EBUSINESS

2025

MEDIA GUIDE

Our brands are trusted.

Our high-value audiences are connected. Our solutions ensure your business goals are activated for results.



hme-business.com

THE RIGHT HME AUDIENCE

Our brands are trusted. HMEB, a WTWH Healthcare brand, focused on business strategies, efficiencies, and new revenue opportunities that are central to your customers' survival in today's challenging HME environment. HMEB reaches titled decision-makers who have the power to buy your HME products and services.

This **2025 Media Guide** contains information on best in class ROI solutions including:

- · Audience Marketing
- · Content Syndication
- · Lead Generation
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- Product Marketing Services

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every day

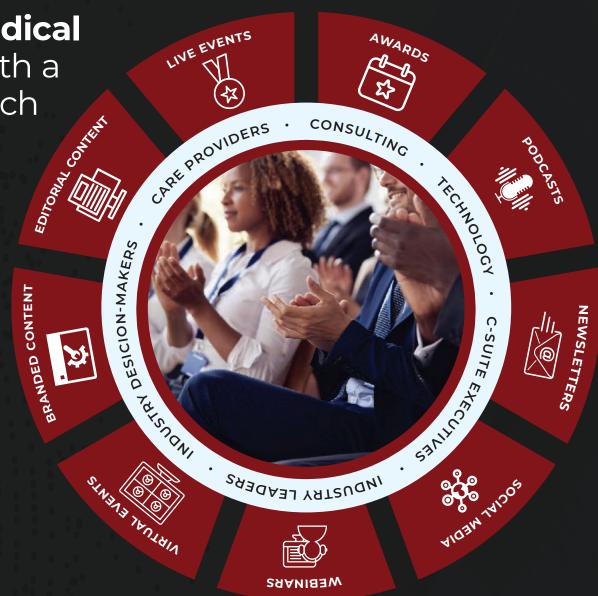
Providing the home medical equipment industry with a targeted platform to reach key decision-makers

We'll match your business goals with a custom strategy for engaging with the right audiences through our platform, reaching them where they already are.

AUDIENCE REACH

EMAIL NEWSLETTER

10,740+
TOTAL SUBSCRIBERS





2025 eBooks



JANUARY / FEBRUARY ISSUE Medtrade 2025

Ad close: 1/8/2025 Materials due: 1/23/2025

JULY / AUGUST ISSUE

Ad close: 7/11/2025 Materials due: 7/25/2025

APRIL / MAY ISSUE

Ad close: 4/4/2025 Materials due: 4/18/2025

OCTOBER / NOVEMBER ISSUE

Ad close: 9/19/2025 Materials due: 10/3/2025

Half page ads: \$1,500 Full page ads: \$3,000

2-page spread ads: \$5,000





Online Display

Run of site ads display across the entire network.

DESKTOP & MOBILE DISPLAY ADS

First value designates pixel width @ 72 DPI:

- ·300x600
- ·728x90
- ·300x250
- · 970x250

PRESTITIAL ADS

640x480 and 300x225 @ 72 DPI

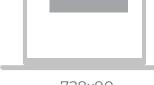
SOLUTION ADS

Let HME Business build custom display calls-to-action for white papers, product datasheets, catalogs, case studies and more.

Contact your representative for more details.



300x600 \$1,100/month (Desktop & Mobile)



728x90 \$1,200/month (Desktop Only)



300x250 \$1,000/month (Desktop & Mobile)



970x250 \$1,200/month (Desktop Only)

Display Ad & Prestitial Ad Requirements:

- · File type: jpg, gif or HTML5
- · File size: max 1MB
- · Animation: 3X Loop Limit
- · Audio: Sound off by default
- · Rich Media Accepted



640x480 Prestitial Ad - Desktop \$1.500/week



300x225 Prestitial Ad - Mobile



High-Impact Display — Flex

The Allstream[®] **Flex** provides the ability to engage viewers with video and imagery in dynamically embedded experiences throughout page content with the ability to display edge-to-edge on the screen in the focal point of the viewer

ASSET SPECIFICATION

DESKTOP & MOBILE

- · Asset Video: Video Dimension: 16:9 Aspect Ratio (ex: 1920 x 1080px) OR 4:1 Aspect Ratio (ex: 1920 x 480px)
- · Asset Image (optional): Same Dimension as video provided (ex: 1920 x 1080px or 1920 x 480px)

\$2,500 / week

FILE TYPES

IMAGES

- · Media Types: Image URL, GIF, JPG, BMP, PNG
- · File Size: Allstream® hosted file size recommended under 100KB*

VIDEOS

- Media Types VAST (MP4 Only), MP4
- File Size

Allstream® hosted file size recommended under 4MB*.

- Resolution
 - 720p or 1080p
- Frame Rate
 - 24-30 fps
- · Bitrate

Mobile Web: 800Kbps to 5000 Kbps Desktop: 800 Kbps to 10000 Kbps

*Combined size of all Allstream® hosted files (image + video) must be less than 4MB for Chrome Heavy Ad Intervention (HAI) compliance.



Showing, Not Telling': How Honor Has Repaired Its Relationship

4:1 Aspect Ratio Video OR 16:9 Aspect Ratio Video

*Once the video ends, it is possible to display an image in its place



High-Impact Display — Prelude



The Allstream® Prelude dynamically displays adaptive imagery, video, or combination of multimedia at the top of the page for increased viewer engagement.

ASSET SPECIFICATION

DESKTOP & MOBILE (IMAGE ONLY)

· Asset Image Dimension: 4:1 Aspect Ratio; 1920x480px (Recommended size)

DESKTOP & MOBILE (IMAGE AND VIDEO)

- Asset Image Dimension: 1067x480px
- · Asset Video Dimension: 16:9 Aspect Ratio

\$2,500 / week

FILE TYPES

IMAGES

- Media Types Image URL, GIF, JPG, BMP, PNG
- · File Size

Allstream® hosted file size recommended under 100KB. Combined size of all Allstream® hosted files (image + video) must be less than 4MB for Chrome Heavy Ad Intervention (HAI) compliance.

VIDEOS

- Media Types: Video URL, YouTube ID, VAST, MP4
- · File Size:
- Allstream® hosted file size recommended under 2 MB. Combined size of all Allstream® hosted files (image + video) must be less than 4MB for Chrome Heavy Ad Intervention (HAI) compliance. Video URLs may be supported without HAI restriction up to 40MB with autotranscoding to render on certain browsers and older devices that do not support auto play via Allstream® frame player.
- Video Length: Variable (Recommended up to 15 seconds maximum if no user interaction and up to 30 seconds with user interaction)







Desktop & Mobile examples (IMAGE + VIDEO Version)

- 1. Desktop: 1067x480px image(s)
- 2. Desktop: 16:9 Aspect Ratio Video
- 3. Mobile: Entire ad is responsive and displays the same way for the mobile view.



High-Impact Display — ICS



The Allstream® Immersive Cross Screen Skin provides a fully immersive and expandable branding experience with adaptive desktop and first-of-kind mobile wrappers to engage viewers surrounding content with imagery, multimedia and video messaging capable of driving expansion and call-to-action throughout a page visit.

ASSET SPECIFICATION

DESKTOP

- Asset Image (Collapsed): Image Dimension: 150 x 640px (Include two: one for left skin and one for right skin)
- Asset Image (Expanded): Image Dimension: 300 x 640px (Include two: one for left skin and one for right skin)
- · Asset Video Dimension: 16:9 Aspect Ratio
- Asset Carousel (Collapsed): Image Dimension: 150 x 370px
- · Asset Carousel (Expanded): Image Dimension: 280 x 392px

MOBILE

- Asset Image (Collapsed): Image Dimension: 320 x 50px (Include two: one for top skin and one for bottom skin)
- Asset Image (Expanded): Image Dimension: 320 x 800px (Include one)
- · Asset Video Dimension: 16:9 Aspect Ratio
- Asset Carousel: Image Dimension: 300 x 347px

\$2,500 / week

FILE TYPES

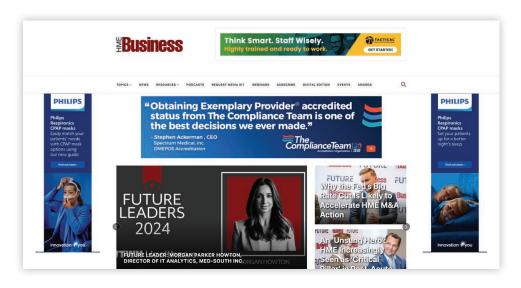
IMAGES

- · Media Types: Image URL, GIF, JPG, BMP, PNG
- File Size: Allstream® hosted file size recommended under 100KB*

VIDEOS

- · Media Types: Video URL, YouTube ID, VAST, MP4
- File Size: Allstream® hosted file size recommended under 4MB*. Video URLs are supported without HAI restriction up to 40MB with Allstream® auto-transcoding frame player.
- · Resolution: 720p or 1080p
- · Frame Rate: 24-30 fps
- Bitrate: Mobile Apps/Web: 800Kbps to 5000 Kbps, Desktop: 800 Kbps to 10000 Kbps, and CTV: 1000 Kbps to 15000 Kbps

*Combined size of all Allstream® hosted video files must be less than 4MB for Chrome Heavy Ad Intervention (HAI) compliance.



Desktop & Mobile examples





Remarketing/Retargeting Campaigns

BACK TO TOC

Reinforce Branding | Increase Engagement | Improve Conversions

RETARGETING (also known as behavioral remarketing) is a form of digital marketing that focuses on targeting users who have previously visited our website with banner ads on display networks across the web.

INCREASE THE REACH OF YOUR DISPLAY CAMPAIGNS by leveraging the HME Business Network to retarget key segment audiences.

HMEB OFFERS THE ABILITY TO MANAGE REMARKETING OR RETARGETING

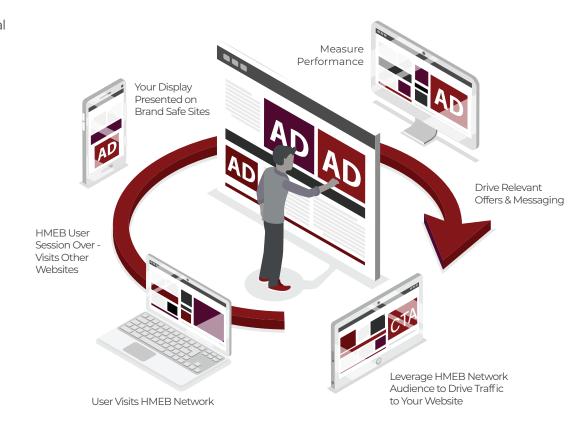
campaigns for our customers across a variety of platforms including any HME Business network website

RETARGETING REQUIREMENTS:

- · File size: less than 150KB
- · Animation: less than 30 seconds
- File Type: JPG, PNG and GIF
 (up to 30 seconds, 15-20 fps, no looping)
- CPM Pricing varies by program

CREATIVE SIZES:

- 300x600, 728x90, 300x250, 970x250, 320x50, 160x600
- · Resolution: 72 dpi





Unit A

Editorial eNewsletter Sponsorship

Delivered directly to 9,000+ CRT professionals

- · Introduce new products
- · Weekly format offers repetitive branding opportunity

SPONSORSHIP OPPORTUNITIES

A | Leaderboard | 728x90* | \$800

*also available with 75-character text message

B | Banner | 600x74* | **\$650**

*top & middle

C | Featured Video | see below* | \$550

*Advertiser provides:

- Video title/headline (max 45 characters)
- Text description (max 50 words)
- URL to video (advertiser hosted)
- 300 pixel wide image from the video (max file size 30KB)
- MM adds the video play icon on top of the image

D1 - D4 | Products & Services | see below* | \$450 includes:

- 150x150 image (non-animated, static JPG or GIF no larger than 20K)
- Product description (60 words or less)
- Your company name hyperlinked to your website

Limited space available. All ad space is sold on a first-come, first-served basis. Rates are net and per week.

SPECIALTY NEWSLETTER CALENDAR

Q1 Specialty Newsletter

Topic: Sleep & Respiratory **Run date:** March 2025

Q3 Specialty Newsletter

Topic: Home Infusion **Run date:** Sept. 2025

Q2 Specialty Newsletter

Topic: Home Infusion **Run date:** June 2025

Q4 Specialty Newsletter

Topic: Accessibility & Mobility

Run date: Dec. 2025



Unit B

Unit C



In The News

ATLAS Technologies Hires Executive VP of Operations

The new EVP is a veteran of both the HME and CRT industries.

Senate Companion Bill Calls for Medicare to Allow Ultralightweight Upgrade, Reduce Burden on Beneficiaries

The new bill supports the House's Choices for Increased Mobility Act.

Education from the HME Trenches

Creating a Culture of Compliance: 3 Takeaways for HME Providers

Noel Neil from ACU-Serve on changing how home medical equipment providers perceive compliance.

Views: Why One Home Medical Provider Loves Its Tech Partner

A case example of how a family-owned HME business achieved better efficiencies and scalability as it grew.

HME Business Webinar: The Benefits of DMEPOS Retailer Certification for Non-Medicare Providers

This free educational opportunity will discuss how certification can benefit HME retailers.

Products and Services



One automated workflow for multiple conditions

40% of American adults now have multiple chronic conditions that need to be managed and that typically require multiple workflows. Brightree's industry-leading resupply solution offers a solution in multitherapy resupply with one automated workflow. That means you can take patients from initial diagnosis and referral through the entire resupply process of fulfilling orders, managing electronic documentation and keeping every patient engaged in their therapy.

Brightree >



Stella Lightweight Rollator

Navigate effortlessly with 8" urethane caster wheels, designed for smooth mobility. The reinforced seat frame and oversized back strap provide comfort and stability. Folding with a single hand: great for travel. Elevate your experience with optional accessories: cane holder, cup holder, storage bag, and transport bag. Transform Stella into an assisted transport chair with ammests, footrests, and slow-down

Unit D

^{*}Media Owner's Own Data

Unit A

Unit B



Sole-Sponsored eNewsletters*

HMEB sole-sponsored eSource editions give you the power to send branded messaging to HME Business readers in engaging ways and without fatiguing your internal lists.

Sponsor receives the following positions:

LOCATION DIMENSIONS

A | Leaderboard | 728x90

B | Banner | 600x74* *after editorial content

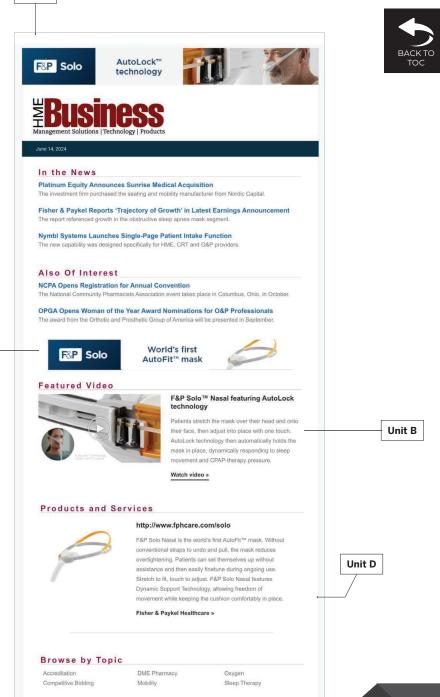
C | Featured Video | 300x350

D1 - D4 | Products & Services | up to 3 items

At the top of the newsletter, our editorial team supplies content, such as our latest news or feature stories. As editorial inventory permits, our editor can include stories tied to your ads' theme (topic-based content is not guaranteed).

Price for Sole-Sponsored eNewsletter is \$2,250.

*Sole-sponsored eNewsletters are created by WTWH Media and use the HMEB eMobility eNewsletter template and ad specifications. Not all content can be provided by the sponsor.







Partner Promotion

Your HTML, our audience.



SPONSOR HTML

HMEB offers customer provided HTML sends to reach our opt-in 3rd party marketing audience, now at over 9,837 professionals.

\$2,250 per email distribution

IMPORTANT! HMEB uses custom software and 3rd party services to check the content of the HTML creative for red-flags that might prohibit delivery. Due to a matrix of conditions from mail servers, firewalls, mail clients, operating systems and preference settings unique to each user, MM acknowledges and cannot control differences in how the creative will render across device. If HTML coding time is requested, additional fees are incurred.

Please contact your business development representative for more information.

SPONSOR PROVIDED HTML SPECS:

- Preferred subject line (recommend 70-80 characters including spaces)
- · Completed HTML file:
 - The HTML file should be a max width of 650 pixels
 - Use absolute URLs for your images (i.e. "https://yourdomain.com/imagel.jpg" do not use ".../imagel.jpg")
 - Avoid using "div" & "float", as some email clients will not render that code. Instead use tables to control layout
 - Styling should be done inline with the tags and not in the header area.
- Text version of eblast (optional)
- Seed list (email addresses of anyone that should receive a copy of the live deployment)
- Suppression file optional but recommended (.csv or .xlsx file of email addresses of those that do not wish to receive communications from the advertiser)
- Max image file size limit: 500 KB. If HTML consists of multiple images, individual images should be no larger than 500 KB
- ➤ Outlook uses an engine that has a 1728 pixel limit for the height of images displayed in an email.
- ➤ WTWH Media recommends not using image-only emails as your HTML eblast, as these tend to load slowly or will not load at all.





Partner Promotion

Our template, your message.

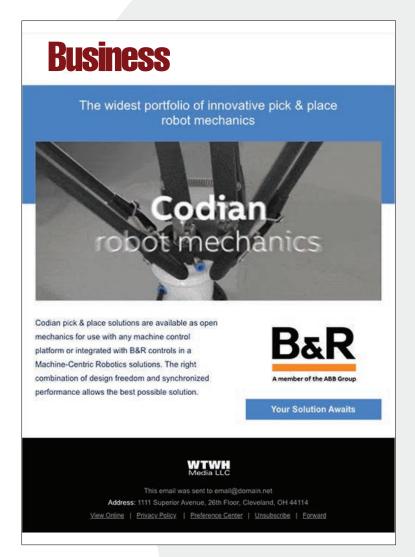
SINGLE OFFER TEMPLATE

Provide HMEB with your message and we will create an email using our branded template.

SINGLE OFFER SPECS

- Preferred subject line (recommend 70-80 characters including spaces)
- · Main Image: 650x300 static jpg or gif
- · Company logo: minimum 150 pixels wide; static jpg or gif
- · Headline: 5-10 words
- Descriptive Copy: 30-80 words
- Call-to-action (3-5 words)
- · URL or PDF file of resource
- Max image file size limit: 500 KB

\$2,250 per email distribution







Demo Day

Demo Day is a targeted, time-efficient awareness program for decision-makers to discover and connect with the latest solutions in the marketplace. The program aims to connect providers with vendors by completion of a form to express interest and potentially attend a live demo.

WTWH will manage the registration and promotion, and the sponsors will manage all communication with leads after registration. Demo Day is free to those who register. If you are a technology or solutions provider, contact us to learn more on how you can be part of Demo Day.

WTWH cannot predict nor guarantee how many registrants will attend the Demo. We strongly encourage your team to connect with interested parties prior to that date.

DELIVERABLES REQUIRED FROM SPONSOR:

- Company logo (.EPS or .PNG*/.JPG / *transparent background preferred)
- Registration Page / Dedicated Email copy a brief summary of your company, offerings, what prospective registrants will take away from your demo (500 characters max) and link to website
- Contact information this contact will receive weekly registration lists and will review all promotional materials for approval

2025 Schedule

May Demo Day Deadline: March 15

August Demo Day Deadline: June 15

Sponsorship Opportunities

Quantity (8)

\$5,000

- WTWH to host registration page & marketing promotion
- Logo on promotional materials
- 1 dedicated email blast
- List of your registrants including title, company name, and email address weekly and batch upon completion





The **HME Business Podcast**

Engage your HME prospects in a unique way by sponsoring a podcast. Each podcast creates a marketing experience for your company and offers an insider's view into the HME industry and smart business strategy. Each will feature a 20–30 minute conversation with Laurie Watanabe, editor, and a representative from your company. Topics can be legislative and regulatory, explore new provider markets or revenue streams, data solutions or what's on your CEO's mind. Also included in your podcast is a brief company marketing message.

Your podcast will be featured in an HMEB news article, marketed to our HME professional database, promoted on our website and e-Source, featured on social media and iTunes/Apple, Google Podcasts and popular podcast platforms.

Take your HMEB podcast sponsorship even further with VIEWS, a graphically engaging article bring forward the highlights of the podcast episode. This is published on to and included as a newsletter story one time around time of publication. **See VIEWS product on page 16.**

PRICING

Podcast Sponsorship **\$2,750** Series of three **\$2,500 per episode** VIEWS Additional **\$1,500**















Content Syndication

Audience Marketing | Lead Generation

Lead Generation Campaigns

Pricing starts at \$45 per lead for exclusive programs with a minimum of 100 leads. 50% payment is required up-front after review of client provided materials and on-boarding form completion. 100 leads will be sourced at a time and transmitted via email in-real time and/or through a shared Google sheet.

Content Assets

- · Choose the **type of content** you would like to promote
- Leverage **assets** that are relevant to the audience and educational

White Paper | Case Study | Infographic | On-Demand Video

Example of Content Asset Promo / Lead Collection





Dynamic content provides the personalization necessary to drive more engagement



Webinars

Engage a captive audience and generate leads.

HMEB can help deliver a webinar to educate
HMEB subscribers about your product or service,
develop a position of thought leadership and
generate leads for your sales team. The HMEB
team manages the entire process and provides
guidance on how to best position your chosen topic
with our audience.

The HMEB team will promote the webinar through our platform channels to drive subscriber registration and attendance for the webinar. You'll need to provide the slide deck and and panelists to help bring the message to life.

All webinars are recorded and emailed to all registrants, then placed online behind registration for on-demand viewing. Sponsors receive reporting URL for full attendee contact information, live and on-demand metrics and survey results, if applicable.



Packages start at \$6,000 & includes:

- · 45-minute presentation
- · 15-minute Q&A
- · 3 dedicated promotional emails
- · Contact information for all registrants
- · Recording of the live webinar
- Topic: Client determines a topic that provides maximum value to our audience 45-minute presentation
- · 3 Panelists and HMEB Moderator
- · Client-supplied slide deck and speakers





Virtual Events

HMEB virtual events feature premier speakers and insightful discussion to share the trends/practices defining the home medical equipment industry.

Some of the nation's most esteemed providers, health systems, agencies, solution providers, and academics involved in HME/DME services participate in these events.

Sponsoring one of HMEB's virtual events is an excellent way to boost your brand and/or provide thought-leadership around a particular subject.

2025 CALENDAR

Medicare Advantange Summit

APRIL 15-16, 2025

Join leading industry voices a s they share their ideas, experiences, and best practices.

- (<u>-</u>\$___

Thought-Leadership Sponsorship \$4,000

- Total event registration list including name, title, company and email address
- Logo placement on pre-event email marketing and event website
 - · Live panel speaking opportunity



Awareness Sponsorship \$2,000

- Total event registration list including name, title, company and email address
- · Logo placement on pre-event email marketing and event website





Your Message, Your Voice. Is your company looking for a way to get a consistent message out about thought leadership? We provide a simple and effective way for executives to deliver unique insights and position themselves as thought leaders in the senior housing industry.

Our VOICES product is a sponsored content opportunity to have a Q&A published to help get your company's thought leaders to share their knowledge and subject matter expertise.

The offering consists of the following:

- 6-question Q&A (prepared in advance) on a particular topic or area subject to editorial review and approval
- · Recorded interview with executive and WTWH editor
- · Client has the ability to review edited transcript
- Posted on hme-business.com website upon review and approval by both client and WTWH
- Included as one article (text ad) in newsletter
- Labeled as sponsored at start of article
- High resolution PDF copy for distribution
- Marked as sponsored in the closing text at the bottom of the article
- Company to provide interviewee headshot (sized to 600 x 600 pixels and 300 dpi) to include in the Q&A article
- Company has the ability to link back to corporate website at the bottom
- Complete editorial control rests with WTWH and must fit WTWH standard ands style formats
- Premium category takeover on website with a full concentration on the Voices brand



\$2.250 per VOICES article







WTWH VIEWS program provides a simple, cost-effective solution to promote your company's news, views, case studies, testimonials and announcements to our readers through a customized article written and published by WTWH.



WTWH will write an original article of 600–750 words based on one interview with your internal source or customer to spotlight and highlight your product or service for our audience.



Our high-touch, customized approach will result in a digital article that combines your message and our voice.

The offering consists of the following:

- One phone interview between WTWH representative and either a sponsor company representative or a sponsor customer contact
- Creation of original article content to be reviewed by sponsor and approved by WTWH as meeting WTWH editorial standards
- · Included as one article (text ad) in newsletter
- Premium takeover that excludes third party advertising
- · Labeled as sponsored at start of article
- Company to provide one image or logo for inclusion in the article, subject to WTWH specifications & approval
- High-resolution PDF of the article available to sponsor for distribution
- Company has the ability to link back to corporate website at the bottom of PDF
- · Reporting available upon request

\$2.250 per VIEWS article



2025 Live Events

medical equipment industry.



Sponsoring an HMEB event is an excellent way to bolster the value of your brand, grow your contact list, and shake hands with prospects and customers. While the facets of our sponsorship packages differ for each event and can range from speaking opportunities to cocktail receptions, all of our sponsors can expect the following:

- · Logo recognition on the marketing materials that will be distributed to our subscribers via email. HMEB website and social media
- · Logo recognition on conference signage and other onsite materials
- · Complete list of attendees to the event including title, company name and email address
- · Complimentary tickets to the event

For more details on events visit hme-business.com/events or inquire with a sales representative about specific event information.



2025 CALENDAR

FUTURE Conference

DALLAS, TX

SEPTEMBER 15-17, 2025

HME Business (HMEB) presents FUTURE, a conference where attendees will be able to learn. network and connect with HME / DME providers, manufacturers and industry professionals.

CONTINUUM Conference

NASHVILLE, TN

DECEMBER 15-16, 2025

WTWH Media brings leaders from all of its verticals together to discuss how to improve and prepare for the future of the care continuum.







hme-business.com/new-product-awards

The HME Product Award program honors outstanding product development achievement by HME manufacturers and service providers each year.

WINNERS IN EACH CATEGORY WILL RECEIVE:

- Award suitable for display
- Use of HMEB 2025 Mobility Product Award logo for promotion of each winning product(s)
- Recognition in Mobility Management marketing, promotions and social media

DEADLINES

SEPTEMBER 2025
Submissions open

NOVEMBER 2025
Submissions close

DECEMBER 2025
Winners announced

HME CATEGORIES

- · Access Auto
- · Access Home
- · Accreditation and Certification Services
- · Bath Safety
- · Beds & Support Surfaces
- $\cdot \, \mathsf{Business} \, \mathsf{Technology} \mathsf{Complete} \, \mathsf{HME} \, \mathsf{Management}$

Solutions

- $\cdot \, \mathsf{Business} \, \mathsf{Technology} \, {-\!\!\!\!\!-} \, \mathsf{Specialized} \, \mathsf{Solutions}$
- · Compression
- · Diabetic Supply
- · HME Business Services
- · Incontinence and Urology Supplies
- · Mobility Power & Manual Wheelchairs
- · Mobility Scooters
- · Mobility Smart Technology
- · Mobility Walking Aids
- · Orthopedic Products
- · Pain Management
- · Respiratory In-Home Equipment
- · Respiratory Portable Equipment
- Retail
- · Seating and Positioning
- · Sleep Resupply Items & Related Sleep Products
- \cdot Sleep Therapy Systems
- · Women's Health Products
- · Wound Care



Award Program Sponsorships





futureleaders.agingmedia.com

The HME Business (HMEB) Future Leaders Awards ("the Awards") program recognizes the next generation of leaders in the in-home care industry. In a competitive environment for talent, companies are facing an unprecedented challenge to attract, retain and grow their leaders at all levels. As a means to highlight some of these exciting individuals, HMEB has created the awards program to shine a spotlight on talent and leadership for the companies they represent. These high performing employees are the ones shaping the future of the delivery of care. Individuals can be self-nominated or by a colleague. Nominees should represent someone making a difference.

The opportunity to be the exclusive sponsor for HMEB is available for \$5,000

Contact Us

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SALES

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