

SUPPLIERS. INTEGRATORS. **INSTALLING DEALERS. DISTRIBUTORS... SPECIAL SECTION!**



2023 MEDIA KIT

THE N° 1 MEDIA FOR PROFESSIONALS IN SECURITY, SAFETY AND FIRE PROTECTION

- Print
- **Output** Buyer's Guide
- Special Issues
- **NEW OFFERS!** Digital
- **O** Directory
- Marketplace
- Database
- NEW OFFERS!
- 2023 Editorial Calendar





des maires



















N°1 on the market

The only magazine on the market to be read by almost all Security, Safety, and Fire Protection Professionals.

A top quality circulation, 100% useful to a highly targeted audience of decision makers!

Average circulation per issue July 1st 2021 to June 30th 2022

18.862 copies

The highest circulation in the BtoB Security & Safety trade press! Certified circulation. Bonus circulation during trade shows.

PRINT

The only french magazine that reaches both suppliers and end users!

PSM is the n° 1 active, business communication tool, dedicated to Security, Safety and Fire Protection, in companies and communities. It has provided a solution to your specific needs for over 20 years.

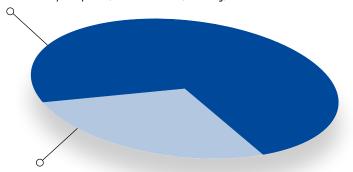
The leading source of information for professionnals in Safety, Security, and Fire Protection, PSM addresses all relevant actors, be they Prescribers, Endusers, (Security and Risk Managers, Consulting Firms, Engineering Office, Buyers...) or Professionals in Security and Safety (Installers, Electricians, Systems Integrators, Service providers, Distributors, Manufacturers, Importers...) in creating awareness of what's happening in the sector.

Every 2 months, a highly qualified team of journalists offer unique, relevant editorials about the latest, most up-to-date information on the market status, new product launches, professional standards, contracting and purchasing, useful, pertinent feedback, new regulations and legal evolution, exclusive interviews with major contributors in the market, case studies...

The only magazine 100% dedicated to Security and Safety!

73 % Professionals in Security and Safety:

33% Manufacturer/Integrator, 25% Installer/Electrician, 21% Security Dealer and Distributors, 15% Security companies, 4% Consultants, Training, ...



27 % Prescribers and Endusers

45 % Service companies, 20% Government & Military, 10% Building companies, 10% Industry, 10% Institutional facilities (Health, ...), 5% Other (Infrastructure, ...)



73% Suppliers 27% End Users

- The only magazine on the market with such a significant circulation on Security, Safety & Fire Protection professionals!
- A readership of over 39.610 readers with 2.1 readers per issue!



An exclusive audience you will find nowhere else!



An editorial environment to maximize your exposure and build brand awareness





relevant information on legislation, standards, examples of security and safety practices, trends in security, legal regulatory monitoring, market development, nominations, agendas... Ending with an interview with a leading player in the market.

VIDEOSURVEILLANCE, ACCESS CONTROL, INTRUSION, FIRE...

our readers in their daily decision making.

in each issue, extensive articles on trade practices, continually updated technological know-how and field experiences, feedback and exchanges with professionals, prescribers and endusers... To assist

to step back and focus on specific categories of products, recently launched products, new trends in the market...

IN WHAT'S NEW, all new products, start-ups, the latest trends and developments on the market and an exclusive interview with a manufacturer























2023 Print Advertising Rates (€)

FORMAT	MM (L X H)	RATES
Gatefold Cover	Gatefold Cover Front 100 x 215 / Back 100 x 297	
On Cover	Front 210 x 150 / Back 210 x 297	6.400€
2nd Cover	210 x 297	4.700 €
3rd Cover	210 x 297	4.700 €
4th Cover	210 x 297	5.100 €
Page	210 x 297	4.350 €
1/2 Page	Horizontal : 181 x 126 / Vertical : 91 x 257	3.000 €
1/4 Page	91 x 124	1.650 €
Special Advertising Section	210 x 297	4.550 € (Layout and editorial: + 250 €)
Posed inserts or samples (on the magazine cover, 2 or 4 pages maximum 20 gr. Price not discountable)		4.425 €
Loose inserts or samples (inserted in the magazin	Loose inserts or samples (inserted in the magazine, 2 or 4 pages maximum 20 gr. Price not discountable)	
Bounded inserts (4 pages, maximum 20 gr. Price not discountable)		5.275 €
Classified ads: 1 module, 2 modules, 3 modules	1 module : 85 x 58	660 € 995 € 1.655 €



SPECIAL OFFERS				
Post -it Adhesive sample				
Banderole				
Memento				
Facsimile	Contact us			
Flap on 1st cover				
Customized Buyer's Guide				
Customized Directory Bookmark				



TRADESHOW PACK

Take advantage of **PSM**'s large number of e-communication tools to be better positioned at tradeshows, generate more visitors and contacts, benefit from our converged media services to highlight your new products and product presentations!

1/2 Page 4 colour + Editorial (tradeshow dossier)

- $+ Top\ Banner\ web\ site\ protectionsecurite-magazine. fr\ 1\ month\ before\ tradeshow\ date$
- $\hbox{+ Top Banner Marketplace e-protection} securite-magazine. fr\,1\,month\,before\,tradeshow\,date$
- + Top Banner annuaire-securite.fr 1 month before tradeshow date
- + Button e-newsletter 1 month (2nd newsletter) before tradeshow date (Price not discountable)



NEW PRODUCT & SERVICE PACK

New product or service to launch on the market?

PSM offers an effective, customized tool to ensure a successful launch!

1/2 Page 4 Colour + What's New Editorial magazine

- + What's New E-newsletter with a direct link to your product on e-salon-protectionsecurite.fr
- + Your product referenced for 1 year on Marketplace e-protectionsecurite-magazine.fr
- + Top Banner on e-salon-protectionsecurite.fr 1 month

- 25 % - 4.669 € instead of 6.580 €



Special Position: + 10% - B&W and 2 colors = 4 color -20% - Payment terms: 30 days - Policy Regulation on www.psm-magazine.fr Mechanical Requirements: High resolution 300dpi (jpeg) or Adobe Acrobat files (pdf) <math>- Policy Regulation on www.psm-magazine.fr

2023 SPECIAL OFFER (€)



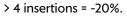
RINT PRIVILE	GE SPECIAL CONTRACT	+ 50% Discount!
PACKAGE A	9 x 1/4 pages 1 Page Special Adverstising Section 3 month companion site banner	10.764 € instead of 21.580 €
	Extra 1/4 page: 927 €	
PACKAGE B	13 x 1/4 pages + 1,5 Page Special Adverstising Section + 3 month companion site banner	15.216 € instead of 30.375 €
	Extra 1/4 page: 864 €	
DICKICE C	17 x 1/4 de page ♣ 2 Page Special Adverstising Section	40.55.51.1.570.256
PACKAGE C	+ 3 month companion site banner Extra 1/4 page: 847 €	19.656 € instead of 39.250 €
PACKAGE D	21 x 1/4 de page 2,5 Page Special Adverstising Section 3 month companion site banner	24.120 € instead of 46.125 €
	Extra 1/4 page: 750 €	
PACKAGE E	25 x 1/4 de page 3 Page Special Adverstising Section 3 month companion site banner	28.572 € instead of 57.000 €
	Extra 1/4 page: 708 €	

You may use your 1/4 pages as you want (1/4 page or 2 for 1/2 page or 4 for 1 page), except for Covers, and when you want (inside 1 year after signature or acceptance of Order).

Single invoice at time of signature or acceptance of Order.
Full cash payment before 1st insertion.
Net prices, not discountable or commissionable.

If cancelation before the end of the contract, price will be recalculated according to standard price minus following discount:

1 to 2 insertions = -10%, 3 to 4 insertions = -15%,





The PSM PRIVATE SECURITY Special Issue, aditionnal marketing tool to the magazine



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2023 CONTENTS

SPECIAL 2024 PARIS OLYMPIC GAMES!

- 2024 Olympic Games: which security continuum?
- Private security training
- High security locations
- Which technology to remedy the lack of security officers

PRIVATE SECURITY SPECIAL ISSUE

The PSM PRIVATE SECURITY Special Issue wil be sent with next november **PSM** issue.

Editorial will be dedicated to all information helping Security Managers to better handle changes in their business and technological advances. A unique information and marketing tool on the market to reach Private Security companies, End Users and Government.

FORMAT	MM (L X H)	RATES
2nd cover (facing Summary)	170×240	4.700 €
3rd Cover	170 x 240	4.700 €
4th Cover	170 x 240	5.100 €
Page	170 x 240	4.350 €
1/2 Page	Horizontal: 135 x 85 Vertical: 65 x 190	3.000 €
1/4 Page	65 x 85	1.650 €
Special Advertising Section	170×240	4.550 € (Layout and editorial: + 250 €)



PRINT + DIGITAL

Annual Buyer's Guide + Marketplace: generate more demands and contacts for your products!









THE 2024 ANNUAL BUYER'S GUIDE

The **PSM** Annual Buyer's Guide is sent to all subscribers (18.862 copies) with the September issue and distributed at trade shows where we are a media partner. This is an essential work tool for our readers as it references all products, materials and equipment on the market in the form of complete, technical data sheets, filed by topic. The Buyer's Guide is coupled with the 1st online trade show, e-salon-protectionsecurite.fr, be sure to have all your products referenced online! Keep your name in front of your customers!

e-protectionsecurite-magazine.fr THE 1ST MARKETPLACE ON SECURITY, SAFETY AND FIRE PROTECTION!

In 2022: 11.890 Unique Visitors 67.000 Viewed Pages

- The industry's only platform, connecting buyers and sellers!
- In your customer zone the specification sheet of your products: videos, more picture, contacts, technical brochure, catalogs, quotation request and prices, your distribution list, your upcoming exhibitions...
- Your products and videos are regularly highlighted throughout the year on this site and on the magazine's companion site.
- You present as many products as you want, you can modify them during the year whenever you want !
- Starting € 215 only per product for the whole year! Includes the Annual Buyer's Guide!
- A complementary platform to your own merchant site.

THE MAGAZINE'S BUYER GUIDE

The Magazine's Buyer Guide is a very practical section at the end of the magazine that provides complete referential support and enables our readers to quickly locate a supplier by main category.

A regular and economic press coverage with your logo and contacts At a very low cost, you will systematically be seen at the end of the magazine by our 39.500 readers. We connect you with a highly targeted audience, your clients and prospects will easily find you. An inexpensive, complementary communication tool that enhances and maximizes your visibility!

2024 Annual Buyer's Guide (€)

(Price not discountable)

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DISCOUNT: 2 to 3 products -25% - 4 products and more -50%

4th Cover	148 x 210 mm	4.400€
Page	148 x 210 mm	3.250€
1/2 Page	148 x 100 mm	2.450€

Marketplace e-protectionsecurite-magazine.fr

+

1 an – inclus reporting, modifications, administration (Price not discountable)

PER PRODUCT	Technical data sheet + videos, + visuals, + contacts, catalogue, technical brochures	+100€

DISCOUNT: 2 to 3 products -25% - 4 products and more -50%

	<u> </u>	
Top Banner home page – 1 month	728 x 90 pixels	1.000€
Banner (all pages) – 1 month	728 x 90 pixels	1.600€

Magazine's Buyer Guide

(Price not discountable)

6 issues – 1 year	Module 40 x 43 mm with logo, text and contacts	1.100 €
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A global, digital information offer, available on all terminals!

THE COMPANION WEBSITE protectionsecuritemagazine.fr

With more than 20.000 individual visitors monthly, 70.000 pages viewed every month, the companion website, protectionsecurite-magazine.fr, is clearly and by far the 1st professional web portal in terms of audience, on the subject of security and safety. With its News updated on a daily basis, its Archives (accessible to paying subscribers only), the Special Features, the tradeshow agenda, the classified ads, new products, and links to different **PSM** sites (directories, online tradeshows...), protectionsecurite-magazine.fr has definitely become the best, most dedicated website in security and safety!





18.500 subscribers



THE E-NEWSLETTER

The only bi-monthly newsletter in the sector, keeping our readers closely connected, more efficient, breaking news... the **PSM** e-newsletter is sent to more than 18,500 subscribers. This quick pace and top quality exclusive business information (many of you have congratulated us on the quality of our articles!) makes this an ideal source of web communication.

NATIVE ADVERTISING

Native advertising is a type of advertising online, that matches the form and function of the platform upon which it appears. In many cases, it manifests as an article produced by an advertiser with the specific intent to promote a product, while matching the form and style which would otherwise be seen in the work of the platform's editorial staff. The word «native» refers to this coherence of the content with the other media that appears on the e-newsletter or web site. Available on News or What's New section, for more efficiency!



Website



e-Newsletter



Linked in



Marketplace



e-Directory!



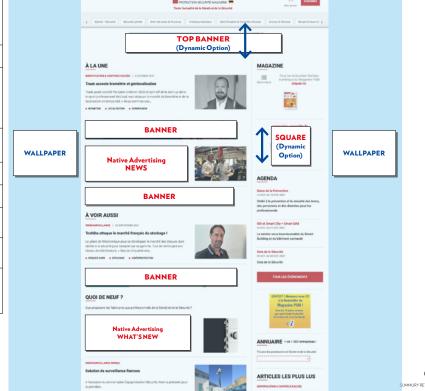


2023 Digital Advertising Rates (€)

(rotation)

THE COMPANION SITE protectionsecurite-magazine.fr
THE MARKETPLACE e-protectionsecurite-magazine.fr
THE ONLINE DIRECTORY annuaire-securite.fr

	PIXELS (1xh)	3 MONTHS	2 MONTHS	1 MONTHS
Top Banner Dynamic Option (Desktop & tablet only. Your banner remains always visible when the user scrolls)	728 x 90 et 320 x 100	2.450 € Dynamic 2.695 €	1.780 € Dynamic 1.950 €	1.150 € Dynamic 1.260 €
Banner	728 x 90 et 320 x 100	2.100 €	1.575 €	1.030 €
Dynamic Option (Desktop & tablet only. Your square remains always visible when the user scrolls)	200 x 200	1.260 € Dynamic 1.380 €	920 € Dynamic 1.010 €	680 € Dynamic 750 €
Wallpaper (Desktop & tablet only)		4.650 €	3.380 €	2.310 €
Native Advertising News		3.250 €	2.500 €	1.680 €
Native Advertising What's New		2.500 €	1.995 €	1.365 €
Pop-Up (Desktop & tablet only)		2.200 €	1.800 €	1.170 €
Interstitiel (Mobile only)		2.200 €	1.800 €	1.170 €
VideoAd Top banner & Banner (We do not host your video)	420 px – 2 Mo	+ 900 €	+800€	+ 500 €



WALLPAPER

BI-MÉDIA PACK

Print + Digital - 5%

DIGITAL PACK

2 Digital - 5 % (ex : E-newsletter + Companion Site)

3 Digital -10%

4 Digital -15%

5 Digital - 20 %

2023 Digital Advertising Rates (€)

THE E-NEWSLETTER (Watch out! Limited advertising space!)

	PIXELS (lxh)	3 MONTHS (6 e-newsletter)	2 MONTHS (4 e-newsletter)	1 MONTHS (2 e-newsletter)
Top Banners	320 x 100	4.200 €	2.780 €	1.945 €
Banner	320 x 100	3.255 €	2.255€	1.625 €
Square	200 x 200	2.360 €	1.730 €	1.260 €
Native Advertising News		4.600€	3.200 €	2.360 €
Native Advertising What's New		3.990 €	2.780 €	2.000€

BI-MÉDIA PACK

Print + Digital - 5%

DIGITAL PACK

- 2 Digital 5% (ex: E-newsletter + Companion Site)
- 3 Digital 10%
- 4 Digital -15%
- 5 Digital 20 %





The most comprehensive listing in the sector!



THE ONLINE SECURITY & SAFETY DIRECTORY

annuaire-securite.fr

The Security and Safety Directory classifies almost 1.000 Manufacturers, Distributers, Installers, Integrators, Distributors, and Service providers referenced with their professional contact details, classed by geographical regions.

This Directory is available all year on annuaire-securite.fr.

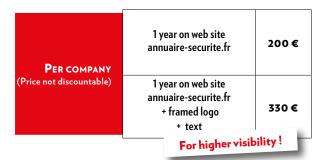
You will have a higher visibility in this online directory with your framed logo + text at a very low cost.

1 year on the online Directory!



Security and Safety Directory Advertising 2023 Rates (€)

(Price not discountable)



DISCOUNT: 2 to 3 products -25% – 4 products and more -50%

Top Banner home page – 1 month	728 x 90 pixels	1.100 €
Top Banner your page – 1 year	728 x 90 pixels	1.600€



DATABASE



Thanks to its wide base of online users (prospects, subscribers, and those registered for the E-newsletter), **PSM** provides you with its client file.

As our database is continually updated during the year by phone calls, you are able to directly contact major Distributors, Integrators, Installers, Electricians, Security Managers... 16.000 nominative postal adresses and 18.500 nominative emails.



With its new sponsored e-mailing offer, PSM Magazine allows you to publish an e-mailing using the magazine's brand, for an interview, a white paper, a file, or the presentation of a new product. Includes a 1 year online publication on the magazine's website and a 1 month digital push via its e-newsletter (Square)





thank's to: Our subscribers

E-newsletter readers database

E-MAILING	Fixed cost: 250 € (l x h)	
20.500 direct email – Overall management of sending – Tracking – Targeting not available		
E-mailing without follow-up	3.100€	
E-mailing with follow-up (1 month maxi after 1st campaign)	4.300 €	
PSM Magazine sponsored e-mailing (Interview / Expert advice, White paper, News / Technical file, What's New) Included 1 year on the site + 2 push (e-newsletter Square for 1 month)	4.650 €	

Graphic design from self provided elements: 450 €

MAILING	Fixed cost: 250 €
One time rental 16.000 nominative addresses Targeting not available (price not discountable)	4.875 €

2023 EDITORIAL CALENDAR

	N°	SECTIONS	SPECIAL SECTIONS	DEADLINE
PSM Guide d'Achat	N° 275 Jan/Feb	VIDEOSURVEILLANCE: Thermal cameras ACCESS CONTROL: Dematerialised solutions INTRUSION: Perimeter security FIRE: Foam extinguishers RISK: Recycling and waste collection centers FOCUS: Domes camera	Certification is essential! LA NUIT DE L'AN2V Partenaire Media- Diffusion Salons Bonus!	Dec 9
	N° 276 Mar/Apr	VIDEOSURVEILLANCE: Multi-sensor cameras ACCESS CONTROL: OSDP or SSCP? Which protocol to choose? INTRUSION: Physical barriers FIRE: Powders extinction RISK: The warehouses FOCUS: The Video Management Systems	Audit your security! ACCESS SECURITY SECURITORY PROTECTION & SECURITY MEETINGS Media Partner – Bonus circulation!	Feb 14
	N° 277 May/Jun	VIDEOSURVEILLANCE: The Urban Supervisory Control Center: which tools? ACCESS CONTROL: The Specific Precautionary Safety Measures Plan INTRUSION: Stop with false alarms! FIRE: Drones, robots: the new tools for fighting fires RISK: The parking lots FOCUS: The Automated Number Plate Recognition cameras	How to build your security budget GALA DIRECTEURS SÉCURITÉ Media Partner – Bonus circulation! Colo Directeurs Sécurité	Apr 14
	N° 278 Jul/Aug	VIDEOSURVEILLANCE: The Network Video Recorder ACCESS CONTROL: Remote access management INTRUSION: Peripheral or perimeter protection? FIRE: Automatic gas extinguishers RISK: Supermarkets FOCUS: Connected locks	The Security management serving the security continuum!	Jun 14
	Sent	2024 ANNUAL BUYER'S GUIDE (Sent with issue n° 279 Sept/Oct and bonus circulation on Salon APS)		
		VIDEOSURVEILLANCE: Atex or explosion proofs cameras ACCESS CONTROL: Autonomous systems INTRUSION: Fog solutions FIRE: Training with Virtual Reality RISK: Hospitals FOCUS: Drones	APS SPECIAL SECTION Media Partner – Bonus circulation! Artificial Intelligence LES TROPHÉES DE LA SÉCURITÉ IBS (INTELLIGENT BUILDING SYSTEMS) Media Partner – Bonus circulation!	Aug 11
MONS-SERVE SECURITE Priv	Nov	PRIVATE SECURITY SPECIAL ISSUE 2024 PARIS OLYMPIC GAMES SPECIAL ISSUE! (Sent with issue n° 280 and bonus circulation on Mayors & Local Authorities Exhibition) 2024 Olympic Games: which security continuum? • Private security training • High security locations • Which technology to remedy the lack of security officers		Oct 13
	N° 280 Nov/Dec	VIDEOSURVEILLANCE: Camera & Metadata ACCESS CONTROL: Visitor management INTRUSION: Image analytics detection FIRE: Fire escape & rescue RISK: Power plants FOCUS: Video recording & storage	MAYORS & LOCAL AUTHORITIES EXHIBITION SPECIAL SECTION Media Partner – Bonus circulation! Local authorities: which infrastructure security strategy VIDEO ONLOQUE CDSE VIDEODAYS Media Partner – Bonus Trade fair circulation! **Salon des maires** **Continues because of the content of the continues because of the content of the con	Oct 13
	N° 281 Jan/Feb	VIDEOSURVEILLANCE: Facial recognition ACCESS CONTROL: Certification & qualification INTRUSION: Artificial Intelligence & perimeter protection FIRE: Firefighting coordination RISK: Railways stations FOCUS: RFID readers	Security & Safety training	Dec 14



www.protectionsecurite-magazine.fr

PSM

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Janys SEBILO: +33 1 45 23 33 78 js@protectionsecurite-magazine.fr



IF YOU WISH TO INTERVENE ON A SUBJECT, DO NOT HESITATE TO CONTACT US.



We can then work with you on a joint deal editorial/advertising which will increase your exposure and achieve your goals within your budget.

