

2012 Editorial Calendar

JANUARY—JUNE

JANUARY

FEBRUARY

MARCH

APRIL

MAY

JUNE

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE
▶ CLOSING DATES	11/29/11	1/18/12	2/6/12	2/29/12	3/29/12	4/30/12
▶ MATERIAL DEADLINES	12/23/11	1/26/12	2/13/12	3/6/12	4/5/12	5/7/12
SUPPLEMENTS/ REPORTS	2012 Review & Outlook	Channel Program Update Healthcare Handbook	Products to Watch		Cloud & Mobility Handbook	PCI Handbook
THOUGHT LEADERSHIP SERIES	Retail POS Trends	ISV Partnerships	Digital Signage	PCI & Payment Processing	RFID & Barcode Technology	SaaS
TECH FOCUS	Best of Both Worlds: Selling SaaS and HaaS	Mobility in Retail	Top 10 Digital Touch Point Trends	What Tech to Move to a Virtual Environment	Cloud Computing	Payment Processing
VERTICAL FOCUS	Modern Age Warehouse Management Tools	Cracking the Small Pharmaceutical Market	2012 POS Trends	The New Mobile Workforce: What You Need to Know	Top Hospitality Trends	2012 SMB/ Channel Report
BUSINESS FOCUS	Coverage of VSR's Business Optimization Summit	Best Practices for Securing Credit and Capital	The Benefits of Peer to Peer Partnerships	Fostering Leadership and Exit Strategies	New Business Models to Boost Revenue	ISV Roundtable
TRADE SHOW DISTRIBUTION	<ul style="list-style-type: none"> • Inspire 2012 • NRF 	<ul style="list-style-type: none"> • HIMSS 	<ul style="list-style-type: none"> • GETW • CTIA Wireless 	<ul style="list-style-type: none"> • ETA 	<ul style="list-style-type: none"> • Ingram Micro 	

Editorial Calendar continues on next page >

2012 Editorial Calendar

JULY—DECEMBER

JULY

AUGUST

SEPTEMBER

OCTOBER

NOVEMBER

DECEMBER

	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
▶ CLOSING DATES	5/29/12	6/29/12	7/30/12	8/31/12	9/28/12	10/31/12
▶ MATERIAL DEADLINES	6/5/12	7/9/12	8/6/12	9/7/12	10/5/12	11/7/12
SUPPLEMENTS/ REPORTS	Channel Program Update Industry Associations Report	Distributor's Handbook	ISV Handbook Digital Touch Point Study	Products to Watch	Printer Handbook	2013 Buyer's Guide
THOUGHT LEADERSHIP SERIES	Hospitality POS Trends	Cloud Services	Warehouse Management Solutions	Healthcare Trends	Tablets & Mobility Solutions	Network Security
TECH FOCUS	New Tools for Field Service	How to Sell Virtualization	Near Field Communication	The Wireless Campus	New Customer Relationship Management Tools	Retail VAR Forecas
VERTICAL FOCUS	The Retail Store of the Future (Digital Displays, Kiosks, etc)	How to Move Your POS to the Cloud	Securing the Public Sector: The War Against Hackers	Healthcare: How to Implement an EMR Solution	The Connected Retailer	Networking Trends
BUSINESS FOCUS	How to Make Channel Programs Work for You	2012 Innovative Solutions Awards	Marketing and Branding Strategies	Cash Flow Management	Business Analytics	End-User Study
TRADE SHOW DISTRIBUTION	• RSPA	• CompTIA • VARTECH	• ScanSource		• CETW • BOS	