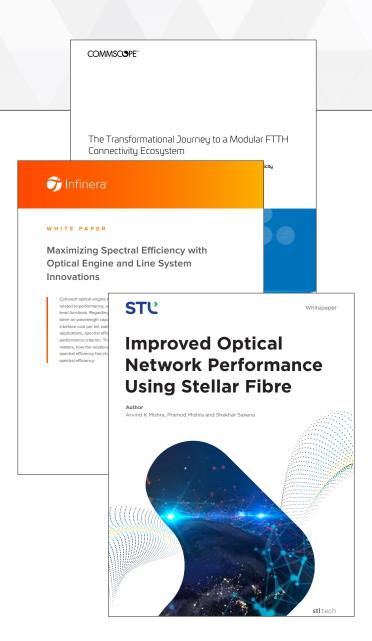
## **Production details**

 PDF-ready version of your White Paper

# **Price**

# £1,375

- Hosted online for an entire year
- Promoted via our email and social media campaigns
- Highlighted in a magazine house advert
- Option to gate content and collect quality leads



# **Feature** Case Study

We grant full copyright, so you can share your Feature Case Study as part of your marketing campaigns

**Key benefits** 

A Feature Case Study represents a unique opportunity to **present** your proven solution in the context of an editorially-relevant, independent article.

It is promoted both in the magazine and online. We can offer advice on how to create a high-quality piece of content of your solution in action.

## **Production details**

- 750 words
- Featured image

## **Price**

£3,245

Exclusivity, with only one Feature Case Study available per article\*

\* Check the calendar on page 7 to pick the most relevant theme

# CASE STUDY: ROLLING OUT END-TO-END

XGS-PON TECHNOLOGY IN THE UK

SPONSORED CONTENT: FITH IN EUROPE

THE ADVANTAGE OF XGS-PON IS IT SPEEDS ARE EXACTLY

SPONSORED CONTENT: TEST & MEASUREMENT

CASE STUDY: BOOSTING EFFICIENCY IN DCI FIBRE INSTALL FOR CONTRACTORS



AND WHICH COULD ADAPT TO THE KIND PUSH-ON (MPO)

CONNECTORS THAT USED IN THE DATA CENTRE ENVIRONMENT

WE HAD TO PROVIDE

A SOLUTION THAT IS

MORE AUTOMATED.

avings of up to 80 per cent can be achieved he end-to-end set-up, testing, bi-directions

# Viewpoint

# **Key benefits**

Take this opportunity to share experience and knowledge to present an opinion on industry-wide matters that others will be interested to hear.

Raise the personal profile of a key voice in your business and show how that expertise within your company places you ahead of your competitors.

## **Production details**

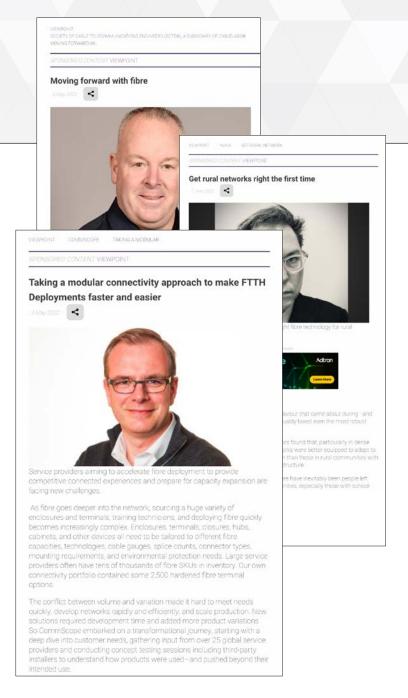
- 750 words
- Featured image

## **Price**

# £1,375\*

(\*additional writing and content charges may apply)

- Hosted online at fibre-systems.com
- Promoted by email to our opt-in subscribers
- Promoted through house adverts in the magazine



# White Paper + Featured Technology

# **Key benefits**

If you have a genuinely disruptive technology, we will create an article that uses the information detailed in your White Paper as the catalyst.

We showcase your technology and demonstrate its critical impact in a wider context and stimulate debate through this unique editorial approach.

## **Production details**

1,200-word feature (written by us)

## **Price**

## £3,245

- Appears as two pages in the magazine
- Comprising a 1,200-word feature (written by us), plus a half-page house advert
- Also appears online as a Viewpoint, directing the audience towards your White Paper
- Hosted on fibre-systems.com



# **White Paper**

- Promoted via an email campaign
- Highlighted via a house advert in the magazine
- Option to gate the White Paper online and collect lead data

# Marketing services

# Are you struggling to create high-quality content?

We understand that while many of the products detailed within our media pack complement your broad marketing objectives and serve to position your brand as a genuine industry leader, it can be a challenge to create the content to take full advantage of the opportunity. With this in mind, we have designed a comprehensive menu of dynamic content creation options that allow you to work with our client success team and editorial experts to produce results that will maximise the effectiveness of our print and digital platforms.

Enquire for prices



# Need wider support?

Europa Science can support your wider marketing objectives; assisting your market exploration, data building and content creation efforts.

Price on application warren.clark@europascience.com

# Client success team

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## **Junior Production Controller**

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## Josh Warner Data Manager

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# Print specifications



#### **FULL PAGE**

Trim (Page size) 213mm (W) x 282mm (H) Bleed (+3mm all around)

219mm (W) x 288mm (H)

Non bleed ad 189 (W) x 258mm (H)



#### **DOUBLE PAGE SPREAD**

Trim (Page size) 426mm (W) x 282mm (H)

Bleed (+3mm all around) 432mm (W) x 288mm (H)

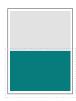
Non bleed ad 402 (W) x 258mm (H)



#### HALF PAGE VERTICAL

Trim 104mm (W) x 282mm (H) Bleed (+3mm all around) 110mm (W) x 288mm (H)

Non bleed ad 92 (W) x 258mm (H)



#### HALF PAGE HORIZONTAL

Trim 213mm (W) x 141mm (H)

Bleed (+3mm all around) 219mm (W) x 147mm (H)

Non bleed ad 189 (W) x 129mm (H)



#### **OUARTER PAGE**

Non bleed ad 92mm (W) x 129mm (H) Bleed ad not available

**QUARTER PAGE STRIP** 

55mm (W) x 282mm (H)

Bleed (+3mm all around)

61mm (W) x 288mm (H)

42mm (W) x 258mm (H)

1/3 PAGE VERTICAL

71mm (W) x 282mm (H)

Bleed (+3mm all around)

74mm (W) x 288mm (H)

59mm (W) x 258mm (H)

1/3 PAGE HORIZONTAL

Bleed (+3mm all around)

219mm (W) x100mm (H)

213 (W) x 94mm (H)

189mm (W) x 85mm

Non bleed ad

Non bleed ad

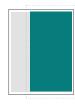
Trim

Non bleed ad



#### 1/2 PAGE ISLAND

Non bleed ad 140mm (W) x 195mm (H) Bleed ad not available



#### 2/3 PAGE VERTICAL

136mm (W) x 282mm (H)

Bleed (+3mm all around) 142mm (W) x 288mm (H)

Non bleed ad 124mm (W) x 258mm (H)



#### 1/3 PAGE SQUARE

Non bleed ad 125mm (W) x 125mm (H) Bleed ad not available



#### Recommendation

If you are supplying a bleed ad, we recommend that any text or important information is placed at least 10mm from the edge of the advert, to allow for any discrepancies when the magazine is trimmed by the printer.



These dimensions are where the page will be cut if you would like your advert to run right to the edge of the page, and represents the final dimensions of the printed magazine.



In printing, bleed is printing that goes beyond the edge of where the sheet will be trimmed. In other words, the bleed is the area to be trimmed off.



#### Non bleed ad

This is the size to create your ad if you wish the advert to have white space all around it on the page, and not run to the edge of the page.

## Digital file requirements

PDF-X1a, PDF, EPS, TIFF files are all accepted. All high-resolution images and fonts must be embedded in files. Images must be 300dpi/cmyk.

A complete list of deadline dates can be found on page 7 of these specifications. Please make a note of these when planning your submissions.

# Digital specifications

#### LEADERBOARD

## Desktop

728px wide x 90px high

#### Mobile

300px wide x 100px high

#### Plus

URL click-through link



#### SKYSCRAPER

#### Desktop

120px wide x 600px high

#### Mobile

300px wide x 100px high

#### Plus

URL click-through link



#### TOP

## Desktop

468px wide x 60px high

#### Mobile

300px wide x 100px high

#### Plus

URL click-through link



### **DROPDOWN**

### **Desktop – expanded** 960px wide x 400px high

**Desktop – contracted** 960px wide x 60 px high

#### Mobile

300px wide x 100px high

## Plus

URL click-through link



## BOX

## Desktop

300px wide x 250px high

#### Mobile

300px wide x 100px high

#### Plus

URL click-through link



# MEDIA & BUTTON

#### Desktop

120px wide x 120px high

#### Mobile

120px wide x 120px high

#### Plus

URL click-through link



# Mobile banners are on rotation

## Please supply both desktop and mobile versions

#### File type

.jpeg .png .gif

Googe DFP tag

html 5

Flash files are not accepted.

#### Deadline date

A complete list of deadline dates can be found on page 9 of these specifications. Please make a note of these when planning your submissions.

#### Send copy to:

production@europascience.com



The multi-platform resource sharing optical communication innovation and insight – for manufacturers, integrators and operators of fibre networks



Fibre Systems is a publication of Europa Science Ltd

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