



# PRICING MAGAZINE EDITORIAL GUIDE 2021

[propricer.com/pricing-magazine](http://propricer.com/pricing-magazine)

## PRICING FOR CONTRACT AND GOVERNMENT PROFESSIONALS MAGAZINE

Reach Nearly 10,000 Pricing and  
Procurement Professionals Working  
in Both Government and Industry

For Information Please Contact:  
[marketing@propricer.com](mailto:marketing@propricer.com)



# About Pricing Magazine

ProPricer, a pioneer in government contracting software, is the world's leading proposal pricing software for federal contractors and agencies.



**10,000**

Pricing Magazine has an almost 10,000 subscription base.

On average, the publication gains three new daily subscribers.

**90%**

of Pricing Magazine subscribers work in or directly for a pricing, estimating, or procurement department.

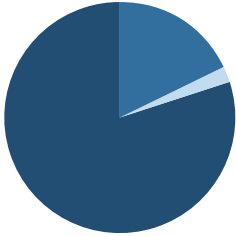
**3 out of 5**

of Pricing Magazine readers work for large organizations with annual revenues more than \$500 million. Only 3% indicated they work at organizations with annual revenues/budgets under \$10 million.

With customers all over the world, our team is dedicated to professional growth and education advancements of pricing, procurement, and contract professionals. The Pricing Magazine (PM) is a free, online publication that provides insights on news that is impacting the industry, and helps our readers get in touch with the government contract pricing community.

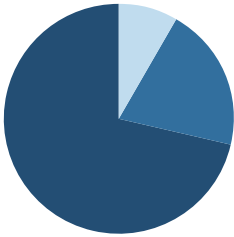


# Subscriber Base



## Employers

**18%** Government  
**2%** Other  
**80%** Industry



## Management Level

**18%** of readers are C-level executives  
**26%** of readers are supervisors/managers  
**59%** of readers are non-supervisory staff

*\*ProPricer-Owned Data*

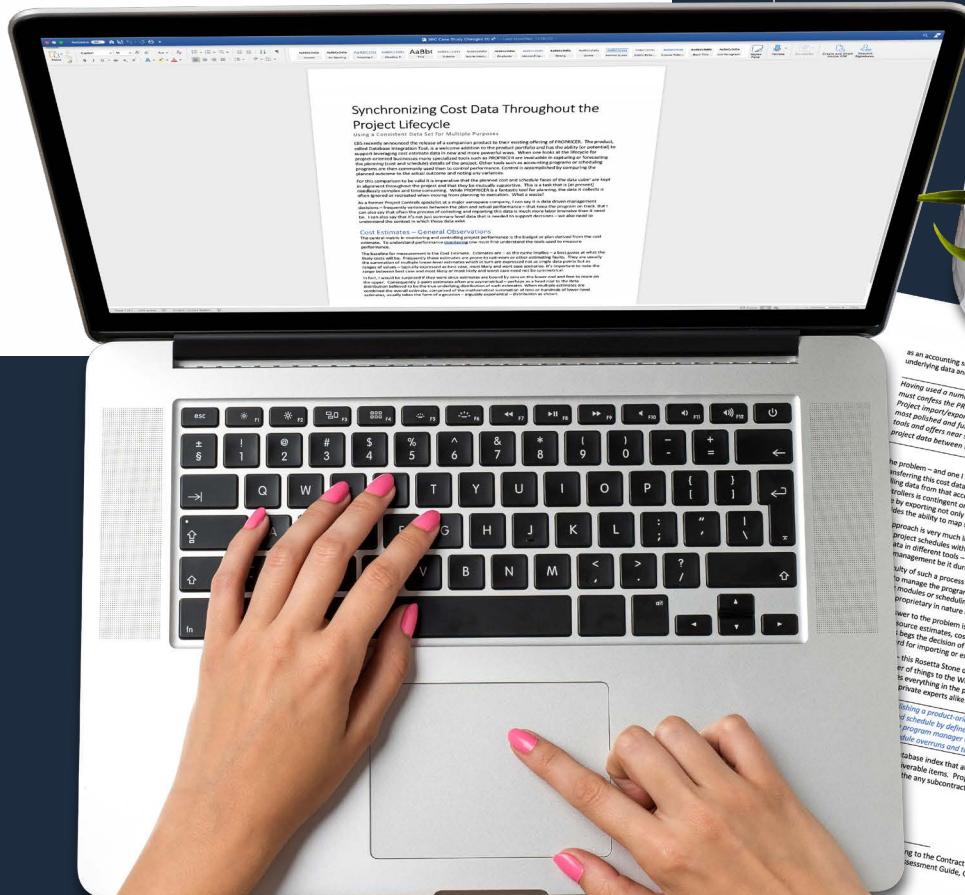


Are you interested in  
contributing  
to the next issue?

Learn More at  
[www.propricer.com/pricing-magazine](http://www.propricer.com/pricing-magazine)

# Future Issues of Pricing Magazine for 2022

- March, 2022
- June, 2022
- September, 2022
- December, 2022



# Purpose

Pricing Magazine is published quarterly by Executive Business Services, Inc. (EBS) that aims to serve the pricing communities in the private and public sectors. This quarterly magazine is constructed specifically for pricing and procurement professionals that work with and in the federal government. Our product's goal is to inform, delight, and ultimately help our readership.

# Submission Procedures

Submit articles in a Microsoft Word document by email to Holly DeHesa and Natasha Mendez at [marketing@propricer.com](mailto:marketing@propricer.com). Submissions must include each author's name, mailing address, office phone number, e-mail address, recent head shot and brief biography. Each must also be accompanied by a copyright release.

Receipt of your submission will be acknowledged within 24-48 hours. Upon submission, it will be assumed by the Pricing Magazine editorial staff that the author has received permission to submit an article from their company.

You will be notified of our publication decision in 10 business days. If your submission is selected, our team will edit (grammar and style) as necessary and design the submission. Within 3 weeks of the issue publish date, the article mockup will be sent to the author for final approval.

If you work with an agency/business that requires a lengthy approval process, please let the magazine team know. This will allow us to send over the mockups sooner to avoid publication delays.

# Banning the Sale or Pitch of Products

Authors are prohibited from selling, promoting, or endorsing any products or services within their article unless they have a sponsored content contract in place. Authors who attempt to sell, endorse, or promote products or services in their article will not be automatically disqualified.

# Audience

Pricing Magazine readers are pricing and procurement professionals that work with and in the federal government.

# Style

Pricing Magazine's articles are written by pricing and estimating professionals and focus on real time events. We seek articles display the authors experiences in and thoughts about acquisition with sourced content as necessary. Articles should discuss the magazine's theme for the quarter, which is indicated in the "deadlines" section above. We magazine does not print academic papers, fact sheets, technical papers, or white papers.

# Length

Article lengths are determined by the section the contributor wants to submit for. The topics and word count are as followed:

- A feature story on a government/industry 'Hot Topic' (1000-2000 words)
- Helpful Tips and Tricks (400-500 words)
- Department or Industry News/Updates (300-500 words)

# Graphics

Do not embed photographs or charts in the article. Please send graphics as a separate file and indicate where they should be placed within your submission. Each graph, chart, or featured image must be in PNG, PDF, or JPEG. Submissions with blurry or stretched out pictures are not accepted.



# Author Information

Contact information, biography and headshot will be included with each article selected for publication. Please include the following information with your submission: name, position title, department, institution, address, phone number and e-mail address. Also, please supply a short biography, not to exceed 25 words.

# Liability

The editorial team will do its best to fact check all articles and their sources; however, accuracy is ultimately the responsibility of the author. Our company is open in acknowledging mistakes when they are made and want to learn from them. If any complaints are submitted about an article, the author, along with the editorial team will be required to respond within 14 days.

# Copyright

Upon article acceptance, Executive Business Services, Inc. (EBS) will be granted copyright to the article. The copyright only gives EBS rights to the copyedited version in print and electronic format. The author will retain all rights to the original article.



# Deadlines

Magazine Issue	Author Deadline
March 2022	January 7, 2022
June 2022	April 8, 2022
September 2022	July 8, 2022
December 2022	October 7, 2022

*\*Schedule is tentative and subject to change without notice.*

