

MEDICAL FACILITIES MANAGEMENT

| SEGMENTS | EMAIL \$440/M | PHONE \$225/M | POSTAL \$165/M |
|---|------------------------------------|------------------|-------------------|
| Universe / Base Rate | N/A | 20,484 | 21,103 |
| Active US Subscribers / Base Rate | 10,063 | 20,444 | 21,062 |
| Email Addresses / Base Rate (Free Transmission) | 10,063 | | |
| Telemarketing / Base Rate | | 0 | |
| Active Canadian Subscribers / Postal Base Rate | N/A | 40 | 41 |
| Combined PHONE-POSTAL / Base Rate \$275/M | | 0 | |
| Type of Rentals | B2B / Email, Postal, Phone | | |
| Source | Controlled / Requested Circulation | | |
| Geography | USA, Limited Canada | | |
| Reuse / Key Coding / Nth Name | Please Inquire | | |
| TRANSMISSION / ADDRESSING | Price | | |
| Minimum Order | \$675 | | |
| Order Cancellation | \$75/F | | |
| Pkg Transmission - Postal / Telemarketing | \$75/F | | |
| Suppression List - You provide to us | \$150/F | | |
| First HTML Tracking Links Set-Up Test | Included | | |
| Re-Blast @ 15% of Original Cost | 15% | | |
| Email - Blast Leads \$25 per lead | Email - Personalization \$20/M | | |

| Number of Buildings (\$15/M) | EMAIL \$440/M | PHONE \$225/M | POSTAL \$165/M |
|------------------------------|------------------|------------------|-------------------|
| H - 1000 or more | 57 | 82 | 87 |
| G - 500-999 | 39 | 62 | 64 |
| F - 100-499 | 206 | 334 | 350 |
| D - 50-99 | 279 | 431 | 455 |
| A - 20-49 | 447 | 663 | 691 |
| 9 - 14-19 | 266 | 414 | 433 |
| 8 - 8-13 | 512 | 743 | 767 |
| 7 - 4-7 | 832 | 1,229 | 1,285 |
| 6 - 1-3 | 1,852 | 3,190 | 3,331 |
| | 4,490 | 7,148 | 7,463 |

| Additional Select Options (\$15/M) | EMAIL \$440/M | PHONE \$225/M | POSTAL \$165/M |
|------------------------------------|------------------|------------------|-------------------|
| DATA CENTER MANAGEMENT | 2,515 | 4,736 | 4,847 |
| LABORATORY MANAGEMENT | 626 | 918 | 955 |
| GREEN PRODUCT INVOLVEMENT | 1,144 | 1,556 | 1,613 |

| Square Feet (\$15/M) | EMAIL \$440/M | PHONE \$225/M | POSTAL \$165/M |
|--------------------------|------------------|------------------|-------------------|
| E - Over 10,000,000 | 445 | 802 | 817 |
| D - 6,000,000-10,000,000 | 244 | 403 | 412 |
| C - 3,000,000-6,000,000 | 334 | 528 | 552 |
| B - 1,000,000-3,000,000 | 930 | 1,547 | 1,595 |
| 4 - 500,000-999,999 | 891 | 1,461 | 1,510 |
| 3 - 250,000-499,999 | 861 | 1,454 | 1,493 |
| 2 - 100,000-249,999 | 1,818 | 3,152 | 3,277 |
| 1 - Under 100,000 | 420 | 933 | 956 |
| | 5,943 | 10,280 | 10,612 |

LIST MANAGER CONTACT INFORMATION

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M = Per Thousand F = Flat

DESCRIPTION

Built from the Active Subscriber Lists of Building Operating Management & Facility Maintenance Decisions. Now Your Direct Marketing Message Can Reach the Key Decision-Making Facility Executives And Top Level Maintenance Management Personnel At The Nation's Largest Medical/ Healthcare Facilities, (hospitals/clinics) Nursing Homes. Published by Trade Press Media Group - Updated continuously - BPA-audited to ensure accuracy and recency - controlled circulation.

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| Job Function/Title (\$15/M) | EMAIL \$440/M | PHONE \$225/M | POSTAL \$165/M | |
|---|------------------|------------------|-------------------|--------------------------------|
| 21 - Other Executive/Management Titles | 394 | 897 | 900 | Building Operating Management |
| 26 - Other Construction/Engineering Titles | 173 | 276 | 284 | |
| 31 - Building Owner, Developer, C-Level Executive | 1,612 | 3,785 | 3,818 | |
| 32 - VP/Director of Facilities & Buildings | 1,776 | 3,198 | 3,235 | |
| 33 - VP/Director of Real Estate | 51 | 76 | 77 | |
| 34 - Property & Asset Manager | 204 | 353 | 358 | |
| 35 - Building & Facility Manager | 1,574 | 2,798 | 2,818 | |
| 36 - VP/Director of Energy Services | 14 | 21 | 22 | |
| 41 - VP/Director of Facilities Engineering | 205 | 361 | 363 | |
| 42 - VP/Director of Design & Construction | 55 | 79 | 83 | |
| 43 - Physical Plant Director | 178 | 325 | 329 | |
| 44 - Project Manager | 165 | 306 | 309 | |
| 45 - Energy Manager | 12 | 20 | 20 | |
| 46 - Construction Manager | 29 | 55 | 55 | |
| 47 - Staff Architect | 15 | 25 | 25 | |
| 48 - Staff Engineer | 116 | 180 | 184 | |
| 49 - Space Planner/Interior Designer | 32 | 46 | 48 | |
| 50 - Energy Director | 4 | 9 | 9 | |
| 55 - Superintendent of Schools/School Districts | 11 | 20 | 21 | |
| 60 - Director of Maintenance | 1,675 | 4,026 | 4,270 | |
| 61 - Director of Maintenance & Engineering | 176 | 366 | 406 | |
| 62 - Director of Facilities Maintenance | 233 | 505 | 537 | |
| 63 - Director of Building and Grounds | 56 | 115 | 123 | |
| 64 - Director Building Services/Plant Services | 48 | 116 | 125 | |
| 65 - Maintenance Manager | 258 | 597 | 615 | |
| 66 - Facility Maintenance Manager | 111 | 237 | 255 | |
| 67 - Engineering & Maintenance Manager | 32 | 66 | 76 | |
| 68 - Building Services Manager/Supervisor | 36 | 112 | 117 | |
| 69 - Plant Manager/Supervisor | 50 | 98 | 108 | |
| 70 - Building Maintenance Superintendent | 12 | 14 | 20 | |
| 71 - Building & Grounds Superintendent | 12 | 29 | 31 | |
| 72 - Maintenance Supervisor | 376 | 704 | 731 | |
| 73 - Building Supervisor | 24 | 47 | 51 | |
| 74 - Facility/Building/Maintenance Engineer | 147 | 239 | 262 | |
| 75 - Other Maintenance Management | 197 | 383 | 418 | |
| | 10,063 | 20,484 | 21,103 | Facility Maintenance Decisions |