# The right dose of information eMPR.com



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# **Publishing**

# **MPR**

#### **EDITORIAL STAFF**

Director, Digital Content Diana Ernst, RPh

Senior Manager, Drug Information Anissa Lee, RPh

Manager, Drug Information

Da Hee Han, PharmD

**Drug Information Specialist** 

Lea Eslava-Kim, PharmD

Production Editor Kim A. Daigneau

**Digital Content Editor** Steve Duffy

#### MPR CUSTOM PROGRAMS

Vice President, Clinical Content & Strategy leff Forster

#### **Senior Scientific Directors**

Sonal Adhav, BPharm, MS; Joe Riley; Nick Zittell

#### **Scientific Directors**

Christina Li, MPH; Marilyn Stearns, MD;

Suzanne Wolfe, MA

#### **Associate Scientific Directors**

Bethsy Jacob, PharmD; Jeff Meeks, PharmD; Dimpy Mehra, PharmD

#### **Managing Editor**

Robin B. Weisberg

Senior Editor

**Gwynned Kelly** 

Haymarket Media, Inc. 114 West 26th Street, 4th Fl. New York, NY 10001 Tel: (646) 638-6000 • Fax: (646) 638-6119 • eMPR.com

## haymarket

#### **ADVERTISING STAFF**

Dominic Barone dominic.barone@eMPR.com

Scott M. Bugni scott.bugni@eMPR.com

Alyssa DaBronzo alyssa.dabronzo@eMPR.com

Chad Holloway chad.holloway@eMPR.com

Brian Layden brian.layden@eMPR.com

Alison McCauley alison.mccauley@haymarketmedical.com

Marlis A. Miller marlis.miller@eMPR.com

Jason Skoyles jason.skoyles@eMPR.com

#### **BUSINESS STAFF**

Manager, Sales Support & Campaign Management
Julie Dameron

**Production Director** Kathleen Grinder

Circulation Manager Paul Silver

**Assistant Manager, Audience Development**Deanna Lomaglio

#### HAYMARKET MEDIA

Group Art Director, Haymarket Medical Jennifer Dvoretz

**Publisher, MPR and Senior Director, Drug Information**Jenny Ko, PharmD

Senior Vice President, Digital Products James Burke, RPh

Senior Vice President, General Manager,

PRI Healthcare Solutions Tammy Chernin, RPh

Senior Vice President, Medical Communications John Pal

**Chief Operating Officer** John Crewe

Chief Financial Officer Donna Santarpia

Chief Executive Officer Lee Maniscalco



# Maximize Reach and Market Penetration with MPR

# Legacy

• MPR is one of the top used drug information resources, trusted by healthcare professionals for 30 years.

# Reach

 Access over 1.4 million HCPs including physicians, nurse practitioners, physician assistants, pharmacists, and other allied healthcare professionals across all specialties throughout their daily workflow

# Audience Penetration<sup>1</sup>

- #1 most used drug information resource across all channels (print, online, mobile) by office-based primary care physicians
- #3 most used resource across all specialties, office and hospital

Source: 1. Kantar Media Professional Health. Non-Journal Media Study. June 2015





# Print That Performs: MPR

- Primary Care and Specialty Editions of MPR enable your brand to achieve wide reach and high frequency of exposure in your target markets
- MPR's unique editorial categorization places your ad at the right place at the right time to influence product selection when prescribers are actively thinking about your brand's indication
- MPR print editions are collectively used over 31 million times each month by subscribers<sup>1-4</sup>
- 16% of all old issues are passed to a colleague for up to an additional 5 million uses per month<sup>1</sup>
- MPR Ad Awareness Study shows an average 78% improvement in correct message and product association in users exposed to advertising in MPR print issues<sup>5</sup> which can be associated with a direct impact on prescriptions



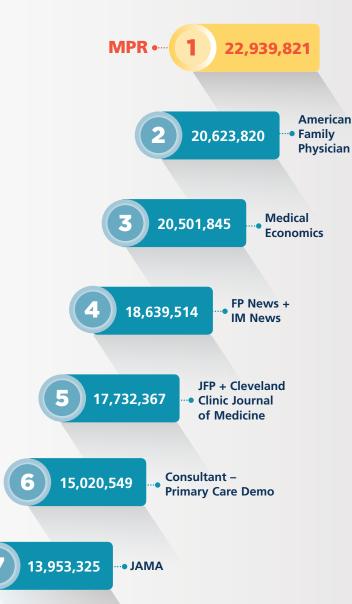








## **MPR Print Users Generate More Prescriptions\***



Source: 1. Kantar Media Professional Health. MPR Physician Usage Survey, January 2015. 2. Kantar Media Professional Health. MPR Physician Assistant and Nurse Practitioner Usage Survey, February 2015. 3. Glickman Associates, 2011 MPR Pediatrician Usage Survey. 4. E.T. Media Research, 2011 Survey of Usage of MPR Pharmacists' Edition. 5. Harvey Research, Inc. MPR Ad Awareness Study, October 2014.

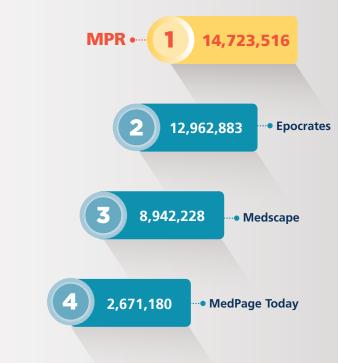


# Digital That Makes a Difference: eMPR.com & MPR App

- Reach engaged HCPs across all specialties who rely on the MPR website
  and app throughout their daily workflow for the robust offering
  of up-to-date drug information plus effective and efficient clinical tools
- More than 535,000+ unique users each month and nearly 2 million page views



## **MPR Digital Users Generate More Prescriptions\***



<sup>\*</sup>Prescriptions per prescriber per year.

Source: Kantar Media Professional Health, PC-Office Standard Ranking Report with Rxs. December 2014.

# **SPECIAL OFFERS**

# Discounts & Promotional Opportunities

Take advantage of these premium offers and discounts

#### PRINT + DIGITAL = 10% OFF ENTIRE PLAN

# ADD-AN-EDITION PROGRAM\*

When you advertise in MPR and run the same product in another MPR publication (PA/NP, Pharmacists, Pediatricians) you will receive a discount dependent on the number of publications you run in.

- 2 edition buy = 10%
- 3 edition buy = 15%
- 4 edition buy = 20%

# EXTRA BRIEF SUMMARY POLICY

There will be NO additional space charges for any additional brief summary space that must run in *MPR* beyond the brief summary space running in A-size journals

#### **PREMIUM POSITIONS**

Cover 2: 25%Cover 4: 50%Section Index: 25%

• Other: 10%

#### **SPLIT RUN POLICY\***

<50% of circulation = 50% discount; anything >50% will receive discount equal to "percentage of circulation not reached"

\*\$1500 plate change fee applies; no other discounts; other restrictions may apply

Any split run campaigns reaching a targeted audience will incur pass-through royalty and list match fees per issue.

#### **Rental and Royalty Fees:**

| AMA/AOA<br>rental | \$8.00/m  | \$75.00 min  |
|-------------------|-----------|--------------|
| NP/PA<br>rental   | \$75.00/m | \$375.00 min |
| AMA Royalty       | \$22.50/m |              |
| AOA Royalty       | \$24.75/m |              |

#### **Prescriber Data Royalty Fees:**

| Selected by<br>Product | \$150.00/m | \$750.00 min |
|------------------------|------------|--------------|
| Selected by<br>Class   | \$100.00/m | \$600.00 min |

These rates apply to both MD/DO's and NP/PAs.

# HAYMARKET CORPORATE DISCOUNT

Individual pharmaceutical companies and their subsidiaries may qualify for this additional discount based on their total gross spending in either 2014 or 2015. The amount of the discount when combining total gross spending for Oncology Nurse Advisor, The Clinical Advisor, all MPR titles. McKnight's Long-Term Care News, Assisted Living, Renal & Urology News, Psychiatry Advisor, Endocrinology Advisor, Neurology Advisor, Clinical Pain Advisor, Infectious Disease Advisor, and Cardiology Advisor using 2015 rates is calculated after combo, continuity and special discounts are applied.

| \$ 250,000 - \$ 750,000   | @ 2%  |
|---------------------------|-------|
|                           |       |
| \$ 750,001 - \$1,500,000  | @ 3%  |
|                           |       |
| \$1,500,001 - \$2,500,000 | @ 5%  |
|                           |       |
| \$2,500,001 - \$3,500,000 | @ 7%  |
|                           |       |
| \$3,500,001 +             | @ 10% |

# ANNUAL-CONTRACT OPTION

5% discount on 2016 ad rates for all space contracted and paid for by January 31, 2016. Contracts must stipulate the product(s), ad-unit size, colors, frequency, and specific dates of insertion in all editions.

IMPORTANT NOTE: In some instances, these discounts are mutually exclusive. Contact your Account Manager for details.



<sup>\*</sup>full run only; other discounts may not apply.

# MPR Monthly Prescribing Reference®

Primary care physicians refer to MPR over 11.3 million times a month

#### **PRICING & BILLING**

#### 2016 Ad Rates

#### Black & White

| FREQUENCY      | 1 PAGE   |
|----------------|----------|
| 1×             | \$14,300 |
| 6×             | \$14,050 |
| 12×            | \$13,910 |
| 24×            | \$13,640 |
| 36×            | \$13,440 |
| 48×            | \$13,200 |
| 60×            | \$13,130 |
| 72×            | \$13,000 |
| 96×            | \$12,790 |
| 120×           | \$12,670 |
| 144×           | \$12,550 |
| 192×           | \$11,310 |
| 240×           | \$11,140 |
| 300×           | \$11,950 |
| 360×           | \$11,830 |
| 420×           | \$11,710 |
| Color          |          |
| 4-Color Charge | \$3,940  |

#### **CIRCULATION**

Distributed nationally by controlled circulation to office-based physicians in the following AMA- and AOA-registered specialties:

| TOTAL                | 146,000 |
|----------------------|---------|
| Allergy/Immunology   | 1,316   |
| Gastroenterology     | 3,344   |
| Cardiology           | 8,327   |
| Osteopathic medicine | 13,740  |
| Internal medicine    | 57,155  |
| Family medicine      | 57,891  |
| General practice     | 4,227   |

#### **PRINT FREQUENCY**

Monthly

#### **CLOSING DATES**

**Space Reservations and Cancellations:** On or about the 1st day of the month preceding issue date. Mails by the 15th of the month.

**Ad Materials:** Due by the first week of the month preceding issue date.

**Line Ads:** 1st day of the month preceding issue date.

#### **BONUS DISTRIBUTION**

American Academy of Family Physicians' (AAFP) Annual Meeting and multiple Pri-Med Conferences.



## MPR MONTHLY SECTION USAGE

| Therapeutic Sections     | MPR       | Therapeutic Sections      | MPR     | Therapeutic Sections        | MPR       |
|--------------------------|-----------|---------------------------|---------|-----------------------------|-----------|
| Cardiovascular Diseases  | 1,624,696 | Respiratory Tract         | 706,682 | Ophthalmic Disorders        | . 341,346 |
| Dermatological Disorders | 882,745   | Infectious Diseases       | 705,556 | Allergic Disorders          | . 309,098 |
| Endocrine Disorders      | 882,659   | Musculoskeletal Disorders | 646,334 | Poisoning & Drug Dependence | . 249,134 |
| Gastrohepatic Disorders  | 864,301   | Urological Disorders      | 629,512 | Immunization                | . 215,689 |
| Pain Management          | 805,246   | OB/GYN                    | 606,513 | Nutrition                   | . 140,567 |
| Psychiatric Disorders    | 774,265   | Neurological Disorders    | 584,813 | Otic Disorders              | . 123,386 |

TOTAL ...... 11,329,823

Source: Kantar Media Professional Health. MPR Physician Usage Survey, January 2015.

# MPR Nurse Practitioners' & Physician Assistants' Editions®

Referenced over 11.8 million times per month by nurse practitioners and physician assistants

#### **PRICING & BILLING**

2016 Ad Rates

Black & White

| FREQUENCY      | 1 PAGE   |
|----------------|----------|
| 1×             | \$10,170 |
| 6×             | \$10,010 |
| 12×            | \$9,900  |
| 24×            | \$9,670  |
| 36×            | \$9,530  |
| 48×            | \$9,410  |
| 60×            | \$9,350  |
| 72×            | \$9,210  |
| 96×            | \$9,020  |
| 120×           | \$8,940  |
| 144×           | \$8,860  |
| 192×           | \$8,770  |
| Color          |          |
| 4-Color Charge | \$2,950  |

#### **CIRCULATION**

| TOTAL                | 103,683 |
|----------------------|---------|
| Physician Assistants | 47,397  |
| Nurse Practitioners  | 56,286  |

#### **PRINT FREQUENCY**

#### Quarterly

- Mailed mid-month in
  - February
  - May
  - August
  - November

## **CLOSING DATES**

| Issue             | Ad Close   | Materials  |
|-------------------|------------|------------|
| Spring (February) | January 19 | January 26 |
| Summer (May)      | April 14   | April 21   |
| Fall (August)     | July 21    | July 28    |
| Winter (November) | October 18 | October 25 |

**Line Ads:** 1st day of the month preceding issue date.

#### **BONUS DISTRIBUTION**

Bonus distribution at the AANP National Conference, AAPA Annual Conference, and several national NP and PA conferences.

## AVAILABLE in A Size for Larger Ads and Increased

..226,559 ..182,588

...124,255

rug Dependence.....166,412



## MPR MONTHLY SECTION USAGE

| Therapeutic Sections     | NP & PA   | Therapeutic Sections      | NP & PA | Therapeutic Sec |
|--------------------------|-----------|---------------------------|---------|-----------------|
| Cardiovascular Diseases  | 1,470,036 | OB/GYN                    | 793,913 | Nutrition       |
| Infectious Diseases      | 1,114,561 | Endocrine Disorders       | 713,050 | Metabolic Diso  |
| Dermatological Disorders | 1,009,030 | Musculoskeletal Disorders | 570,366 | Poisoning & Dr  |
| Respiratory Disorders    | 971,405   | Urological Disorders      | 490,072 | Immunization    |
| Psychiatric Disorders    | 896,670   | Allergic Disorders        | 446,255 | Otic Disorders  |
| Pain Management          | 883,004   | Neurological Disorders    | 432,577 |                 |
| Gastrohepatic Disorders  | 838,494   | Ophthalmic Disorders      | 315,919 |                 |
|                          |           |                           |         |                 |

TOTAL ...... 11,785,164

Source: Kantar Media Professional Health. MPR Physician Assistant and Nurse Practitioner Usage Survey, February 2015.

# **Double Up with The Clinical Advisor**

Maximize Reach and Exposures to NPs and PAs

# The Clinical Advisor Power Play

- Leverage the #1 most widely read journal for NPs and PAs coupled with the #1 most used drug reference to own this audience
- The Clinical Advisor Power Play
  - Pricing (will utilize Clinical Advisor's  $12 \times$  continuity rate for 1 full page + 4 color charge)



Total expanded circulation reach of 182,242





# #1 in Reach + #1 for Exposures = A Powerful Solution to Maximize Messaging to NPs and PAs

| RANK | PUBLICATION                     | USERS/READERS | AVERAGE PAGE EXPOSURES | AVERAGE AD PAGE EXPOSURES |
|------|---------------------------------|---------------|------------------------|---------------------------|
| 1    | The Clinical Advisor            | 271,444       | 136,112                | 124,950                   |
| 2    | Clinician Reviews               | 212,085       | 108,328                | 99,445                    |
| 3    | Consultant-Clinicians' Edition  | 206,680       | 105,856                | 97,175                    |
| 4    | MPR NP + PA Editions            | 192,535       | 414,530                | 380,538*                  |
| 5    | JAAPA + Nurse Practitioner      | 191,221       | 94,423                 | 86,680                    |
| 6    | Journal for Nurse Practitioners | 136,878       | 59,530                 | 54,648                    |
| 7    | The Nurse Practitioner          | 106,535       | 47,162                 | 43,294                    |
| 8    | JAAPA                           | 84,686        | 47,261                 | 43,385                    |

<sup>\*</sup>Estimated based on 0.918 average rate of change among journals from average page to average ad page exposures Source: Kantar Media Professional Health. Physician Assistant/Nurse Practitioner Readership Survey. June 2015.

Now more than ever, the Clinical Advisor Power Play is easy to execute as MPR NP and PA Editions have changed to A-size publications

# MPR Pediatricians' Edition®

Used by pediatricians more than 3.8 million times a month

#### **PRICING & BILLING**

#### 2016 Ad Rates

#### Black & White

| Frequency      | 1 Page   |
|----------------|----------|
| 1×             | \$12,090 |
| 6×             | \$11,780 |
| 12×            | \$11,490 |
| 24×            | \$11,240 |
| 36×            | \$11,020 |
| 48×            | \$10,770 |
| 60×            | \$10,550 |
| 72×            | \$10,350 |
| 96×            | \$10,180 |
| 120×           | \$10,020 |
| 144×           | \$9,870  |
| Color          |          |
| 4-Color Charge | \$2,950  |

## **CIRCULATION**

Included below is the full universe of office-based physicians specializing in pediatrics.

| TOTAL      | 38,064 |
|------------|--------|
| Pediatrics | 38,064 |

## **PRINT FREQUENCY**

#### Semiannually

- Spring/Summer issue mailed in June
- Fall/Winter issue mailed in October

## **CLOSING DATES**

| Issue                       | Ad Close     | Materials |
|-----------------------------|--------------|-----------|
| Spring/<br>Summer<br>(June) | May 24       | May 31    |
| Fall/Winter<br>(October)    | September 28 | October 5 |



# MPR MONTHLY SECTION USAGE

| Therapeutic Sections     | PEDs    | Therapeutic Sections | PEDs    | Therapeutic Sections       | PEDs      |
|--------------------------|---------|----------------------|---------|----------------------------|-----------|
| Dermatological Disorders | 901,096 | Allergic Disorders   | 224,161 | Otic Disorders             | 68,973    |
| Respiratory Disorders    | 422,458 | Ophthalmic Disorders | 196,092 | Oral Health                | 60,629    |
| Infectious Diseases      | 408,274 | Pain Management      | 166,870 | Endocrine Disorders        | 51,730    |
| Central Nervous System   | 336,520 | Nutrition            | 159,082 | Poisoning & Drug Dependenc | te 34,208 |
| Gastrohepatic Disorders  | 285,625 | OB/GYN               | 125,430 | Cardiovascular Disease     | 30,871    |
| Immune System            | 228,333 | Urological Disorders | 75,648  | Musculoskeletal Disorders  | 24,474    |
|                          |         |                      |         |                            |           |

TOTAL ...... 11,329,823

Source: Glickman Research Associates, 2011 MPR Pediatrician Usage Survey.

# MPR Pharmacists' Editions®

Pharmacists use MPR more than 4.1 million times per month to verify prescriptions

#### **PRICING & BILLING**

#### 2016 Ad Rates

#### Black & White

| Frequency      | 1 Page   |
|----------------|----------|
| 1×             | \$11,330 |
| 6×             | \$11,150 |
| 12×            | \$11,000 |
| 24×            | \$10,730 |
| 36×            | \$10,580 |
| 48×            | \$10,450 |
| 60×            | \$10,360 |
| 72×            | \$10,240 |
| 96×            | \$10,020 |
| 120×           | \$9,950  |
| 144×           | \$9,850  |
| Color          |          |
| 4-Color Charge | \$2,946  |

#### **CIRCULATION**

| TOTAL                                 | 52,627  |
|---------------------------------------|---------|
| Headquarter Executives                | 320     |
| Independent<br>(Pharmacist-in-Charge) | 16,312* |
| Chain (Pharmacist-in-Charge)          | 35,995* |

<sup>\*</sup> SK&A Verified by name

#### **PRINT FREQUENCY**

#### Quarterly

- Mailed mid-month in
  - March
  - June
  - September
  - December

## **CLOSING DATES**

| Issue                | Ad Close    | Materials   |
|----------------------|-------------|-------------|
| Spring<br>(March)    | February 9  | February 17 |
| Summer<br>(June)     | May 11      | May 18      |
| Fall<br>(September)  | August 17   | August 24   |
| Winter<br>(December) | November 14 | November 21 |



 Poisoning & Drug Dependence
 86,438

 Oral Health
 72,480

 Immune System
 62,285

 Otic Disorders
 31,781

 Diagnostic Agents
 16,825

 Oncology
 10,277

**Therapeutic Sections** 

50/25

## MPR MONTHLY SECTION USAGE

| Therapeutic Sections     | RPh     | Therapeutic Sections      | RPh     |
|--------------------------|---------|---------------------------|---------|
| Cardiovascular Disease   | 536,083 | Nutrition                 | 262,462 |
| Central Nervous System   | 495,784 | Respiratory Disorders     | 207,862 |
| Gastrohepatic Disorders  | 354,667 | Urological Disorders      | 168,656 |
| Dermatological Disorders | 334,923 | Allergic Disorders        | 162,754 |
| Pain Management          | 315,117 | Musculoskeletal Disorders | 161,677 |
| Infectious Diseases      | 282,937 | Ophthalmic Disorders      | 159,934 |
| Endocrine Disorders      | 265,212 | OB/GYN                    | 135,917 |

TOTAL ...... 4,125,131

Source: E.T. Media Research, 2011 Survey of Usage of MPR Pharmacists' Edition

# Drive Users Directly to Your Ad

- A high impact MPR belly band is the first thing HCPs see when they receive
  a copy of MPR and drives the user directly to your brand's messaging
  - Fold-in bellyband leads directly to ad, providing multiple impressions per target, per deployment
  - Can be used at conferences as a booth traffic driver
  - Pricing for the new A-Size Nurse Practitioners' Edition and Physician Assistants' Edition will remain the same





# DIGEST-SIZE WRAP AROUND SPECS

Trim Size:  $14" \times 3"$  (flat)

**Stock:** 100# **Color:** 4/0

**Binding:** glue tipped around book **Pricing Includes:** standard postage to

polybag with edition

#### A-SIZE WRAP AROUND SPECS

Trim Size:  $5 \frac{1}{2}$ " × 17  $\frac{1}{8}$ "

**Stock:** 100# **Color:** 4/0

**Binding:** glue tipped around book **Pricing Includes:** standard postage

to polybag with edition

# DIGEST-SIZE FOLD IN SPECS

Trim Size: 16  $\frac{1}{2}$ "  $\times$  3" (flat)

**Stock:** 100# **Color:** 4/0

**Binding:** glue tipped to a specific page **Pricing Includes:** standard postage

to polybag with edition

## A-SIZE FOLD IN SPECS

**Trim Size:** 5 ½" × 18"

**Stock:** 100# **Color:** 4/0

**Binding:** glue tipped to a specific page **Pricing Includes:** standard postage

to polybag with edition

| AMOUNT  | PRICE    | PER UNIT |
|---------|----------|----------|
| 2,500   | \$6,410  | \$2.56   |
| 5,000   | \$8,960  | \$1.79   |
| 10,000  | \$12,980 | \$1.30   |
| 15,000  | \$16,220 | \$1.08   |
| 20,000  | \$19,570 | \$0.98   |
| 25,000  | \$22,660 | \$0.91   |
| 30,000  | \$25,645 | \$0.85   |
| 40,000  | \$28,430 | \$0.71   |
| 50,000  | \$34,505 | \$0.69   |
| 75,000  | \$46,350 | \$0.62   |
| 100,000 | \$56,650 | \$0.57   |
| 150,000 | \$77,250 | \$0.52   |

| AMOUNT  | PRICE     | PER UNIT |
|---------|-----------|----------|
| 2,500   | \$6,950   | \$2.78   |
| 5,000   | \$10,815  | \$2.16   |
| 10,000  | \$18,540  | \$1.85   |
| 15,000  | \$26,265  | \$1.75   |
| 20,000  | \$33,990  | \$1.70   |
| 25,000  | \$41,455  | \$1.66   |
| 30,000  | \$49,130  | \$1.64   |
| 40,000  | \$64,685  | \$1.62   |
| 50,000  | \$77,250  | \$1.55   |
| 75,000  | \$110,465 | \$1.47   |
| 100,000 | \$139,050 | \$1.39   |
| 150,000 | \$197,760 | \$1.32   |

# **OUTSERTS & EXTRA COPY PROGRAM**

# Extend Your Reach with MPR

# **Outserts & Polybagging**

Engage with your audience before they even open their copy of MPR

# **Extra Copy Program**

• Reach other clinicians via direct mail or rep delivery

 Option to exclusively sponsor a semi-customized issue of MPR to your target audience

# **Pricing**

• See your account manager for more information







# **COVER TIPS & INSERTS**

# Be Noticed with MPR

- Deliver your message to a targeted audience at a fraction of the cost of direct mail with cover tips and inserts
- Full and partial cover tips will now be available for MPR NP and PA Editions



**Trim:**  $5.25'' \times 8.25''$  for MPR monthly, Pharmacists', and Pediatricians' Editions and  $7 \frac{3}{4}'' \times 10 \frac{1}{2}''$  for Nurse Practitioners' and Physician Assistants' Editions

**Stock:** 100# **Color:** 4/0

**Binding:** glue tipped to cover **Pricing Includes:** polybag and

postage with edition

## **PARTIAL COVER TIP**

**Trim:**  $5" \times 5"$  to  $7 \frac{1}{2}" \times 7 \frac{1}{4}"$ 

**Stock:** 100# **Color:** 4/0

**Binding:** glue tipped to cover **Pricing Includes:** polybag and

postage with edition

| AMOUNT  | PRICE    | PER UNIT |
|---------|----------|----------|
| 2,500   | \$5,405  | \$2.16   |
| 5,000   | \$8,065  | \$1.61   |
| 10,000  | \$11,680 | \$1.17   |
| 15,000  | \$14,600 | \$0.97   |
| 20,000  | \$17,615 | \$0.88   |
| 25,000  | \$20,395 | \$0.82   |
| 30,000  | \$23,080 | \$0.77   |
| 40,000  | \$25,585 | \$0.64   |
| 50,000  | \$31,055 | \$0.62   |
| 75,000  | \$41,715 | \$0.56   |
| 100,000 | \$50,985 | \$0.51   |
| 150,000 | \$69,525 | \$0.46   |

#### **INSERTS**

**Trim:**  $5.25'' \times 8.25''$  for MPR monthly, Pharmacists', and Pediatricians' Editions and  $7 \%'' \times 10 \%''$  for Nurse Practitioners' and Physician

Assistants' Editions **Stock:** 100# **Color:** 4/4

Binding: perfect bound with edition

Pricing Includes: postage



#### **FULL RUN PRICING**

2-Page Insert
2× earned B&W Rate
4-Page Insert
4× earned B&W Rate
Larger Inserts

Contact account manager

| AMOUNT  | PRICE    | PER UNIT |
|---------|----------|----------|
| 2,500   | \$2,876  | \$1.15   |
| 5,000   | \$4,250  | \$0.85   |
| 10,000  | \$6,100  | \$0.61   |
| 15,000  | \$6,679  | \$0.45   |
| 20,000  | \$8,000  | \$0.40   |
| 25,000  | \$9,500  | \$0.38   |
| 30,000  | \$10,200 | \$0.34   |
| 40,000  | \$11,200 | \$0.28   |
| 50,000  | \$12,383 | \$0.25   |
| 75,000  | \$15,000 | \$0.20   |
| 100,000 | \$17,550 | \$0.18   |

<sup>\*2-</sup>Page insert is 1 page double-sided

# **PRODUCTION REQUIREMENTS**

# Print Specifications & Mechanical Requirements

# DIGEST SIZE MECHANICAL SPECIFICATIONS

#### Full-page Mechanical

| Requirements | Width  | Depth  |  |
|--------------|--------|--------|--|
| Trim Size    | 5 1⁄4" | 8 1⁄4" |  |
| Live Area    | 4 ¾"   | 7 3/4" |  |
| Bleed        | 5 ½"   | 8 ½"   |  |

#### **A-SIZE MECHANICAL SPECIFICATIONS**

#### Full-page Mechanical

| Requirements | Width  | Depth |  |
|--------------|--------|-------|--|
| Trim Size    | 7 ¾"   | 10 ½" |  |
| Live Area    | 7 1⁄4" | 10"   |  |
| Bleed        | 8"     | 10 ¾" |  |

Bleed Sizes: Add %" all around. Type of Binding: Perfect

**Reproduction Requirements:** See Acceptable Ad Formats. **Disposition of Reproduction Material:** Reproduction material will be held one year from date of last insertion and then destroyed, unless specifically instructed otherwise.

### **ACCEPTABLE AD FORMATS**

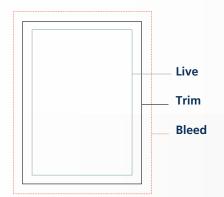
These formats are for all publications and are listed in the order of preference.

## **Specifications**

- PDF/X-1a files recommended
- Please supply PDFs as single pages.
   Export settings can be found here: http://www.rrdonnelley.com/prepress/ prepare/indesign/export-pdf.aspx.
- Include standard trim and bleed marks (outside of live and bleed areas).

#### **ROB** materials to:

Kathleen Grinder, Haymarket Media 114 W. 26th St. 4th Fl, New York, NY 10001 mpr.prodmngr@haymarketmedia.com





# eMPR.com and the MPR App



# What's New in Digital

# **Display Banner Media**

# Programmatic Buying

 Reach your target audience across the Haymarket network with HCP-level data reporting

## Targeted Prestitials

 High conversion prestitials targeted to your audience or contextually placed

# • 70% Viewability Standards

Haymarket will guarantee a standard70% viewability score

# MPR App 30th Anniversary Edition

 Content sponsorship availability beyond point-of-care drug information

# **Customized Offerings**

## BrandConnect +PLUS

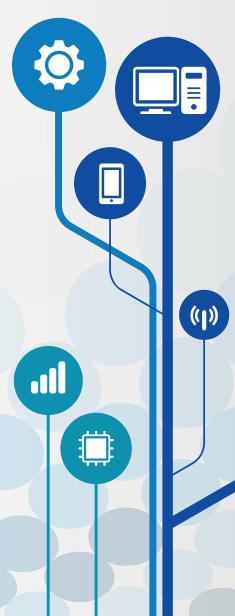
 Asset syndication bundled with a multi-touchpoint marketing plan directed at targeted audiences

## Advisor Channels

 Delivering key content and perspectives from KOLs to drive deeper engagement with clinical information supporting brand messaging

# • Behavioral Triggered Messaging

 Deliver custom emails to HCPs actively engaged with drug information or content relevant to your product









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# eMPR.com Opportunities and Rates

| ONLINE OPPORTUNITIES | СРМ                                      | SPONSORSHIP (NET/NET) |
|----------------------|--|-----------------------|
| Run of Site (ROS)    | \$95                                     |                       |
| Profession-Targeted  | \$125                                    |                       |
| Specialty-Targeted   | \$192                                    |                       |
| List-Match–Targeted  | \$260                                    |                       |
| Geo-Targeted         | 0.5× premium on banner ad rate           |                       |
| HCP Level Data       | 2× targeted banner ad rate               |                       |
| NEW                  | ROS: \$105<br>Profession-Targeted: \$199 |                       |

| NEW                       |
|---------------------------|
| Programmatic Buying       |
| (includes HCP Level Data) |

Profession-Targeted: \$199 Specialty-Targeted: \$315 List-Match Targeted: \$425

| Homepage Takeover (Roadblock) |       | \$1,500/day or \$6,000/week or<br>\$21,000/month |
|-------------------------------|-------|--|
| Prestitial Ads (ROS)          |       | \$52,500/month                                   |
| Prestitial Ads (Targeted)     | \$375 |  |
| ROS Text Ads                  |       | \$600/month                                      |

#### **SUPPORTED AD UNITS**

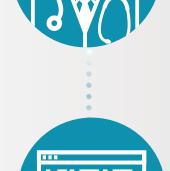


Most IAB Rising Star ads accepted



Medium Rectangle 300×250





Half Page  $300 \times 600$ 

# eMPR.com Opportunities and Rates

| CONTEXTUAL OPPORTUNITIES  | SPONSORSHIP (NET/NET)   |     |
|---|---|-----|
| Run of Section (25% SOV) + Monograph Sponsorship                      | Tier 1: \$5,000/month<br>Tier 2: \$3,500/month<br>Tier 3: \$2,100/month                                   |     |
| Therapeutic Subsection Takeover (100% SOV)<br>+ Monograph Sponsorship | Tier 1: \$10,500/month<br>Tier 2: \$8,400/month<br>Tier 3: \$6,300/month                                  |     |
| Run of Section Prestitials  | Tier 1: \$565/day or \$2,260/week<br>Tier 2: \$280/day or \$1,120/week<br>Tier 3: \$120/day or \$480/week |     |
| Run of Section Text Ads   | Tier 1: \$400/month Tier 2: \$300/month Tier 3: \$150/month   |     |
| BrandConnect (Native Advertising)                                     | \$5,500/2 weeks   | ••• |
| Clinical Chart Sponsorship  | \$1,000/month   |     |
| MonographPlus   | \$570/month or \$1,100/month combo buy of web<br>+ app per monograph                                      |     |
| Search Key Words Sponsorship  | Free value add with any digital campaign, up to 3 key words   |     |

## • • • • • BrandConnect





Post pre-approved content or media in MPR's editorial style within the flow of our content for increased engagement.

## MonographPLUS



Promote your brand with actionable links at the point the prescriber is viewing your drug monograph.

# **MPR App Opportunities and Rates**

| ONLINE OPPORTUNITIES                                    | СРМ  | SPONSORSHIP (NET/NET)        |
|---|--|------------------------------|
| Run of App (ROA)  | \$95   |                              |
| Profession-Targeted                                     | \$125  |                              |
| Specialty-Targeted                                      | \$192  |                              |
| Geo-Targeted  | 0.5× premium on banner ad rate   |                              |
| NEW<br>Programmatic Buying<br>(Includes HCP Level Data) | ROS: \$105 Profession-Targeted: \$199 Specialty-Targeted: \$315 List-Match Targeted: \$425 |                              |
| Homepage Takeover (Roadblock)                           |  | \$1,500/day                  |
| Prestitial Ads (ROS)                                    |  | \$3,750/day or \$15,000/week |
| Prestitial Ads (Targeted)                               | \$375  |                              |



| CONTEXTUAL OPPORTUNITIES  | SPONSORSHIP (NET/NET)  |  |  |  |  |
|---|--|--|--|--|--|
| Run of Section (25% SOV) + Monograph Sponsorship                      | Tier 1: \$5,000/month<br>Tier 2: \$3,500/month                           |  |  |  |  |
|   | Tier 3: \$2,100/month  |  |  |  |  |
| Therapeutic Subsection Takeover (100% SOV)<br>+ Monograph Sponsorship | Tier 1: \$10,500/month<br>Tier 2: \$8,400/month<br>Tier 3: \$6,300/month |  |  |  |  |
| BrandConnect (Native Advertising)                                     | \$5,500/2 weeks  |  |  |  |  |
| MonographPlus   | \$570/month or \$1,100/month combo buy of web + app                      |  |  |  |  |



# MPR e-Newsletters

 MPR e-newsletters reach over 400,000 healthcare professionals across all professions and specialties daily

# **MPR Daily Dose**

- Distributed every evening, the MPR Daily Dose delivers a not-to-be missed recap of the day's top news and trending articles to keep HCPs up to date.
  - Average open rate of 13.85%
  - Average CTO of 19.3%
  - Pricing
    - » Circulation list of 400,000+ HCPs: \$5,000 per e-newsletter
    - » Target list: \$1,000 minimum per newsletter or receive discount equal to percentage of circulation not reached if spend is greater than \$1,000
    - » Bundled pricing available: Please see your MPR account representative

# **MPR Spotlight**

- Distributed monthly or on a sponsored basis, the MPR Spotlight delivers resources focused on specific disease states and conditions to allow for highly relevant, contextual messaging.
  - Average open rate of 13.6%
  - Average CTO of 21.6%
  - Pricing
    - » Circulation list of 400,000+ HCPs: \$5,800 per e-newsletter
    - » Single-sponsored, client-selected topic: \$7,000 per e-newsletter



#### 2016 SPOTLIGHT SCHEDULE

- January: Infectious Disease
- February: American Heart Month
- March: National Sleep Awareness Week (2nd to 8th)
- April: Allergy
- May: Mental Health Month
- June: National Headache Awareness Week (1st to 7th)
- July: Dermatology
- August: National Immunization Month
- September: World Alzheimer's Month
- October: Respiratory Care Week (25th to 31st)
- November: American Diabetes
   Month
- December: World AIDS Day (1st)

# MPR First Look Product Launch Package

- Highlighting new products available on the market, the MPR First Look package alerts HCPs of new therapeutic options at or near the time of product launch
- Package includes sponsorship of:
  - First Look e-newsletter
  - Comprehensive new product slideshow
  - New product drug monograph
- Pricing: \$5,800 for 1-month package

#### First Look e-Newsletter



#### **New Product Slideshow**



## **New Product Write-Up**



# MPR First Report

# Live Conference Coverage

- Be a part of the latest scientific findings and deliver key messaging to highly engaged HCPs during MPR's live coverage of breaking news and data presented at scientific sessions across all therapeutic areas
- 200,000 impressions for the first 3 months served via daily live coverage as well as daily recap e-newsletters
  - Minimum 2 ad units; static newsletter ads must be provided or goal must be adjusted

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- Pricing
  - **—** \$40,000





# Online Banner Specs

#### **DESKTOP WEB**

| DIMENSIONS                      | FRIENDLY/RISING<br>STAR NAME       | INITIAL<br>FILE SIZE | POLITE<br>FILE<br>SIZE | RICH<br>MEDIA | THIRD<br>PARTY<br>AD SERVED | SITE SERVED<br>.SWF       | SITE SERVED<br>STATIC<br>IMAGE | SIDEBAR<br>COMPATIBLE | EXPANDABLE | EXPANDABLE<br>DIRECTION | BORDER | HTML5<br>ACCEPTED | FLASH<br>VERSION | FRAME<br>RATE | ANIMATION/<br>LOOPING | WMODE | Z-INDEX   | ACCEPTED<br>VENDORS |
|---------------------------------|------------------------------------|----------------------|------------------------|---------------|-----------------------------|---------------------------|--------------------------------|-----------------------|------------|-------------------------|--------|-------------------|------------------|---------------|-----------------------|-------|-----------|---------------------|
| 728×90                          | Leaderboard                        | 50k                  | 100k                   | Yes           | Yes                         | Yes                       | Yes                            | No                    | 2×         | Down                    | 1px    | Yes               | 10.1 or<br>under | 24            | Unlimited             | 0     | 2,000,000 | All                 |
| 300×250                         | Box Ad/Sidekick                    | 50k                  | 100k                   | Yes           | Yes                         | Yes, except for sidekick  | Yes                            | Yes                   | 2×         | Auto detect             | 1px    | Yes               | 10.1 or<br>under | 24            | Unlimited             | 0     | 1,000,000 | All                 |
| 300×600                         | Half Page/Filmstrip                | 50k                  | 100k                   | Yes           | Yes                         | Yes, except for filmstrip | Yes                            | Yes                   | 2×         | Auto detect             | 1px    | Yes               | 10.1 or<br>under | 24            | Unlimited             | 0     | 1,000,000 | All                 |
| 300×250                         | Box Ad/Sidekick<br>(SIDEBAR)       | 50k                  | 100k                   | Yes           | Yes                         | Yes, except for sidekick  | Yes                            | Yes                   | 2×         | Auto detect             | 1рх    | Yes               | 10.1 or<br>under | 24            | Unlimited             | 0     | 3,000,000 | All                 |
| 300×600                         | Half Page/Film-<br>strip (SIDEBAR) | 50k                  | 100k                   | Yes           | Yes                         | Yes, except for filmstrip | Yes                            | Yes                   | 2×         | Auto detect             | 1рх    | Yes               | 10.1 or<br>under | 24            | Unlimited             | 0     | 3,000,000 | All                 |
| 300×1050                        | Portrait Ad                        | 50k                  | 100k                   | Yes           | Yes                         | No                        | Yes                            | Yes                   | n/a        | n/a                     | 1px    | Yes               | n/a              | n/a           | Unlimited             | 0     | 1,000,000 | All                 |
| 950×90                          | Slider Ad                          | 50k                  | 100k                   | Yes           | Yes                         | No                        | Yes                            | No                    | n/a        | n/a                     | n/a    | Yes               | n/a              | n/a           | Unlimited             | 0     | 1,000,000 | All                 |
| 640×480,<br>300×250,<br>300×600 | Interstitial/<br>Prestitial        | 100k                 | n/a                    | Yes           | Yes                         | Yes                       | Yes                            | No                    | n/a        | n/a                     | n/a    | Yes               | 10.1 or<br>under | 24            | 30 seconds            | 0     | 1,000,000 | All                 |

#### NOTES:

- Standard turnaround time is three days upon receipt of creative.
- Submitted creative is subject to approval by Haymarket Media, Inc.
- All DFA tags must be submitted as Internal Redirects with the exception of tracking pixels
- Site served SWF must be flash version 10.1 or under and may not contain a hardcoded URL. Information on embedding the click tag within AS2 and AS3 can be found here: http://getclicktag.com/get-clicktag-code/
- All audio must be user initiated ( via click ). Expandables must be "click to expand" or "roll to expand" with a 1sec delay. Any expanding or out of page media must have a clearly visible close button or "X"
- HTML5 creative must be third party served

#### **MOBILE WEB**

| DIMENSIONS            | Friendly/rising star name | FILE SIZE | RICH MEDIA | THIRD PARTY AD SERVED | SITE SERVED<br>STATIC IMAGE | HTML5<br>ACCEPTED | ANIMATION | ACCEPTED VENDORS | FLASH<br>ACCEPTED |
|-----------------------|---------------------------|-----------|------------|-----------------------|-----------------------------|-------------------|-----------|------------------|-------------------|
| 728×90 - Tablet       | Leaderboard               | 30k       | Yes        | Yes                   | Yes                         | Yes               | Unlimited | All              | No                |
| 300×600               | Half Page                 | 30k       | Yes        | Yes                   | Yes                         | Yes               | Unlimited | All              | No                |
| 300×250               | Box Ad                    | 30k       | Yes        | Yes                   | Yes                         | Yes               | Unlimited | All              | No                |
| 300 × 50 - Smartphone | Mobile Leaderboard        | 30k       | Yes        | Yes                   | Yes                         | Yes               | Unlimited | All              | No                |
| 320 × 50 - Smartphone | Mobile Leaderboard        | 30k       | Yes        | Yes                   | Yes                         | Yes               | Unlimited | All              | No                |

# Mobile Banner and Email Specs

#### **MOBILE APPS**

| DIMENSIONS          | Friendly/rising Star Name               | FILE SIZE | RICH MEDIA | THIRD PARTY<br>AD SERVED | SITE SERVED<br>STATIC IMAGE | HTML5<br>ACCEPTED | ANIMATION | ACCEPTED<br>VENDORS | FLASH<br>ACCEPTED | EXPANDABLE    |
|---------------------|---|-----------|------------|--------------------------|-----------------------------|-------------------|-----------|---------------------|-------------------|---------------|
| 728×90 - Tablet     | Full Page Flex, Pull, Slider, Filmstrip | 30k       | Yes        | Yes                      | Yes                         | Yes               | Unlimited | All                 | No                |               |
| 300×50 - Smartphone | Full Page Flex, Pull, Slider, Filmstrip | 30k       | Yes        | Yes                      | Yes                         | Yes               | Unlimited | All                 | No                | 320×480 (max) |
| 320×50 - Smartphone | Mobile Leaderboard                      | 30k       | Yes        | Yes                      | Yes                         | Yes               | Unlimited | All                 | No                |               |

#### NOTES:

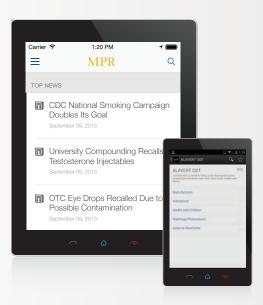
- · Animated gifs are permitted but only the first frame will display in many email clients. Please ensure the first frame has brand name and call to action.
- · For most third party ad servers sending over a noscript standard tag is acceptable.
- DFA and Pointroll users must send over a 1×1 and click tracker.
- · Text ads can have a headline of 100 characters including spaces, plus body copy of 300 characters including spaces.

#### **EMAIL NEWSLETTERS**

| DIMENSIONS | Friendly/rising star name | FILE SIZE | RICH MEDIA | THIRD PARTY AD SERVED | SITE SERVED STATIC<br>IMAGE | HTML5<br>ACCEPTED | ANIMATION | ACCEPTED<br>VENDORS | FLASH<br>ACCEPTED |
|------------|---------------------------|-----------|------------|-----------------------|-----------------------------|-------------------|-----------|---------------------|-------------------|
| 300×250    | Box Ad                    | 40k       | No         | Yes                   | Yes                         | No                | Yes       | All                 | No                |
| 728×90     | Leaderboard               | 40k       | No         | Yes                   | Yes                         | No                | Yes       | All                 | No                |
| Text       | n/a                       | n/a       | No         | Yes                   | n/a                         | n/a               | n/a       | n/a                 | n/a               |

#### NOTES:

- Animated gifs are permitted but only the first frame will display in many email clients. Please ensure the first frame has brand name and call to action.
- · For most third party ad servers sending over a noscript standard tag is acceptable.
- DFA and Pointroll users must send over a  $1\times1$  and click tracker.
- Text ads can have a headline of 100 characters including spaces, plus body copy of 300 characters including spaces.



# Customized Offerings

- MobileConnections
  - Push notification and content posting/asset syndication
- MPRxpress
- BrandConnect +PLUS
  - Asset syndication bundled with a multi-touchpoint marketing plan directed at targeted audiences
- Advisor Channels
  - Delivering key content and perspectives from KOLs to drive deeper engagement with clinical information supporting brand messaging
- Behavioral Triggered Messaging
  - Deliver custom emails to HCPs actively engaged with drug information or content relevant to your product

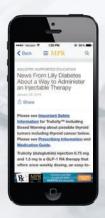


# MobileConnections

 Directly deliver your content to a specific audience of your choice. Sponsored message can contain up to 5 links to additional resources and assets

- Client to provide:
  - Push notification copy (recommended: 110 characters)
  - Subject line for newsfeed (recommended 100 characters; max 350)
  - Sponsored content: No character limit, though it is advised to keep it under 1,000 words. HTML5 enabled and can contain graphics
  - Links: up to 5 links with tracking codes
  - Images: Max width of 664 pixels
     No limit to number of images
- Pricing: \$5,000/month
  - 200,000 push notifications deployments per wave
  - Average 1.2% CTR to content
  - Content resides within our news streams for increased engagement





# **MPRxpress**

# **Digital: Custom E-Blasts**

- Leverage MPR's legacy and reach to effectively deliver your product messaging directly into your target audiences' to build value, ensure that your brand stays top-of-mind, and drive conversion
- Pricing
  - Email
  - Setup fee: \$1,500 per wave
  - List fee: \$0.35/name per wave
    - » Minimum: \$2,000 per wave not inclusive of setup fee







## **Print: Direct Mailers**

- Leverage MPR's legacy and reach to effectively deliver your product messaging directly into your target audiences' to build value, ensure
- Pricing
  - » See account manager
  - » Includes custom envelope



# BrandConnect +PLUS

- Asset syndication of existing, pre-approved content (video or static) through Haymarket's networks and channels
- Multi-touchpoint marketing plan that efficiently connects Haymarket's audiences with client materials
- Can be targeted to profession, specialty or list match
- HCP level data provided (name, profession, specialty, NPI#, address)



Native Ads

# BrandConnect +*PLUS* drives deeper engagements to deliver more than 1.185 million touchpoints Pricing: \$125,000 for 6 month package. **A 50% discount!**

| MARKETING TACTIC (6 MONTH PLAN)   | RATE CARD PRICING         |
|---|---------------------------|
| Setup and hosting fee   | \$5,000                   |
| 25,000 ROS impressions per month driving users to landing page                              | \$13,500                  |
| BrandConnect native ads   | \$33,000                  |
| Weekly newsletter sponsorship   | \$120,000                 |
| 3 MPRxpress e-blasts (assuming 30K target list)   | \$36,000                  |
| Triggered e-mails that deliver client supplied messaging to visitors (assuming 1K visitors) | \$45,000 at \$45 per send |
| HCP-level data on visitors (assuming 1K visitors)   | \$6,000                   |
| TOTAL COST AT RATE CARD:  | \$258,500                 |

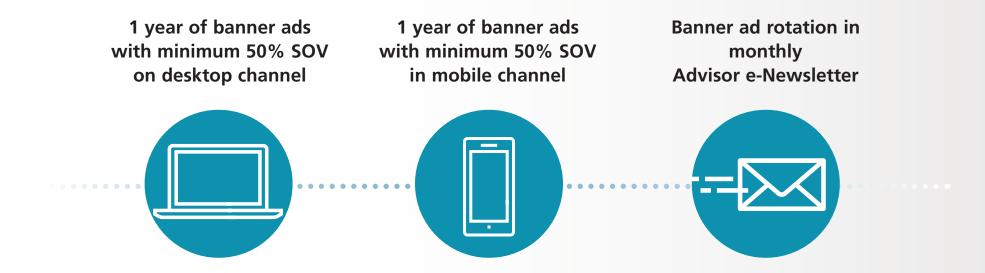
# **Advisor Channels**

- Identify key content channels on MPR that offer an opportunity to provide HCPs with more in-depth clinical information
- Haymarket provides all marketing to the Advisor Channel
- Engage a "channel specific" section editor to provide guidance on content
  - Peer-to-peer, KOL multimedia product
  - Expert Perspectives interviews
  - Clinical Viewpoints interviews
  - Disease specific news, features, treatment charts and drug monographs
- 50% SOV advertising sponsorship
- Ads can be targeted to your list
- HCP-level data provided on all ads



# **Advisor Channels**

Sponsorship provides a cost-effective, targeted, strategic message placement with multiple touchpoints to key targets



- Modest increase over traditional "section sponsorship" on sites, for significantly more impressions, mobile opportunities, digital edition and data
- Pricing: \$200,000



114 West 26th Street, 4th Floor, New York, NY 10001 Tel: (646) 638-6000 Fax: (646) 638-6119 eMPR.com