



ITmedia editorial team will explain the key points of your products/services and email them to our readers first!

Fresh Summary Express

[Guaranteed Page Views Option]

Limited to April-June 2022

(Limited Time Offer) Fresh Summary Express with Guaranteed 1,000 Page Views

Release summary of key points

Product and service introductions in the form of regular news articles, based on press releases and product literature

Number of characters: About 500 Illustration: Up to 1

Editor's perspective

A summary of the key points for the readers will be given with the editorial viewpoints.

Number of characters: About 200

ITmedia NEWS EUJAATT-ORIERREGUIFS-N-J-Y-E-SIEHT フレッシュサマリ 営業生産性をアップする「セールス・イネーブルメント」とは?

働き方改革を推し進める上で、業務効率化と営業力の向上の同時実現は企業 にとって重要課題の1つだろう。だが、具体的にどうすればいいのか分からな

いと頭を悩ます企業も多いのではないか。

いま、「SalesTech」(セールステック)という言葉がクローズアップされ つつある。ITと融合した新しい金融サービスを生み出す「FinTech」などと同 様、テクノロジーを営業力アップにつなげる新しいトレンドがSalesTechだ。

「Handbook」はビジネスシーンで必要なプレゼンテーション資料や提案書、 勉強資料などのコンテンツをクラウド上で管理し、タブレットやスマート フォン、Windows 10搭載PCといったモバイルデバイスで共有・活用できる 管理システムだ。

直感的に操作でき、専門知識がなくても簡単にコンテンツ作成や配信が可能な点も特長。対応するコンテンツは、オフィスソフトやPDFを始め、動画、360度ビュー、VRコンテンツ──など多岐に力たる。

これまで営業先に出向く際にはたくさんの資料やカタログを印刷して持ち運 ばなければいけなかった場合でも、「Handbook」搭載デバイスが1台あれば その頃わりさから解放されるというわけだ。

コンテンツにはフィードバック機能やアンケート機能を設定でき、情報収集 機能も持つ。管理者側は営業担当者のコンテンツ利用状況なども確認できる ため、営業活動を定量的に把握することも可能だ。集積した貴重なデータは セールスツールの最適化などさまざまな用途に生かせるだろう。



ITmedia ビジネスオンライン編集部の「ここがポイント」

営業に口などのテクノロジーを適用し、営業生産性向上を支援する仕組みを 指す「SalesTech」が急速に注目を進めているように、営業部門でのIT活用 の必要性が見直されている。今回ご紹介した「Handbook」は営業コンテン ツの作成から活用、情報収集・分析に至るまで、多方面から営業担当者をサ ボート。これからの時代のニースを捉えたツールの1つといえるでしょう。

サービス詳細、お問い合わせはこちら

[提供:○○株式会社]

Image of the email content

Distributed via HTML email to members of one of the following e-Newsletters

ITmedia NEWS Anchor Desk Magazine Enewsletter Special Edition Number of subscribers: About 19,000

Delivery days: Tuesday and Thursday

or

ITmedia Business Online E-Newsletter Special Edition

Number of subscribers: About 86,000

Delivery date: Weekdays

Also posted in the media website as an archive.



Traffic driving with behavioral history targeting: Guaranteed 1,000 page views

Rate

The regular price is JPY 1,100,000, but the limited time offer is available until the order of May 31, 2022 at a price of JPY 1,000,000 (excluding tax, gross).

Specifications

Provided items

- Production of 1 simple advertorial
 - Product information summary (about 500 characters)
 - Editorial commentary (about 200 characters)
- Distribution of content via HTML e-mail
- · Content posting in production media
- Guaranteed traffic driving to archived pages (1,000 page views)

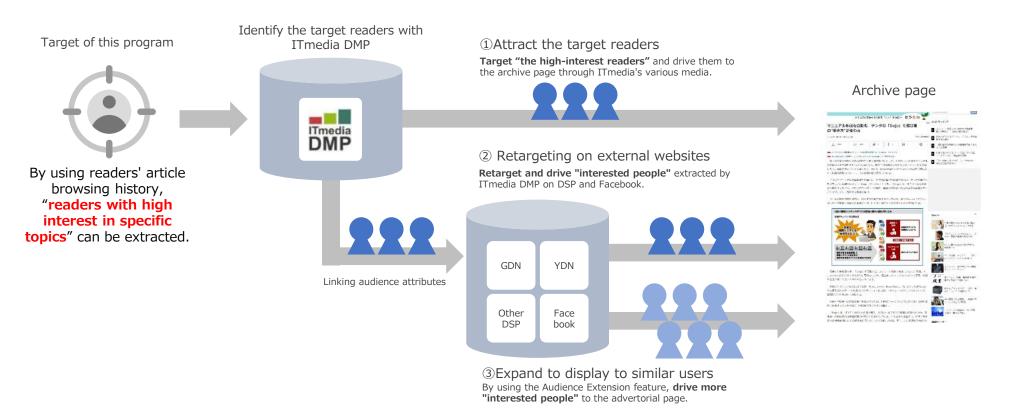
Report

- Number of email sent
- · Email open rate
- Number of clicks of email
- · Email Click Through Rate
- · Archive page viewing report (page views, unique browsers, clicks, etc.)
- This is a simple advertorial program with no interview. Please let us know in advance if there are points you would like to emphasize in product information, etc.
- After receiving the materials, ITmedia will send you HTML to check the contents within about 3 business days. Please note its proofreading is only for "fact-checking".
- Please note that we may not be able to meet your request on the date of delivery due to the status of other companies' transactions. We appreciate your understanding in advance.
- Traffic driving ads will be suspended as soon as the guaranteed page views is achieved, but are guaranteed to remain up for at least one week.



Traffic Driver

Increasing effectiveness of publication by attracting target audience + similar users



- When using DSP/SSP, ITmedia will use our own whitelist to ensure safety.
- Keywords can be freely selected, but ITmedia may ask you to make adjustments if the number of unique browsers in our media groups falls below 100,000.
- This service is a plan with extended audience distribution and external media.
- ITmedia will select the most suitable destination for external media according to the content. (You cannot specify the destination.)
- ITmedia will prepare the materials of traffic drivers. (You cannot confirm or specify the amterials in advance.)

ITmedia NEWS: Call for Entries Theme



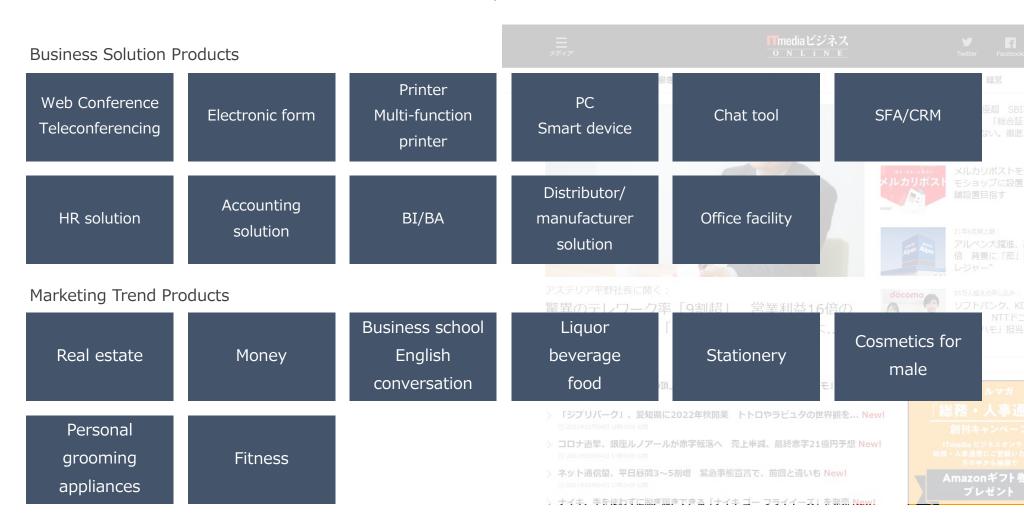
The main themes for the call are products and services related to the following topics and themes that are the focus of the editorial department.



ITmedia Business Online: Call for Entries Theme



The main themes for the call are products and services related to the following topics and themes that are the focus of the editorial department.



Schedule

Order

Materials submission

About 3 business days

Draft submission Proofreading

About 4 business days

Archive page published
Preparation for HTML
email distribution

About 5 business days

HTML email distribution

Please provide the following materials needed for content and HTML email production.

- New product/service information (press releases, brochures, etc.)
- Illustration/photo (1 item)
- · Link URLs and texts (maximum of 3 items. One of them will be placed as a link button)

Please let us know in advance if there are any points you would like to emphasize in the product information. The amount of text for a summary of the main points of the release will be about 500 characters.

ITmedia will send you HTML to proofread the content in about 3 business days after you provide the materials.

The first proof shall be returned the next business day after its submission for **fact-checking only**. (It will take about 3 business days to publish the content, including the return of the proofs, etc.)

The archive page will be published and traffic drivers will be started.

At the same time, ITmedia will create HTML email based on the completed content.

** Readers who do not receive HTML-formatted mail in their mailer settings will see text-formatted mail.

After distribution, ITmedia will provide you a report (including number of deliveries, open rates, clicks, and Click Through Rate).

After the period of traffic driving to the archive page, ITmedia will provide you with a viewing report.

Notes When Using This Program

About content production

- This is a simple advertorial program with no interview. Our editorial staff will summarize key points based on your press releases and product materials.
- Basically, only products/services that are listed on page 3 and 4 will be accepted. In other cases, please contact our sales staff before applying.
- ITmedia may confirm the content in advance, except for announcements of new products and services. Please contact our sales staff for details.
- News information and editorial viewpoints are structured separately. If you would like ITmedia to write an entire news article with an editorial viewpoint, please select standard Advertorial program.
- PR and credit notations will be included in the HTML email and archived page.
- If, after ordering, you wish to make a big change from the agreed-upon content, an additional fee (JPY 30,000) may be incurred.

About HTML e-mail

- ITmedia has confirmed the content visibility with the following mailer.
 - Windows Mail
 - · Outlook 2016 or later
 - Thunderbird
 - · Gmail for Web/iPhone/Android
- The above is not a guarantee of visibility and may be displayed differently depending on the recipient's operating system or mailer environment. Please note that ITmedia cannot compensate for any display problems that may occur.
- Due to system specifications, content specifications are subject to change without notice. We appreciate your understanding in advance.
- The report items are: Number of deliveries/open rates/clicks/Click Thorough Rate.
- Readers who do not receive HTML-formatted e-mail in their mailer settings will receive a text e-mail containing the production contents and related link URLs.

Cancellation Policies

If you want to cancel the purchase order for the advertiser's convenience after receiving the purchase order for the advertised product, you will be charged a cancellation fee at the following rate.

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Advertising Menu			Cancellation Fee	Applicable Products / Services(Please ask us if you can't find the product in the list below.)
Display Advertising / Email Advertising Advertorial (Tie-in Article)			Before the material deadline: 50% After the material deadline: 100%	Display Advertising / Email Advertising
			Before submission of the first draft for proof-reading: 50% of the advertising fee (including production fee, insertion fee and promotion fee) After submission of the first draft for proof-reading: 100% of the advertising fee (including production fee, insertion fee and promotion fee)	Guaranteed Insertion Term Advertorial (Tie- in Article) Guaranteed Page View Advertorial (Tie-in Article)
Lead Generation	Guaranteed Number of Leads	Lead Generation	Before the campaign starts: 50% of the advertising fee (basic fee + lead generation fee) After the campaign starts: 100% of the advertising fee (basic fee + lead generation fee)	LG. Basic / Segment
		Production Option	Before submission of the first draft for proof-reading: 50% of the production fee After submission of the first draft for proof-reading: 100% of the production fee	LG. Segment Option - Advertorial (Tie-in Article) Production LG. Segment Option - White Paper Production
		Other Options	Before the campaign starts: 50% of the advertising fee (option fee) After the campaign starts: 100% of the advertising fee (option fee)	LG. Segment Option - Customized Survey LG. Segment Option - Telemarketing
	Guaranteed Insertion Term	White Paper	Before the campaign starts: 50% of the advertising fee After the campaign starts: 100% of the advertising fee	TechFactory Guaranteed Insertion Term Program
		Advertorial (Tie-in Article)	Before submission of the first draft for proof-reading: 50% of the advertising fee After submission of the first draft for proof-reading: 100% of the advertising fee	TechFactory Guaranteed Insertion Term Program
	Long Term Lead Generation Program (6 months or more)		Up to the spending of half of the amount applied for: 50% of the advertisement fee(basic fee+lead generation fee) After the spending of half of the amount applied for: Unused portions can be cancelled	LeadGen. Segment (6 months or more Lead Generation Program)
Seminar	Collective Seminar		Until 41days before the seminar opening date: 50% of the advertising fee After 40days before the seminar opening date: 100% of the advertising fee	Seminar Hosted by ITmedia / Virtual Expo Sponsoring Plan
Entrusted Seminar			Planning Fee / Operating Fee	Entrusted Seminar
Others	ABM Report		Before the first delivery: 50% of the advertising fee After the first delivery: 100% of the advertising fee	ABM Report
	Customized Booklet / Offprint		Before submission of the first draft for proof-reading: 50% of the advertising fee After submission of the first draft for proof-reading: 100% of the advertising fee	Custom Booklet Offprint
	Video Production		Until 2 days before video shooting date: 50% of the advertising fee After the previous day of video shooting date: 100% of the advertising fee	Video Production
	Customized Research		Before the research starts: 50% of the advertising fee After the research starts: 100% of the advertising fee	Customized Research