

ENERGIE TECHNIK

Solutions for a Smarter World





TECHNIK SUMMIT **Smart Home & Metering**

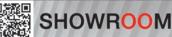
MEDIA GUIDE





sps ipc drives









»Potenzielle Innovationen verstecken sich in der Wertschöpfungskette«

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TECHNIK

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/ Das Update für Smart

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Ein neuer Gesetzentworf zu Smart Meten wird in den nachsten Wachen vorgreigt. Was dieser für

Parateller, Systementegrationen, Massestalbestockerber und Dienstleister bestecht, erlateen Sie in Fachkonnigen auf dem S. Fanngle & Technik Smiart Home & Memeling Sammit, 40 Papa consistation

broger De an over Tages and der recester Stand in Section Smart Home und Smart Hoteleing, lot words mich house. Se in Winches am 20, Ung 29, Citable 27'S begeinfan zu dieten.

Home & Metering 2015

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Acres de la little de la

BOST BOOK L.







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Trends





energie-und-technik.de is the medium for energy efficiency and intelligent energy supply. A wide range of interconnected topics covers up-to-date and forward-looking news from different perspectives

energie-und-technik.de reports about new concepts and business models around energy production and distribution and efficient usage of energy. energie-und-technik.de offers its users advice about techniques, devices, components and IT systems.

Topics include power plants for energy supply (central/ peripheral), transport and distribution networks, renewable energies, smart grid, smart metering, smart buildings, smart home and energy storage. A main focus is on electrical systems, that are often the key to energy efficiency.

The **target group** of energie-und-technik.de includes the technical and commercial management, designers and board of management as well as purchasers and managers responsable for energy.

energie-und-technik.de is IVW online audited. In addition, the energie-und-technik.de newsletter addresses about 30,000 recipients (as per September 2015). It is the ideal communication platform for advertisers.

Status: Webseite für die Energieeffizienz

Web address (URL): www.energie-und-technik.de

Audit: IVW-Online

Host: WEKA FACHMEDIEN GmbH

Address: Richard-Reitzner-Allee 2, 85540 Haar, Germany

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New Categories:

Smart Power

power supply, batteries, energy harvesting, fuel cells

Smart Components

semiconductors, electromechanics, passiv components

Smart Energy

lighting, smart building/ smart home, smart meter, smart grid, smart mobility

Smart Automation/IoT

measurement & sensor technology, automation, Internet of things & industry 4.0, smart production, energy management

Smart Generation

solar, wind, renewable energies

Smart Utilities

energy supply, energy production, energy distribution

Smart Career

The showroom of energie-und-technik.de (also in English!):

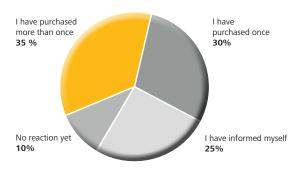


www.energie-und-technik.de/media/showroom

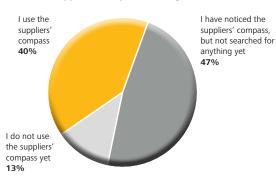




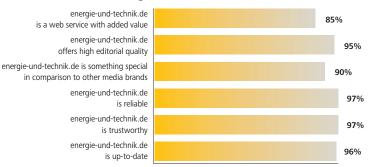
reactions to ads at energie-und-technik.de during the last 12 months



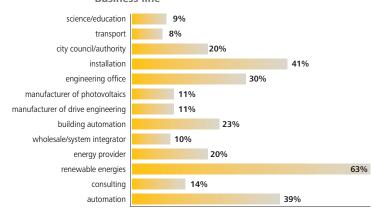
Use of the suppliers' compass of energie-und-technik.de



assessment energie-und-technik.de



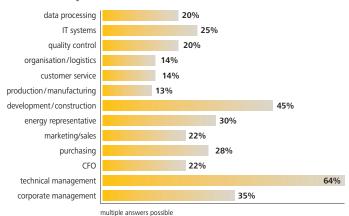
Business line



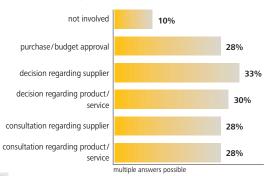




Field of activity

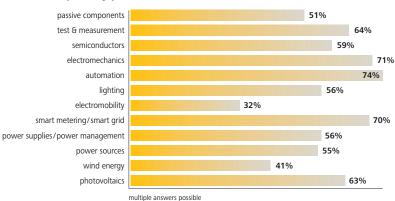


Influence in planned investments

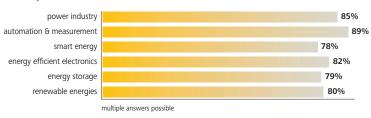


Planned investments

Sure/possibly planned investments in the next 12 months

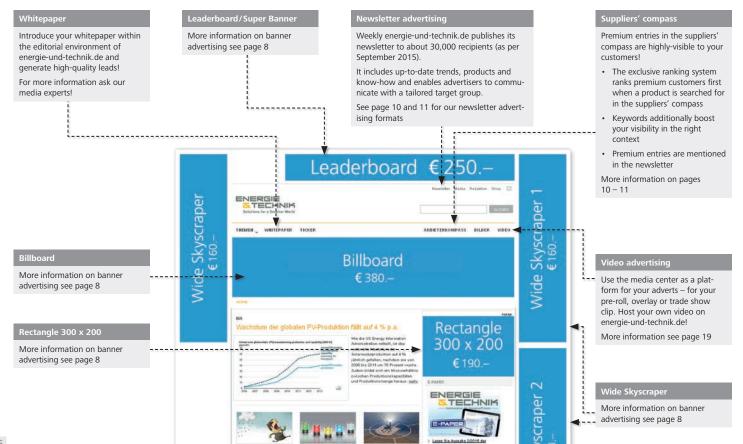


topics readers are interested in









Energie Glechnik als E-Paper

Zur Ausgabe 19016

4 FURRORE TECHNIN STAART MOORE &



Medium Rectangle

More information on banner advertising see page 8

Image gallery advertising

On request





Banner advertising



Leaderboard/Super Banner € 250.-/1,000 ad impressions (728 x 90 pixel, max. 100 KB)

Wide Skyscraper 1

1. Position € 160.-/1,000 ad impressions (160 x 600 pixel, max. 100 KB)

Wide Skyscraper 2

2. Position € 90.-/1,000 ad impressions (160 x 600 pixel, max. 100 KB)

Floating Wide Skyscraper

€ 270.-/1,000 ad impressions (160 x 600 pixel, max. 100 KB)

Billboard

€ 380.-/1,000 ad impressions (960 x 250 pixel, max. 100 KB)



Full Banner

€ 125.-/1,000 ad impressions (468 x 60 pixel, max. 100 KB)

Rectangle 300 x 200

€ 190.-/1,000 ad impressions (300 x 200 pixel, max. 100 KB),

1st or 2nd position at random

Page Peel

€ 210.-/1,000 ad impressions

(100 x 100 pixel oder 500 x 500 Pixel, max. 100 KB),

data format: only JPEG

Tape Ad

€ 160.-/1,000 ad impressions (958 x 30 pixel, max. 100 KB)

data formats: GIF, JPEG, PNG, HTML



Wallpaper

€ 370.-/1,000 ad impressions Leaderboard (728 x 90 pixel)

+ Wide Skyscraper (160 x 600 pixel, max. 100 KB)

Medium Rectangle/Boombox

€ 380.-/1,000 ad impressions (300 x 250 pixel, max. 100 KB)

Ad Words

Ad Words: € 50.-/1,000 ad impressions Ad Words + logo: € 65.-/1,000 ad impressions

Header + 2 lines

max 25 characters per line incl. space characters logo 100 x 53 pixel

All types of ads are also available expanded! Banners open per click or mouseover. Choose between:

20% mark-up for expanding banners per click 50% mark-up for expanding banners per mouseover





Sponsoring of a category

Combine one and more advertising spaces simultaneously and show constant presence on energie-und-technik.de!



Fireplace

Wide Skyscraper left + Wide Skyscraper right + top 960 x 90 pixel + incl. Billboard: € 650.-/1,000 ad impressions

Gold I

Leaderboard + Wide Skyscraper + Rectangle 300 x 200

€ 450.-/1,000 ad impressions

Gold II

Leaderboard + Wide Skyscraper + Medium Rectangle € 560.-/1,000 ad impressions

Silber I

Wide Skyscraper left + Wide Skyscraper right + Tape Ad

€ 360.-/1,000 ad impressions

Silber II

Rectangle 300 x 200 + Medium Rectangle

€ 430.-/1.000 ad impressions

data formats: GIF, JPEG, PNG, HTML

Mobile advertising

NEW! From mid-year 2016

10% of the energie-und-technik.de users access the website via their mobile devices

(source: Google Analytics, September 2015)

Use mobile ads to target them on their own smartphones!



Mobile Banner 320 x 50 € 125.-/1,000 ad impressions (320 x 50 pixel, max. 100 KB)



Mobile Banner 320 x 80 € 160.-/1,000 ad impressions (320 x 80 pixel, max. 100 KB)

Scale of discount

Gross annual revenue concerning all ad types

From 150,000 Euro

Discount From 2.000 Euro 3% 5.000 Euro 8% From From 10.000 Euro 10% From 25,000 Euro 15% 50,000 Euro 18% From From 75.000 Euro 20% From 100,000 Euro 22%

25%



Mobile Banner 320 x 100 € 250.-/1,000 ad impressions (320 x 100 pixel, max. 100 KB)



Docking Footer € 410.-/1,000 ad impressions (file dimension dependent on screen dimension, max. 100 KB)





Newsletter advertising formats

Weekly energie-und-technik.de publishes its newsletter to about 30,000 recipients (as per September 2015).

It includes up-to-date trends. products and know-how and enables advertisers to communicate with a tailored target group.

Premium placement

Special placement for text ad, wide skyscraper or rectangle below or next to the editorial in the first place

€ 2.890.-

Leaderboard € 2,890,-



/ Das Update für Smart Home & Metering 2015



Lieber Leser,

Die Anwenderbasis Cloud-basierter Smart Home-Systeme soll von 5,9 Millionen (2013) auf 44,6 Million (2018) wachsen, so das Marktforschungsinstitut ihs. Teil der Systeme sind PV-Anlagen, die Eigenstrom erzeugen und Batteriespeicher, die sogar netzdienliches Lastmanagement leisten. Dazu braucht man intelligente Messsysteme, die laut einem der dpa zugespielten Referentenpapier aus dem Bundeswirtschaftsministerium aber nur 100 Euro bei Privathaushalten und 200 Euro bei Unternehmen kosten sollen. Dafür sind die Geräte nicht herzustellen.

Ein neuer Gesetzentwurf zu Smart Metern wird in den nächsten Wochen vorgelegt. Was dieser für Hersteller, Systemintegratoren, Messstellenbetreiber und Dienstleister bedeutet, erfahren Sie in Fachvorträgen auf dem 5. Energie&Technik Smart Home & Metering Summit 40 Experienvorträge bringen Sie an zwei Tagen auf den neuesten Stand in Sachen Smart Home und Smart Metering. Ich würde mich freuen. Sie in München am 28. Und 29. Oktober 2015 begrüßen zu dürfen.

Premium placement € 2,890.-

Ihr Hagen Lang

Multiple Häuser mit smarter Hausautomatisierung

»Der Markt für Flexibilität wird mittelfristig wachsen«

Sinn, z.B. in Verbindung mit Lastmanagement und variablen Stromterifen, mehr...

Aktives Lastmanagement mit Smart Metern

Ausgabe: 17:09:2015 | 12:40

Speicherpreise sollen kunftig pro Jahr um 10-20 Prozent fallen

Stellenangebote Rund um die Energietechnik



Gesichter der Energiseffizienz



Rectangle 230 x 200 € 1,890,-

Leaderboard/Super Banner

Ad Words Premium

Header + 2 text lines

Premium placement

25 characters max, per line

Logo: 67 x 62 px, max, 60 KB

Data format: GIF, JPEG, PNG*

+ Logo + URL

incl. spaces

(728 x 90 pixel, max, 60 KB). Data format: PNG, GIF, JPEG, HTML*

€ 2,890.-

€ 890.-

Ad Words €890.

Energieeinsparverordnung: Erheblich strengere Baustandards

Energieeffizienzlahel Heizungsanlagen kemmt

Hochtemperatur Supraleitungs-Rekord

Energiewende: Strom verheizen macht Sinn

Sofaretrom

powered by StepStone

Rectangle 230 x 200

(230 x 200 pixel, max. 60 KB), Data format: PNG, GIF, JPEG, HTML*

€ 1.890.-

RWE SmartHome

Energiewendestrategien

Altheilmittel sind mehr

RWE SmartHome ausgestattet. mehr.

enviaM Energiemanager koordiniert PV-Produktion und Eigenstromverbrauch Die aus einer Kooperation von Krwigrid und Solarwatt entstandene technische Energiemanagementlösung ist jetzt als enviaM Energiemanager verfügbar. Er überwacht die Produktion der PV-Anlage, koordiniert sie mit dem häuslichen Stromverbrauch, prognostiziert künftige Stromerträge und erlaubt von überall Zugriff auf die ... mehr.

Smart Meter-Träume wachsen nicht in den Himmel, so meint Eberhard Holstein, Geschäftsführer der Grundgrün Energie GmbH. Bei einer Minderheit von Prosumern und graßen Stromverbrauchem können Sie jedoch Kosten sparen und machen

EEBus-Gateway öffnet Smart Home dem Energiemanagement Diehl Controls hat sein EEBus-Gateway vorgestellt, das als zentrale Steuereinheit die Konnektivität

RWE Effizienz unterstützt die Gemeinde Ummendorf in Sachsen-Anhalt bei der Einrichtung eines Multiplen Hauses. Dort wird das ehemalige Pfarrhaus umgebaut und mit Geräten der Haussteuerung

Im Interview erklärt Dr. Matthias Bechtolsheim, Partner in der Energy & Utilities Practice bei Arthur D. Little, warum bei einem Überangebot von Strom dessen Verkauf die beste Lösung ist, die Flexibilisierung von Lasten und »Power-to-Heat« künftig Schlüsselthemen und Stromspeicher kein













(max. 3 text ads per newsletter) max. 1 link per text ad

Corporate logo (150 x 50 pixel) and product picture (150 x 150 pixel)

Data size: max. 60 KB Data format: GIF, JPEG, PNG*

Alternative delivery of a banner in the dimensions 708 x 250 pixel

€ 2,490.-

Billboard

728 x 90 pixel, max. 60 KB), Data format: PNG, GIF, JPEG, HTML* € 2,490.-

Text ad 3rd position

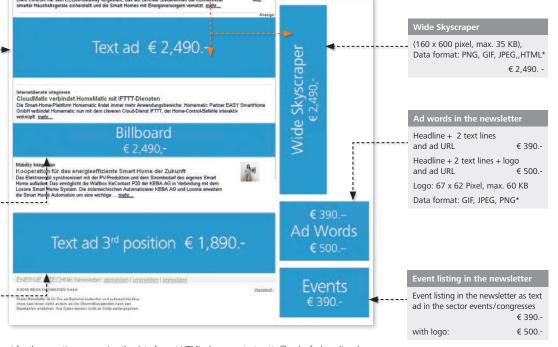
(max. 1 link per text ad) max. 500 characters

Corporate logo (150 x 50 pixel) and product picture (150 x 150 pixel)

Data size: max. 60 KB Data format: PNG, GIF, JPEG*

€ 1,890.-





* for the reporting concerning the data format HTML please contact potte@weka-fachmedien.de

The editorial staff reserves the right to edit the articles in corporation with the customer.

Technical details on energie-und-technik.de/media/showroom (in English)







date	topic	trade fairs
JANUARY		
Jan 12, 2016	test & measurement	
Jan 19, 2016	smart components	
Jan 26, 2016	Internet of things & industry 4.0	
FEBRUARY	(
Feb 2, 2016	special newsletter e-world	
Feb 9, 2016	special newsletter embedded world	
Feb 16, 2016	smart metering	E-world energy & water Feb 16 - Feb 18, 2016
Feb 23, 2016	smart power	embedded world Feb 23 - Feb 25, 2016
MARCH		
Mar 1, 2016	special newsletter Light & Building	
Mar 8, 2016	special newsletter New Energy Husum	
Mar 15, 2016	special newsletter eltefa	Light & Building Mar 13 - Mar 18, 2016
Mar 22, 2016	Internet of things & industry 4.0	New Energy Husum Mar 17 - Mar 20, 2016
Mar 29, 2016	smart building/smart home	eltefa Mar 29 - Mar 31, 2016

date	topic	trade fairs
APRIL		
Apr 5, 2016	smart utilities – energy supply and distribution	
Apr 12, 2016	smart automation	
Apr 19, 2016	smart components	
Apr 26, 2016	special newsletter SENSOR & TEST	
Apr 28, 2016	special newsletter PCIM	Hanover Messe Apr 25 - Apr 29, 2016
MAY		
, ,	energy management	SENSOR + TEST May 10 - May 12, 2016
May 10, 2016	special newsletter review Hanover Messe	pcim May 10 - May 12, 2016
May 17, 2016	smart power	
May 24, 2016	smart grid	
May 31, 2016	battery & energy storage	
JUNE		
Jun 7, 2016	energy efficient computing center	
Jun 9, 2016	special newsletter Intersolar	
Jun 14, 2016	special newsletter Smart Home & Metering Summit	
Jun 21, 2016	Internet of things & industry 4.0	Intersolar Jun 22 - Jun 24, 2016
Jun 30, 2016	smart automation	6. Energie&Technik Smart Home & Metering Summit Jun 28 - Jun 29, 2016





date	topic	trade fairs
JULY		
Jul 5, 2016	smart components	
Jul 12, 2016	smart power	
Jul 19, 2016	smart city	
Jul 26, 2016	overvoltage protection	
AUGUST		
Aug 5, 2016	Internet of things security	
Aug 12, 2016	smart generation – production of renewable energies	
Aug 19, 2016	Internet of things & industry 4.0	
Aug 26, 2016	lighting	
SEPTEMBI	ER	
Sep 6, 2016	smart metering	
Sep 13, 2016	smart utlities – power supply and distribution	
Sep 20, 2016	smart automation	
Sep 27, 2016	smart power	
Sep 29, 2016	special newsletter Industry 4.0 Summit & Security Symposium	

date	topic	trade fairs
OCTOBER		
Oct 4, 2016	smart grid	
Oct 11, 2016	Internet of things & Industry 4.0	
Oct 13, 2016	special newsletter Utility Week	M&T Industry 4.0 Summit & Security Symposium Oct 18 - Oct 19, 2016
Oct 18, 2016	test & measurement	
Oct 25, 2016	special newsletter electronica	
NOVEMBE	R	
Nov 3, 2016	smart energy – IT for the power industry	
Nov 8, 2016	special newsletter SPS IPC Drives	electronica Nov 8 - Nov 11, 2016
Nov 15, 2016	smart mobility	
Nov 22, 2016	smart power	SPS IPC Drives Nov 22 - Nov 24, 2016
Nov 29, 2016	smart components	
DECEMBE	R	
Dec 1, 2016	smart building/smart home	
Dec 6, 2016	smart automation	
Dec 13, 2016	safety & security	
Dec 15, 2016	smart generation – renewable energy production	





Suppliers' compass

More than 10,000 companies are listed in the suppliers' index of www.energie-und-technik.de. It offers various possibilities to present your company: from a complete company portrait including images and videos to company events and trade shows.

Advantages for premium suppliers:

- each editorial article containing your company name features a box with all other articles about your company
- each editorial article containing a booked keyword features a box with your company logo.
- your company news within the editorial contents will also be shown in the premium entry
- editorial mentioning of the premium entry on the website and in the newsletter
- the exclusive ranking system displays premium customers first when a product is searched for
- high visibility of the premium entry when a product is searched for in the suppliers' compass: your logo is displayed as well
- add events, pirctures, videos or whitepapers to your premium entry

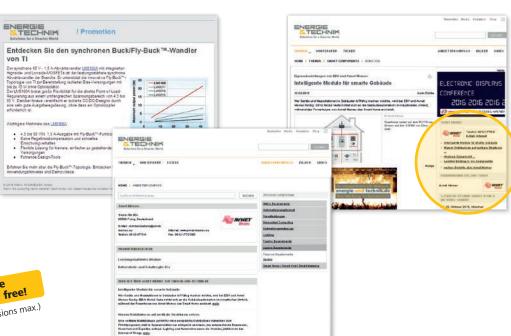
Rate: € 1,990.-/12 months (no discounts)



That's where customers find their perfect supplier!

Book your premium entry in the suppliers' compass of energie-und-technik.de now!

www.energie-und-technik.de/anbieterkompass/







Keyword booking (context sensitive advertising) (only in combination with a premium listing)



for example lighting, smart meter, Internet of things, etc.) Every article that includes the booked keyword features your logo together with a link to your premium listing.

Rate: € 990.-/year and keyword (no discounts)

36,000 impressions max. per booking period (12 months max.)

Market overviews

energie-und-technik.de																										8				î
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Benefit from the new interactive market overviews at energie-und-technik.de with extensive search and select functions.

Your premium listing includes

- logo (data format JPEG or PNG)
- display of your entry in colour

Rate: € 200.-/market overview (no discounts)





Customized Newsletter

Benefit from the high quality newsletter database of energie-und-technik.de.

The customized newsletter will be sent out to recipients as defined

Specifications:

includes 1 image + 1 report + 1 logo

text: 1,500 characters max (incl. spaces)

image width: 270 pixel; image height: 200 pixel

subject: 150 characters max. (incl. spaces)

max. 5 links

sender: elektroniknet.de and advertiser

1 Customized Newsletter per company a week.

Due dates on request

Prices:

subgroup (per product interest):

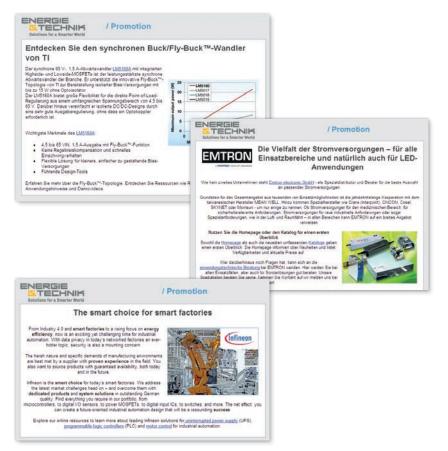
basic rate: **€ 1,490.**-

(no discounts)

plus per thousand recipients: € 270.-

(no discounts)

Subject to alterations







Request without obligation for a Customized Newsletter

Select the recipients of your Customized Newsletter per product interest and get a bespoke offer from our media experts – without obligation!

smart power (all)	smart automation/Internet of things (all
opower supply	measurement & sensor technology
obatteries	automation
energy harvesting	☐ Internet of things & industry 4.0
fuel cells	smart production
others	energy management
smart components (all)	others
semiconductors	smart generation (all)
electromechanics	osolar
passive components	wind
others	renewable energies
smart energy (all)	others
lighting	smart utilities (all)
smart building/smart home	energy supply
smart meter	energy production
smart grid	energy distribution
smart mobility	others
others	smart career

Fax: +49 89 25556-1651/ -1670

Name			
Company			
Address			
Adress			
E-mail			





Webinar

Transfer your specific know-how to your customers and actively involve them in a live event. Your audience can ask questions via chat. Emphasize the advantages of your company's products and competence in a dynamic and interactive presentation.

Service:

- advance notice of the webinar in 2 newsletters and in one category for one month
- a customized newsletter to energie-und-technik.de users
- registration of users
- technical realization of the webinar and guidance to speaker
- · one live broadcast incl. moderation
- archived webinar is available for registered users as an on-demand webcast for download

Rate: € 3,990.-(no discounts)

Readers' board

Gain the attention of your customers and place your adverts directly on energie-und-technik.de.

The readers'board is integrated into the infobox. Its placement next to the editorial content guarantees high awareness.

Through a mouse-over effect, your customer sees a pop-up with your information which links directly to your own website or defined URL.

Also use the readers' board for your crossmedia campaign! For instance, place your print ad without additional effort online.

€ 1,900.- per month

(no discounts)

Expert panel: question of the week

Exclusive market research tool with analysis of the survey.

Placement in the infobox

1 week in a category of your choice (1 question, 5 multiple choice answers max), sponsor visible (powered by...)

Announcement in the newsletter

€ 990,-/week (no discounts)

Market research

Pop-up with 5 questions and a competition

Placement in a category of your choice, for 7 days hosting and leads from WEKA

€ 1.700,-/week







Video, trade fair clip, image gallery advertising

The media center of energie-und-technik.de is the perfect advertising platform!

Pre-Roll

Your clip will be played before the video starts

Length max. 10 seconds

Price: € 890.- per category and month

Production of a clip (static images/logo + spoken text)

Price: € 490.- (no discounts)

Overlay

A static banner will be added in a playing video

Size: 468 x 60 pixels **Price: € 1,100.-**

per category and month

Present your video in the media centre!

- · your video in the video channel of energie-und-technik.de
- · annoncement in a newsletter

Price: € 1,750.-(no discounts)

Trade fair clip

Introduce your company in a short professional clip in web quality!

- · embedded world
- SMT/Hybrid/Packaging
- PCIM Europe
- Sensor+Test
- Automatica
- Intersolar
- electronica
- SPS IPC Drives
- · More trade fairs on request

Image galleries

Price on request

Services:

- Length: ca. 2 minutes
- · Production on your booth
- Post production
- Placement of the clip in the media center of elektroniknet.de
- · Full right of utilisation by advertiser

Price: € 1,200.-(no discounts)

More special advertising forms on request and in the showroom at www.energie-und-technik.de/media/showroom



Delivery address for advertising material: werbemittel@weka-fachmedien.de

Terms of payment:

Bankverbindung: HypoVereinsbank München, Account No. 35 704 981, Bank code: 700 201 70

IBAN: DE37 7002 0270 0035 7049 81 SWIFT (BIC): HYVEDEMMXXX

VAT No.: DE 811 190 616

2 % discount for advance payment within 8 days after date of invoice or net payment within 21 days of invoicing







ENERGIE&TECHNIK reports in each issue about the current market situation of modern energy technology, highlighting technical and economical trends in energy efficiency.

ENERGIE&TECHNIK is published 4 times a year as a bound insert in Markt&Technik

Advertising:

Martina Niekrawietz, International Account, mniekrawietz@weka-fachmedien.de

Digital data transfer:

Julia Hecker, jhecker@weka-fachmedien.de

	publishing date	ad closing date
1	March 11, 2016	February 26, 2016
2	June 17, 2016	June 3, 2016
3	September 9, 2016	August 26, 2016
4	November 28, 2016	November 4, 2016





Format		b/w	2c	3c	4c
1/1 page		6,700	8,050	8,720	9,370
2/3 page hori: 2/3 page verti		4,560	5,480	5,940	6,390
A5 (junior page)		3,910	4,720	5,090	5,480
1/2 page hori: 1/2 page verti		3,460	4,150	4,490	4,840
1/3 page hori: 1/3 page verti		2,340	2,820	3,070	3,290
1/4 page 1/4 page hori: 1/4 page verti		1,790	2,140	2,320	2,500
1/6 page hori: 1/6 page verti		1,200	1,450	1,580	1,690
1/8 page 1/8 page horizontal 1/8 page vertical		930	1,100	1,190	1,300
1/16 page ho	rizontal	480	570	620	670
Cover page					7,500
per mm (1-co	lumn)	7.00	8.40	9.10	9.80
case study	1/1 page		non disco	ountable	2,900
	2/1 pages		non disco	ountable	4,800
company portrait	1/4 page				980
	1/2 page				1,800
	1/1 page				2,900
	2/1 pages				4,800

more formats on request

General Terms and Conditions for Advertisements and Advertising of WEKA FACHMEDIEN GmbH (August 2015)

- 1. An "order" in the sense of the general terms and conditions that follow is a contract relating to the publication of one or more advertisements of a contract relating to the publication of one or more advertisements of a contract relating to the publication of one or more advertisements of a contract relating to the publication of one or more advertisements of a contract relating to the publication of one or more advertisements of a contract relating to the publication of one or more advertisements of a contract relating to the publication of one or more advertisements of a contract relating to the publication of one or more advertisements of a contract relating to the publication of one or more advertisements of a contract relating to the publication of one or more advertisements of a contract relating to the publication of one or more advertisements of a contract relating to the publication of one or more advertisements of a contract relating to the publication of the publication o an advertiser or other advertising space buyer in the magazines of the publisher for the purpose of distribution, and to the placement of online advertising on the web sites of the publisher. These terms and conditions will also apply to an order for third-party inserts in the magazines brought out by the publisher. Online advertising will cover banners, pop-ups, special interest and keyword placements.
- 2. Differing, conflicting or supplemental general terms and conditions of advertising clients will not be recognized as an integral part of the contract. that is unless the publisher expressly agrees to them.
- The publisher may alter these terms and conditions at any time. They will inform their clients in good time of any alteration, at the latest one month in advance. The publisher is authorized in particular in the event of the inoperativeness of a term or condition, to add to or replace the latter with effect for existing contracts, and upon the alteration of a legal provision or supreme court decision if said alteration affects one or more terms and conditions of the contractual relationship, to adapt the affected terms and conditions to suit the purpose of the altered legal situation.
- 4. The order will be concluded with the acceptance of the client's order by the publisher. Such acceptance may be in writing or by e-mail. 5. Should an advertising agency commission advertising orders on behalf of third parties, the contract will be concluded strictly with the advertising agency and not with its ordering party. If the ordering party of the advertising agency is to be the contractual partner, it will be named by the advertising agency as the ordering party and the issue of an order to the advertising agency verified in writing.
- Advertising brokers and advertising agencies are duty bound to abide by the price list of the publisher in their proposals, contracts and billing with advertising parties. The commission granted by the publisher may not be passed on to the client, either wholly or in part.
- The client is not entitled to the inclusion of advertisements in certain numbers, certain editions or at certain places of magazines. The publisher is free to insert an advertisement at a suitable spot, that is unless insertion was agreed for a certain number, in a certain edition or for a certain place of the particular magazine. The requirement for this is punctual availability of the ready to print copy. If the order cannot be performed in the particular number, the particular edition or at the particular place of the magazine, the publisher is authorized to insert in another number at a suitable spot. Categorized ads will be printed in the particular column without the need for an express agreement.
- Placement of online advertising will be made as reasonably seen fit with the greatest possible consideration of the client's interests. The client is not entitled to placement of online advertising at a certain position of the particular web site. The publisher reserves the right to change the date of appearance of online advertising for technical or other comprehensible reasons.
- The client may cancel orders for online advertising after conclusion of the contract. Cancellation must be in writing. The publisher will terminate insertion of the online advertising immediately after receipt of the cancellation.
- 10. Cancellation fee online: Cancellation until two weeks before the commencement of insertion is free of cost. In the event of cancellation within a shorter term the publisher is entitled to bill the following costs:
 - 30% of the net value of the order for cancellation less than two weeks before the commencement of insertion;
 - 50% of the net value of the order for cancellation within one week of the commencement of insertion;
 - for cancellation after the commencement of insertion 50% of the net value of the order that is still due at the time of terminating insertion of online advertising. The price of online advertising already inserted will also be billed. Cancellation terms print: Cancellation is possible free of charge until the ad closing date.
- 11. Different to the above provisions, cost-free cancellation of scheduled postings is only possible until two weeks before the date of insertion at the
- 12. The publisher reserves the right to decline advertisement orders, also single insertions, advertisement texts and supplement orders because of the content, origin or technical form according to uniform, factually justified principles of the publisher if their content violates laws or official stipulations, or their publication is unacceptable for the publisher. Supplement orders are not binding for the publisher until the presentation of a specimen of the supplement or their approval. Supplements that create the impression with the reader, through their format or layout, of being a constituent part of the magazine or that contain third-party advertisements will not be accepted. Refusal of an order will be communicated to the client immediately. Advertisements that are not recognizable as advertisements because of their editorial composition may be identified by the publisher by the word "Anzeige" (Advertisement). In as much as online advertising is not obviously advertising, the publisher may also identify it as such, in particular by the word "Anzeige" [Advertisement], and/or set it off from the editorial content to make its advertising nature plain.
- 13. The client is responsible for punctual delivery of proper ready to print copy or supplements or for punctual delivery of materials required for online advertising. In the case of digital ready to print copy the client undertakes to deliver proper copy, complying in particular with the format or the technical specifications of the publisher, punctually for the print copy deadline
- 14. All services rendered by the publisher are subject to punctual fulfillment and execution of obligations and assistance on the part of the client. In the case of audio and/or video linked advertising (e.g. banners that cause a pop-up window to open when clicked on, in which audio and/or video content is reproduced) the client is responsible for concluding the necessary agreements with GEMA (society for musical performing and 35. If a joint discount is claimed for affiliated enterprises, written evidence of the affiliation status of the client is necessary. Affiliated enterprises in the mechanical reproduction rights in Germany) or other copyright associations and/or owners.
- 15. In cases where a number of related files are sent, the client will ensure that these data are sent and/or saved in a common directory (folder) 16. Digitally transmitted artwork for color advertisements can only be reliably processed with a color proof supplied on paper. Differences in color
- are unavoidable without a color proof, but are no entitlement to a price reduction. In every case a printout is to be sent by fax to the print shop to be able to check factual correctness. The client must expressly request a faxed correction. Only correct color adjustment ensures correct color implementation within the usual tolerances.
- 17. Before a digital transmission of artwork the client is responsible for ensuring that the transmitted files are free of any computer viruses. Should the publisher discover computer viruses in a file transmitted by e-mail, said file will be deleted immediately without the possibility of the client making any related claims. The publisher also reserves the right to claim for damages of the client should the publisher suffer damages as a result of such computer viruses being infiltrated by the client.
- 18. If artwork is transmitted to the publisher digitally by a data medium, it will only be returned on special request to the client
- 19. Discernibly unsuitable or damaged ready to print copy and/or advertising material will be replaced by the client immediately when requested to do so by the publisher. The cost of producing ordered ready to print copy and/or of producing ordered advertising material and of substantial alterations to originally agreed versions that are wished by the client and for which the latter is responsible because of the technical quality of the supplied ready to print copy and/or advertising material will be borne by the client. Should any deficiencies in the ready to print copy and/or advertising material not be immediately discernible but only become so in the printing operation and/or upon insertion, the client is not entitled to raise any claims for an inadequate impression and/or poor insertion.
- 20. The client avouches that they are the unconditional owner of all rights of use to the advertising material necessary for publication and distribution. In this respect they indemnify the publisher from all claims by third parties, and grant the publisher the rights of usage necessary for publication of the advertising material

- will abide by the applicable data privacy legislation in particular of the Federal and Teleservices Data Protection Act and also impose such a responsibility on their employees. Should the client use special techniques such as cookies or tracking pixels to obtain or collect data from the insertion of advertising material in the online offering of the publisher, the client also affirms that they will abide by the precepts of the German Telemedia Act (TMG) and/or of the Interstate Broadcasting Treaty (RfStV) as well as the Federal Data Protection Act (BDSG) in the collection, processing and use of personal data.
- 22. In the event of wholly or partly illegible, incorrect or incomplete impression of an advertisement, the client may claim impression of a faultless substitute advertisement, but only to the extent to which the purpose of the advertisement was adversely affected. Should the publisher allow a reasonable term set them for this purpose to pass by, or if the substitute advertisement is again not free of faults, the client may claim a reduction of payment (abatement) or cancellation of the order (redhibitory action)
- 23. In the event of insufficiencies in online advertising the publisher will initially of their own choice offer rectification or replacement. Should subsequent fulfillment fail, the client may of their own choice demand a reduction of payment (abatement) or cancellation of the order (redhibitory
- 24. The client must report evident insufficiencies of online advertising in writing within three workdays after said online advertising goes live; otherwise a warranty claim may no longer be enforced.
- 25. In other respects the publisher is only liable in as much as they, their auxiliary persons and/or legal representatives are accused of deliberate or grossly negligent behavior. This does not apply in as much as the publisher violates principal obligations of the contract.
- 26. In cases of petty negligence the publisher and/or their auxiliary persons and legal representatives cannot be held liable for financial losses especially in terms of consequential damages, unpredictable or atvoical damages and loss of profit. Otherwise in the event of financial losses in cases of petty negligence the liability of the publisher is limited to the payment to be made by the client. For claims under the Product Liability Act and for injury to life, body or health the publisher is liable according to statutory provisions
- 27. All claims by the client of the publisher resulting from malperformance or insufficiencies of online advertising expire one year after the origination of such claims, that is unless they are founded on claims of deliberate negligence.
- 28. Proofs will only be supplied if expressly wished. The client bears responsibility for the correctness of the sent proofs. The publisher will include all error corrections of which they are informed by the print copy deadline or within a term agreed upon by the two parties.
- 29. If no particular sizes are specified, pricing will be based on the actual impression height that is usual for the type of advertisement.
- 30. If the client does not pay in advance, the invoice will be sent immediately or within 14 days of publication of the advertisement. Prices for advertising material are taken from the valid price list. Price reductions resulting from changed terms and conditions apply immediately to ongoing orders, price increases one month after announcement of the terms and conditions. If payment for online advertising is billed on a CPM basis, the publisher will inform the client on request of the number of ad impressions, the ad clicks and the ad click rate (ratio of ad clicks to ad impressions) of the web sites where the online advertising of the client is placed or, if payment is billed on a pay-per-click basis, of the number of actual clicks.
- 31. Payment is due within the term shown on the price list, that is unless from case to case a different term of payment or advance payment is agreed in writing. Any discounts for early payment are granted according to the price list. Agreed or allowed discounts for the insertion of a number of advertising means or upon the conclusion of blanket orders are only valid if the particular quantity and the time frame are adhered to. Upon non-adherence to the agreed quantity or time frame, the publisher is entitled to recalculate the discount proportionally to the difference between the discount granted and that corresponding to the actual quantity.
- 32. Upon default of payment or granting of a respite, interest of 8% above the prime lending rate will be billed or, if the client is a consumer in the sense of para. 13 of the German Civil Code, of 5% above the prime lending rate. Upon default of payment the publisher may put further execution of the current order on hold until payment, and demand advance payment for remaining advertisements. If there are well-founded doubts about the solvency of the client, the publisher is entitled even during the running time of agreed advertisements to demand advance payment of the amount due when the advertisements are completed and payment of any outstanding invoices, regardless of any originally agreed time for payment, before publishing any further advertisements.
- 33. On request the publisher will supply an advertisement proof. Depending on the nature and scope of the advertising order, advertisement cutouts, proof pages or complete proof numbers will be supplied. If a proof can no longer be obtained, it is replaced by legally binding certification by the publisher of the publication and distribution of the advertisement.
- 34. In the case of box number advertisements the publisher applies due diligence in safekeeping and forwarding the offers. Registered letters and express letters in response to box number advertisements are only forwarded by regular mail. Receipts from box number advertisements are kept for four weeks. Letters that are not collected during this time are destroyed.
- sense of this condition are enterprises between which there is a capital share of at least 50%. Evidence must be produced before claiming such a joint discount. Joint discounts for affiliated enterprises are subject in every case to express written confirmation by the publisher. Termination of the affiliation of an enterprise is to be reported immediately; termination of the affiliation of an enterprise also terminates any joint discount. 36. The publisher is not responsible for delays in performance resulting from force majeure (strike, lockout, disruption of operations, etc). After re-
- moval of the obstruction the publisher can immediately publish advertisements in the next possible issue of the publication and online advertising, or wholly or partly withdraw from the contract. The client has no right to claims for compensation.
- 37. Alterations or additions to these general terms and conditions must be communicated in writing, by telefax or by e-mail. That also applies to alterations to this clause.
- 38. Any inoperativeness of a term or condition of these terms and conditions shall not affect the operativeness of the remaining terms and conditions. An inoperative term and condition is to be replaced by a term and condition that comes closest to the intended business import of the term and condition now considered inoperative.
- 39. The place of jurisdiction is that of the registered office of the publisher if the client is a merchant in the sense of the code of commercial law, a legal person governed by public law or a special fund under public law. The same shall apply in as much as the client, upon filing an action, possesses an office or a habitual residence in the Federal Republic of Germany.
- 40. The legal code of the Federal Republic of Germany shall be applicable under exclusion of the United Nations Convention on Contracts for the International Sale of Goods.