





Fibre Systems – the leading magazine for optical networking professionals



Keely Portway Editor



Fibre Systems has been successfully delivering vital business information to the optical communications industry since 2013. Many of our readers may remember even further back to Fibre Systems Europe, as it was known when it originally launched in 1996.

Our audience (including component and subsystem vendors, network equipment manufacturers, planners, installers, systems integrators, global operators and end users of fibre-optic networks) continues to place value on the independent and unbiased editorial content we provide. Feature articles are written in-house or by a member of our preferred network of specialist contributors, covering the latest technologies, applications, business opportunities and challenges that shape the fibre optic systems market.

Fibre Systems has evolved with the changing needs of its audience, and today can boast a variety of diverse channels to suit our readers.

Our magazine – complete with a fresh, modern look and feel – is produced and distributed five

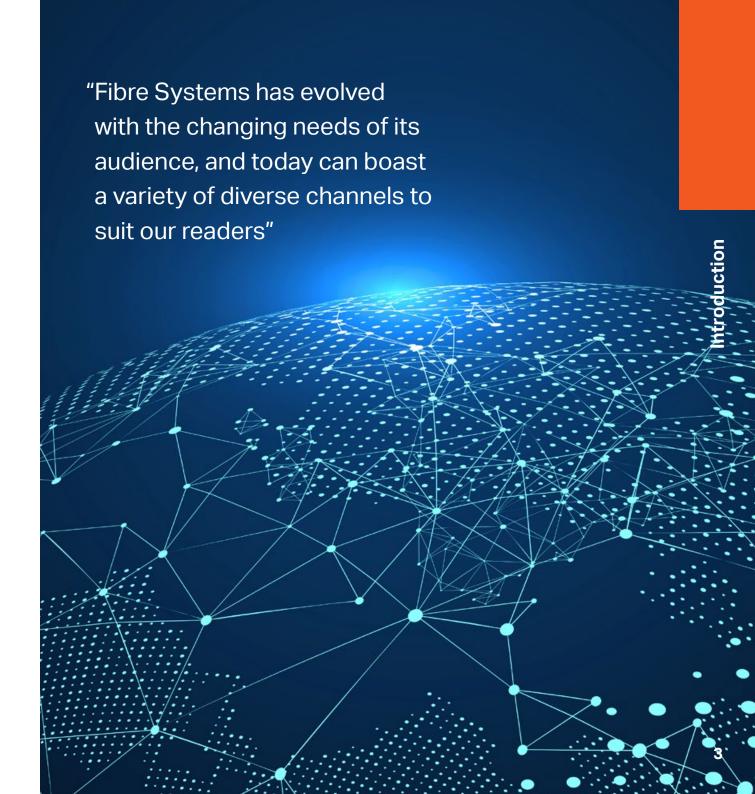
times a year, in both print and digital format. We regularly update our website (www.fibre-systems.com) with news, features, opinions, product launches and press releases to ensure that readers are kept informed of the latest developments as they happen. The website also hosts a useful library or resources, including viewpoints, white papers and webcasts. Meanwhile, our monthly email newsletters – FSNewsline and FSProductline – contain exclusive content that we curate and deliver directly to your inbox.

2020 is set to be an exciting year for the industry, with the evolution to 5G drawing ever-closer, bringing with it greater demand on the backhaul network; emerging technologies and methods to support 5G, as well as increased security. The need for more high capacity networks shows no signs of abating, with full-fibre widely espoused as the holy grail. This in turn has a number of associated challenges, including cost, logistics, politics, associated technology, fibre supply, and installation skill requirements. Higher service levels will be required as subscribers increase,

and even more varied product ranges will be an important development. Operators will also need to be able to adapt for digital as intelligent networks emerge with software innovations.

Readers will be familiar with the increasing demand for bandwidth, driven largely by wider video consumption and streaming. Speaking of which, the past two years have has seen introduce and develop FSTV, where industry spokespeople offer their opinion and advice in their own words. In addition, our \using content suite of products allows you to share your valuable knowlege and ecperience in a way that blends seamlessly with our high-quality editorial content. This includes the Tech Focus, Product Focus and Feature Case Study options.

I'm proud to be part of the optical communications community and I hope you'll continue to keep in touch to let me know about the issues that matter to you, and what you want to see in your industry magazine in 2020 and beyond.



Fibre Systems profile and basic demographic information

Fibre Systems magazine is the only global title dedicated to the optical communications industry, reaching more than 18,000 professionals across multiple platforms.

Our independently-written feature content provides unrivalled insight into the technologies used in the optical communications industry.

Reader profile

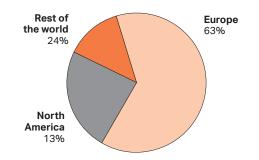
- Cloud and data operators, enterprises and businesses using fibre optics, OEMs, installers and system integrators, test and measurement suppliers.
- 83% work in a commercial environment, with the remainder in academia/ government.
- Top areas of responsibility are senior management and installers/engineers.



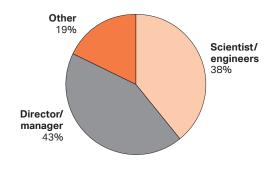
Fibre Systems in numbers

Demographics

Geographical distribution



Job function



GDPR (General Data Protection Regulation)

As any business that deals with data will know, new rules came into force in May 2018 governing the use of personal data.

At *Fibre Systems*, our subscriber data capture and storage methods were already broadly compliant even before the legislation was announced, so we comfortably meet all the requirements of GDPR.

We have taken the opportunity to strengthen our commitment to our readers, so unlike certain other publications, all of our products are distributed on a 'consent' basis.

That means that every individual that receives content from us – whether that's a magazine in the post or an email to their inbox – has given us their personal consent to do so. They are in complete control of what they receive from us.

We do not buy in lists and we do not send out our content on the basis of 'legitimate interest'.

Everyone that receives our content does so because they want to learn about the industry, and trust us to deliver them content that is appropriate to their working lives.

We have also ensured that in circumstances where we pass personal data on to you, such as registrants for a webcast or a white paper, such data is collected in a GDPR-compliant manner. That means that when these personal details come to you, they have already given their consent for you to contact them.

All of this means that when you place advertising in our products, you can be sure that it will be seen by an opt-in, engaged audience.

Brand visibility

"When trust is high, communication is easy"

As a marketer, you live in a world of metrics, numbers and quantification. Of course, you have to justify every penny you spend, but by heading straight to the final numbers, is it possible to forget the factors that influence the results?

For every click-through, every business card at a show and every name generated by a lead generation campaign, there has to be trust. The person passing on their details has to trust the brand with which they have chosen to interact, they have to trust that their information or time will not be used inappropriately and they have to believe that they will gain something by that interaction.

But how do you influence that decision? How do you build the trust?

At *Fibre Systems*, we have spent many years building our reputation as a reliable, independent provider of high-quality, current content within the optical communications industry. The reason our subscriber database is so extensive is simply that our readers have learned to trust us.

By using the suite of brand visibility options available with *Fibre Systems*, you become associated with that level of trust. There is then a knock-on effect; when you, as a company, give people the option to interact with you, the decision is much easier as there is already a base of trust.

Bonus distribution

Exhibiting at an industry trade show does not start on the first day or end as the last attendee leaves – an intelligent marketing strategy squeezes the maximum value out of each event each and every time.

Fibre Systems has spent many years building relationships with organisers of key industry events around the world, working as partners with a common aim – to grow the industries in which we work and help the companies that supply that industry to prosper.

As an exhibitor you can harness these relationships and maximise your exposure before, during and after the event. Fibre Systems exhibits at many of these shows and distributes thousands of bonus copies to delegates and attendees. Make sure your marketing and PR strategy aligns with this calendar and ensure that you gain a competitive advantage where other, slower competitors lose.



Media Partner Events

OFC 2020

Data Centre World London 2020

PIC International 2020

Photoptics 2020

Submarine Networks EMEA 2020

Metro Connect USA 2020

FTTH Conference 2020

Gigabit Access 2020

FTTH APAC 2020

ANGA COM 2020

NGON DCI 2020

Fiber Connect

Broadband TV Connect Asia

Connected Britain

Rural Gigabit Future: South East (INCA)

Subsea EMEA

CIOE

Submarine Networks World

ECOC CONFERENCE

SCTE Cable Tech

Photonic Integration Conference & PHAPPS

Broadband World Forum

INCA Conference and Awards

Data Centre World - Frankfurt

Nexty Series Europe

Nexty Series Central Europe

Digiworld Summit

Data Centre World - Paris

CRU Wire & Cable

Carniers World

Metro Connect Europe 2020

Total Telecom Conference

Africa Line Cable & Tube Conference

World Optical Fibre & Cable

NGMN

Optatec

Fibre Connect

Brand visibility options

Fibre Systems magazine – the foundation on which it is all built.

The reason the Fibre Systems universe exists is because of our magazine. The subscribers, the contribution and the reader loyalties all stem from here. The magazine is produced in print and digital versions.

When building your campaign, you should always start here too. Assess the most relevant issues for you in terms of the editorial calendar, time of year and bonus event distribution (your advertisement manager will work through them with you) and apportion budget accordingly.



Fibre Yearbook

The Fibre Yearbook is packed with in-depth features, informed opinion and independently written analysis from experts at some of the leading industry associations. Content will be forward-looking in order to ensure



that it remains relevant for the entirety of 2021, and will include features about standards and regulations, multivendor collaboration, training and education and fibre deployment in Europe and America.

The Fibre Yearbook is distributed at every major industry event, as well as to our extensive digital audience - giving a total distribution of more than 18,000 people.

The Fibre Yearbook content is deliberately designed to stay relevant all year round, so offers a unique opportunity for you to reach an engaged audience with a high-quality brand campaign.

Fibre Yearbook advertising prices

Full page	£4,500
Half page	£2820
Third page	£2388
Quarter page	£1590
Enhanced Listing, one category:	£600
Additional categories:	£200 each

Editorial calendar 2020

Issue/date	Content	Provisional event distribution includes (TBC, Covid restrictions permitting)
Spring Advert copy deadline: 17 April Production: 20-28 April	Features: Fibre and 5G Next Generation Optical Access Business Continuity Tech Focus: Test and Measurement	
Summer Advert copy deadline: 31 July Production: 3-11 August	Features: Metro Networks Fibre and Fibre Optic Cable Test and Measurement Tech Focus: Transmission Equipment	ECOC Conference Connected Britain SCTE Cable Tec Broadband World Forum INCA Conference and Awards CRU Fibre & Cable
Autumn Advert copy deadline: 23 October Production: 26 October - 3 November	Features: FTTH in Europe Network Automation (inc. VR/AI) FTTH in the Americas Tech Focus: FTTX Access Equipment	FTTH Conference 2020 NGON DCI 2020 Fiber Connect
Fibre yearbook 2021 Advert copy deadline: 6 November Production 9-17 November	Annual Review Predictions for 2021	All key 2021 events

Key facts:

- Magazine sent to people's desk or the digital version to inboxes
- 1000s of bonus issue distribution at key industry events
- Premium brand positioning

Magazine print advertising prices

	x1	x4
Full page	£3,750	£3,000
Half page	£2,350	£1,997
Third page	£1,990	£1,690
Quarter page	£1,325	£1,126

Premium positions +20%

fibre-systems.com

The Fibre Systems website has grown from a simple site, associated with the magazine, into a standalone product in its own right. It is a hub of analysis, feature content, technical resource and news – all completely relevant and all in one place.





We also have a responsive, mobile version of the site. Your adverts are replicated on here; once again increasing the ways people can interact with you, and all available on the platforms with which people are most comfortable.

Taking one of the advert positions here places you among exactly the type of content with which you need to be associated; all within a multi-platform, digital space. If you are looking to enhance your digital presence, fibre-systems.com is for you.

Key facts:

- Average dwell time: 1m 46s per page
- Monthly page views: approx 12,100
- Desktop and mobile presence

Online advertising prices

(Includes desktop and mobile sites)

Dropdown banner

£1495 per month

(opens for four seconds as a large advert, then drops back to a smaller version)

Leaderboard	£1295 per month
Top banner	£1195 per month
Right button banner	£495 per month
Skyscraper	£1150 per month
Box ad	£1150 per month
Supplier directory	£500 per year



Newsline

Our flagship monthly round-up email covering the optical communications industry. Here, we collate a mix of news stories, analysis and opinion, feature content, conference reports, upcoming events and more. Newsline offers a range of branding sites, to position your message in front of the latest *Fibre Systems* content.

- Your own brand message
- Huge opt-in distribution
- Only five banners per Newsline don't get lost

Newsline prices

Newsline banner £850 (supply 468 x 60 and 300x150)

Solo sponsorship £2000

Using content

As the world of publishing evolves from traditional print magazines to a more multi-platform model, the type of content and methods of delivery that we are able to offer our readership has expanded considerably.

The same applies to our advertising clients – we can offer a fantastic range of options for maximising the potential of your existing content, and we can place that content in front of our audience in a number of ways.

Fibre Systems has three broad areas for you to use content:

- Content sponsorship;
- Hosted content;
- Native advertising.

Intelligent use of content puts you at a competitive advantage across a multitude of arenas and provides the next, logical step to ensure your brand campaign reaps even more rewards. Use the *Fibre Systems* content options for:

- Technical explanations;
- Visual demonstrations;
- Application case studies;
- Thought-leadership/opinion influence;
- Reviewing event activity.



Content sponsorship

Sponsorship options

This is an option if you want to associate your name with our existing editorial.

Because Fibre Systems has a reputation for high-quality editorial across many areas of the optical communications industry (often in exactly the same areas that you work), there is great prestige in associating your brand with this independent writing. Fibre Systems has introduced a number of ways for you to do this.

Your branding will appear alongside our existing content, and best of all, you barely need to lift a finger, but you do get to bask in the reflected glory of being associated with our industry-respected content!

A&O section sponsor

The Analysis and Opinion (A&O) section of our magazine and website is a collection of exclusive editorial columns written just for us by leading experts from throughout the world of optical communications and distributed across a multitude of platforms.

While the industry has a plethora of ways (including *Fibre Systems*) to access basic product information, there is more to the industry than just products – ultimately the industry is the people within it.

The Fibre Systems Analysis & Opinion section delves into the expertise and thoughts of key industry figures; framing for our readership, the important impact of technology innovation, the effect of political movement and the changes within areas of our own industry.

Each issue, we will invite this type of comment and turn it into a complete article. This article is then printed in the pages of *Fibre Systems*, distributed to our email subscription and placed on our website.

As the sole sponsor of this section, you will receive:

- Logo on (A&O) page of website;
- Logo on monthly A&O emails;
- Logo on A&O pages in magazine;

Price: £995 per issue

Webcast Sponsorship

The *Fibre Systems* webcasts are an editorially-driven web product, providing the industry with an interactive discussion platform.

We produce these webcasts in two ways:

Co-sponsor

With this option, we have a maximum of four sponsors associated with our own webcast, generally focused on a broad subject.

Sole sponsor

The sole sponsor option puts you in complete control. The subject and content is all yours, as are the leads generated.

All *Fibre Systems* webcast sponsors benefit from our extensive distribution network, a gated sign-up system that generates leads and the association with *Fibre Systems*' editorial prestige.

Whichever option you choose, *Fibre Systems* does the hard work; as a co-sponsor, we will create the webcast, distribute to our network

and provide you with a list of leads and as a sole sponsor you get all of the benefits of a co-sponsor, but you control the content. This means that we can work together to create a professional and polished finished product (without the input of those pesky competitors).

Webcasts are hosted live to allow attendee input, but will be made available as-live via our webcast section on the website.

Co-sponsor an existing webcast. Your logo on the webcast page and all pre- and post-event publicity; plus receive the leads of attendees.

- Topics announced regularly (or suggest one!)
- Promoted in the magazine, online and via email.

Price: £2,500

Sole sponsor: Let us host your webcast; we'll provide you with a moderator from our editorial team, plus all the technology to put it together. We'll promote it for you too.

Price:£8.000

Hosted content marketing options

With hosted content marketing, you're in complete control of the content – all we do is market it for you through our various channels. It's likely you will already have created the content for your own website, blog, email campaign or event marketing materials, and simply want to spread that message as wide as you can. Of course, if you're struggling to create something, we can lend our expertise there too.

Tech Focus

Every issue, Tech Focus will concentrate on a particular technology, deliver an editorial overview of area and then outline, in more depth, the available and relevant products.

Tech Focus will be distributed across all platforms, including the magazine, online and as an email product. You are invited to contribute to Tech Focus and offer your technology information and expertise where you see fit – look through the Tech Focus calendar and see which suits you.

On top of simply submitting your Tech Focus product to our editorial team, we offer two hosted content options:

Tech Focus Calendar

Spring Test and Measurement
Summer Transmission Equipment
Autumn FTTX Access Equipment

Lead sponsor

As a lead sponsor of Tech Focus you will receive:

- Exclusive branding on magazine article;
- Exclusive branding on website;
- Sole sponsor branding on email version;
- An enhanced product entry in magazine;
- Top-line enhanced product on email version:
- Links to your own relevant content, within the email version – think relevant white papers, YouTube videos etc.

Lead Sponsor: £2,950

Enhanced product entry

When you supply your relevant product to the editorial team, an enhanced product entry will be highlighted within the design of the article, making it stand out from the rest of the piece. You will also have a highlighted entry on the email and web versions of the article.

- 150 words plus image in magazine
- Inclusion in email (summary) and online (full text)

Price: £850

Hosted content marketing options (continued)

Productline

Productline is our popular entry-level email marketing service for new product launches. It also provides a cost-effective platform for you to drip-feed your product information to a huge audience. As you build your full campaign, use Productline as a targeted tool to back-up your high-visibility activity.

- Comprises headline, 190 x 190 image, 40 words plus web link
- Sent via email (9 products per email) to opt-in database of 9,000 industry professionals.

Price: £500

Featured product

An exclusive premium Productline option, appears as a box-out on a Productline email and on our website.

- Comprises headline, 300 x 300 image, 100-120 words plus web link.
- Sent via email to opt-in database of 9,000 industry professionals.

Price: £750





White Papers

White Papers have become a hugely important part of the marketer's armoury. A well-written and interesting white paper transforms you very quickly from merely 'involved' in a technology, to 'expert'.

The Fibre Systems reader is typically a high-quality industry professional and as such they crave high-quality information. You should use this to your advantage. White Papers have occasionally been used to repackage simple marketing information or product brochures – DO NOT DO THIS!

FS White Papers are also a fantastic way to generate leads, because we can place the content behind a sign-in page. A reader will fill in some contact details in order to view the white paper. This lead data is then passed on to you (with the reader's permission).

If you already have a White Paper that you'd like to reach a wider audience, we can host and promote if for you, plus there's an option to collect leads from anyone who downloads it. We can also help you write it if you don't have the resource in-house.

- Featured on our White Paper page
- Promoted via email campaign
- Highlighted via house advert in magazine
- Option to include data capture form to collect leads

Price: £950

(plus editing/writing costs if required – see Content Sservices)

Native advertising

Native advertising refers to the areas within the Fibre Systems editorial where the content has value to the reader, and a price-tag for the author.

With native advertising, we work with you to create content that is equal in quality and style to our own high editorial standards. The content appears in the normal flow of our own independent content (but marked as 'sponsored'), and should have the same value to the reader as anything our own editorial teams would write themselves. Importantly, our editors have the final say about whether the content makes the grade, guaranteeing that the reader will equate your content with the trust they have developed in our own brand.

A piece of native advertising could be written entirely by you – as long as it meets our editorial standards and fits in with our brand. More often, you'll be working with our editorial teams, who'll either help you convert your existing content into something that fits our platform, or can work with you from scratch to create fresh content. Either way, you'll have the rights to that content at the end of the process to distribute yourselves.

The difference between 'content marketing' and 'native advertising'?

These terms are often confused with each other. This is primarily due to the different places a single piece of content could be seen.

Let's take a case study as an example. You commission a piece of content that highlights a particular installation that used, as part of it, your technology. This piece of content may be about the project as a whole, but also talks about your involvement. You then take that finished article and distribute it via your own platforms (website, email newsletters, social media etc). This is not just a PR piece, a press release or an extract from your product brochure – it is content that you market; content marketing!

However, you might come to us and present the same case study article that you think could be interesting to our readers. We then look at it, assess its relevance and quality and we agree that it would be a perfect fit for one of our native advertising products. What started as your own content marketing then becomes a piece of native advertising.

Most importantly, these platforms have been created with the *Fibre Systems* reader at the forefront of our minds. Once you become involved in *Fibre Systems* native advertising, think of yourself as a content ambassador. Regardless of where the content is placed, you need to be thinking: 'Can I enhance what the subscriber already receives from *Fibre Systems* with my own expertise, experience or opinion?'

The decision on quality and relevance will be ours. We may host content as it is received from you, or we may suggest working with us to make improvements. This will be a consultative process, but because this type of content relates to surrounding editorial, our judgement is final.



"Can I enhance what the subscriber already receives from Fibre Systems?"

Native advertising options

Feature Case Study

A Feature Case Study appears alongside a related feature (see our editorial calendar for our planned features for the year), both in the magazine and online. This is a unique opportunity to align your content seamlessly with ours.

An excellent Feature Case Study will add context and expertise to an existing feature. It will draw on your experiences and relate them to the interests of our audience, as well as framing the content of a feature in a real-world environment.

- Comprising approximately 750 words, plus an image, a Feature Case Study is a full page of content, designed and laid out by our expert production team. You can supply the content yourselves, subject to it meeting our editorial standards, or we can work with you to create it.
- There is only one opportunity for a Feature Case Study for each planned editorial feature, so it's a highly-desirable and exclusive opportunity.
- Appears in the magazine as a full page, and online linked from the original editorial feature and as a standalone page. In all cases, the term 'sponsored content' will appear on the page.
- You will also receive a PDF of the feature for your own marketing.

Price: £3,500

(additional charges may apply if using our editing and writing services – see Content services)



Viewpoint

Viewpoint represents an opportunity for your company to demonstrate thought leadership or leading opinion. From your CEO to your technical director and beyond, you will have a broad range of experience in your company, and more often than not, they'll have the experience and knowledge to form an opinion on industry-wide matters that others will be interested to hear. Raise their personal profile, and show how the expertise within your company places you above your competitors.

- Comprising approximately 750 words, plus an image, a Viewpoint appears online only, but is promoted via the magazine (as part of our own house adverts), and via email.
- Can be written entirely by you, subject to our editorial standards, or with our help.

Price: £1,250

(additional charges may apply if using our editing and writing services – see Content services)

Featured Technology + White Paper

If you have a genuinely disruptive technology, we can work with you to create a complementary editorial feature that will sit alongside (and point towards) your own White Paper. We agree the topic of the feature together, our editorial team writes the feature independently, and when it appears, we highlight the existence of your White Paper that will delve into the topic of that feature in more depth – and from your point of view. Again, our editorial teams have the final say on whether they feel the topic will be of interest to the readers – and whether they are able to write a suitable feature on it. For the White Paper, you can either write this yourselves, or we can help.

- Appears as two pages in the magazine, comprising a 1,200 word feature (written by us), plus a half-page house advert pointing towards your White Paper.
- Also appears online as a feature, with a footer advert pointing towards your White Paper.
- Featured on our White Paper page.
- Promoted via email campaign.
- Highlighted via house advert in magazine.
- Option to include data capture form to collect leads.

Price: £2.000

(plus white paper editing and writing charges if required)

Fibre Systems TV

Carefully created to complement the existing suite of industry-leading products from Fibre Systems magazine, Fibre Systems TV (FSTV) is our platform for high-quality and up-to-date video content. Hosted and promoted across all of our respected media, FSTV provides unique, relevant information – presented by our professional team to a qualified and established audience.

Work with FSTV to distribute your own existing content, or create brand new videos – working with a team of industry experts.



FSTV audience

The FSTV audience is a primarily European selection of opt-in, highly skilled, optical communication industry professionals... including:

- Service providers;
- Cloud and data centre operators;
- Enterprises and businesses using fibre optics;
- OEMs, component and subsystem vendors;
- Installers and system integrators;
- Test and measurement suppliers.

FSTV distribution

FSTV is hosted on fibre-systems.com and Youtube, with all finished video content promoted across all of our various platforms. Recipients engage with our content via:

- Fibre Systems magazine;
- Fibre-systems.com;
- Various Fibre Systems email products;
- Social media channels.

We are able to provide filming at strategic European events as well as offering an opportunity to create content from your own offices.

- Create your own corporate video (Price POA)
- Present your event activity via video (Price POA)
- All video is hosted and promoted by us, but available to, and owned by you.
- Promoted across all our media channels

We welcome a consultative approach to our FSTV platform. While there are many opportunities to simply host your content, we also have a number of bespoke options that can considerably improve your brand position and corporate identity.

Content services

High quality writing is in short supply, and many marketing teams simply don't have the in-house resource to be able to turn out the right content frequently.

Outsourcing to a freelancer or a PR company is always an option of course, but few will have the specialist expertise to rival our own editorial team, each of whom has many years' experience in writing about the optical communications industry.

We can also help improve your existing content so that it appeals to a wider audience.

Every project will be different so we will work with you to create a finished piece that enhances your brand image and places you at the forefront of your industry.



"It's not what you say, it's the way that you say it"

Case Study/Viewpoint/ White Paper writing service:

Well-written content can be a hugely effective way of framing your technology, so let's work together to tell the story within the story. A member of our team will work with you to create your content, providing you with a finished product written in our style, and fitting perfectly with the 'feel' of *Fibre Systems*.

£500 per 1,000 words

Editing and copy improvement service:

Where your content doesn't quite meet our own high editorial standards, we can help with copy improvement and editing. We will only charge you for the time it takes to satisfy our editors.

£50 per hour standard rate

Creative artwork services

We have our own in-house design team, who have decades of experience in creating beautiful artwork and page layouts. Not only do they have the skills, but they are also used to working with clients like you and the sort of products and services you offer.

Print advertising design service

- Adverts designed for use only with Europa Science publications £595 per advert;
- Adverts design, including copyrights £1995 per advert;
- Advert amendments (as part of same campaign), £100 per amend.

Digital advertising design service

- Adverts designed for use only with Europa Science publications £595 per advert;
- Animated digital (multiple pane) advert £895;
- Advert design, including copyrights £1995 per advert (single or multiple pane).
- Amends £100 each.

Meet the team





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