



Content Syndication Price Quote Request Form

To provide you with a cost per lead (CPL) price quote to satisfy your content syndication needs, please complete this form, <u>save it under a new file name</u>, and email it to <u>info@cyber-edge.com</u>. (One form per price quote request.) A CyberEdge representative will respond to your request within 1-2 business days.

Contact Information

Name: Company Name: Job Title: Email Address: Phone Number:

Lead Type

Select the type of content syndication campaign associated with your price quote request:

| Standard Lead Generation | Leads of individuals who register to download your content asset based on your firmographic and demographic filters |
|------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|
| Account-based Lead Generation | Leads from companies you specify (minimum of 500) in support of your company's account-based marketing (ABM) initiative |
| Purchase intent-based Lead Generation | Leads from companies with demonstrated purchase intent using purchase intent intelligence from Aberdeen or Bombora |
| Marketing-qualified Lead Generation | Two-touch campaign where we'll promote your second content asset to those who downloaded your first content asset |
| Sales-ready Lead Generation | An English-speaking telemarketer will call each person who downloads your content to uncover potential sales opportunities |

General Requirements

- 1. What is the name and description of the content asset that you wish to promote?
- 2. How many total leads are you requesting?
- 3. Over the course of how many months would you like to receive your leads?
- 4. At what frequency would you prefer to receive your leads?

Weekly Bi-Weekly Monthly Upon completion





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Countries & Regions

5. **Countries & Regions.** List one or more countries and/or geographic regions. If you list more than one country or region, specify the quantity of leads you are requesting from each.

Demographic Filters

6. IT Job Roles. Select one or more.

| IT Security All IT security job roles Application security | IT Networking All IT networking job roles Cloud networking |
|------------------------------------------------------------------|------------------------------------------------------------------|
| Business continuity Cloud security | Network administrator Network analyst |
| Compliance | Network architect |
| Digital forensics | Network design |
| Incident response | Network engineer |
| Network security | Network hardware |
| Privacy | Network infrastructure |
| Risk management | Network management |
| Security administrator | Network operations |
| Security analyst | Network operations center |
| Security architect | Network performance |
| Security engineer | Network services |
| Security intelligence | Network support |
| Security management | SD-WAN |
| Security operations | Telecommunications |
| Threat/vulnerability analyst | Wide area network/WAN |

7. [Optional] Job Seniority. Select one or more. (Additional cost.)

| C-Level (CIO, CSO, CISO) | |
|--------------------------|--|
| Executive/Senior VP | |
| VP | |

Senior Director Director Senior Manager

- 8. [Optional] Industries. Select one or more. (Additional cost.)
 - Advertising/Marketing Aerospace/Aviation Agriculture Biotech/Pharmaceuticals Computers/Technology Construction Education Entertainment
- Finance Government: U.S. DoD Government: U.S. Fed. Government: State/Local Healthcare/Medical Insurance Legal Manufacturing
- Supervisor Individual Contributor

Manager

Other

All IT job roles App/software dev. Cloud/SaaS operations Database administrator Datacenter mgmt. Data processing/EDP Desktop support Help desk/IT support IT administrator

IT analyst IT architect IT engineer IT management IT operations Systems architect Systems management Systems operations Web developer/admin

Media Real Estate Retail/Consumer Goods Telecommunications Transportation/Logistics Travel/Hospitality Utility/Energy Other (please describe)



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Firmographic Filters

IMPORTANT: You cannot select both Employee Count and Annual Revenue filters. Skip step 9 if requesting account-based marketing (ABM) leads as the client provides a list of target companies.

9. [Optional] Employee Count. Select one or more. (Additional cost.)

| < 100 | 1,000 - 2,499 | 10,000 -19,999 |
|-----------|---------------|-----------------|
| 100 - 499 | 2,500 - 4,999 | 20,000 - 49,999 |
| 500 - 999 | 5,000 - 9,999 | 50,000+ |

<**O**R>

[Optional] Annual Revenue. Select one or more. (Additional cost.)

| < \$500K | \$10M - \$24.9M | \$500M - \$999.9M |
|----------------|-------------------|-------------------|
| \$500K- \$999K | \$25M - \$49.9M | \$1B - \$4.9B |
| \$1M - \$4.9M | \$50M - \$99.9M | > \$5 Billion |
| \$5M - \$9.9M | \$100M - \$499.9M | |

Registration Form

A required (unchecked) checkbox will appear at the bottom of the registration form on the content asset's website landing page. A statement will reference your company's opt-in / privacy policy. The following mandatory registration form fields cannot be changed.

- First Name
- Last Name
- Company Name

- Job Title
- Email address
- Phone
- 10. **[Optional] Custom Questions.** How many custom questions, if any, would you like to add to the content asset's registration form? (Custom questions may contribute to registration form abandonment. Additional cost per custom question. Custom questions cannot be used as filters.)

Comments

Please enter any questions and/or comments associated with your price quote request.

Thank you for completing this price quote request form. After completing this form, please <u>save the file</u> <u>with a new file name</u> and email it to <u>info@cyber-edge.com</u> or to your CyberEdge sales representative. CyberEdge will respond to your price quote request within 1-2 business days.