

Master Data Management – A Single View of the Truth

Data collection is probably the most straightforward aspect of a data-driven business strategy, but combining many databases into an up-to-date, single view of your customers is a challenging undertaking.

Master data management (MDM) links all the critical business data of an enterprise to a single reference point. It reduces errors and helps pave the way for artificial intelligence and other technologies expected to dominate business applications in the 2020s.

Contribute to this Best Practices installment and educate our readers on how to create a master data management system, MDM tips and tricks, and the benefits that will accrue in the decade to come.

Roundtable Date: July 28, 2021

Published in Jan/Feb CRM magazine | Content Due: January 14, 2020

Also in Jan/Feb: ■ Sales and Marketing Tools That Drive Business-to-Business Quota Achievement

- Megatrends in Customer Experience
- Linking Employee and Customer Experience: Workforce Engagement Management

2021 BEST PRACTICES SCHEDULE & RATES

Standard - 1 page (750 words) \$7,500 net **Silver -** 2 pages (1,500 words) \$8,500 net

Gold - 3 pages (2,250 words) \$9,500 net **Platinum -** 4 pages (3,000 words) \$10,500 net

2021 ROUNDTABLE SCHEDULE

Participation in Webinar Roundtable - \$8,500

JANUARY/FFBRUARY ISSUE

Megatrends in Customer Experience: Near-Term Adjustments and Long-Term Structural Changes Roundtable Date: 1/20/21

Sales and Marketing Tools That Drive Business-to-Business Quota Achievement Roundtable Date: 6/30/21

Master Data Management – A Single View of the Truth
Roundtable Date: 7/28/21

Linking Employee and Customer Experience:Workforce Engagement Management *Roundtable Date: 10/27/21*

JANUARY

1/20/21 Megatrends in Customer Experience: Near-term adjustments and long-term structural changes

1/27/21 Customer Journey Analytics to Improve CX at Scale

FERRI IARY

2/10/21 Supercharging Your Contact Center With Artificial Intelligence

2/24/21 Top Data Quality Issues for a Data-Driven Decade

MARCH ISSUE

Customer Experience Management for Driving B2C Growth

Roundtable Date: 8/25/21

Customer Service in a **Smartphone** World

Roundtable Date: 12/1/21

MADOLL

3/3/2021 Identity Resolution and Authentication (New)

3/10/21 Smart IVRs for Exceptional Service October Issue

3/24/21 The Omnichannel Support Imperative

APRIL ISSUE

Designing a **Customer Engagement Center**Roundtable Date: 9/1/21

Creating a **Customer-First** Organization: Technology and People Roundtable Date: 9/15/21

APRIL

4/7/21 Workforce Optimization for More Productive Agents and More Satisfied Customers

4/21/21 Voice of the Customer Strategies and Tactics for Better Customer Insights

MAY ISSUE

The State of **Knowledge Management** in an Al World

Roundtable Date: 9/29/21

Conversational AI: The Future of Customer Service? Roundtable Date: 10/13/21

noundtable bate.

MAY

5/5/21 Virtual Contact Centers: Lessons Learned in Uncertain Times

5/19/21 Smart Field Service Management Strategies

JUNE ISSUE

2021 Contact Center Innovations — Successful Case Study Snapshots *Roundtable Date:* 11/3/21

Personalization Done Right: Using Data and Technology to Strengthen Customer Relationships Roundtable Date: 11/17/21

C-Level Leadership: Who Owns Customer Experience

Roundtable Date: 12/15/21

JUNE

6/2/21 Speech Analytics and Al: A Game-Changer for CX

6/16/21 Analytics and Business Intelligence Solutions for Challenging Times

6/30/21 Sales and Marketing Tools That Drive Business-to-Business Quota Achievement

JULY/AUGUST ISSUE

Customer Journey Analytics to Improve CX at Scale

Roundtable Date: 1/27/21

The **Omnichannel** Support Imperative Roundtable Date: 3/24/21

Supercharging Your Contact Center With Artificial Intelligence Roundtable Date: 2/10/21

Top Data Quality Issues for a Data-Driven Decade

Roundtable Date: 2/24/21

JULY

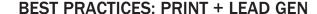
7/14/21 Transformational CX – Designing Experiences That Wow Customers

7/28/21 Master Data Management – A Single View of the Truth

AUGUST

8/11/21 I Prefer Self-Service — Don't Make Me Talk to a CSR

8/25/21 Customer Experience Management for Driving B2C Growth





CRM MAGAZINE'S BEST PRACTICES WHITE PAPER SERIES

THOUGHT LEADERSHIP & LEAD GENERATION IN ONE COMPLETE, MULTICHANNEL MARKETING PROGRAM

Impact our audience

Your sponsored essays, white papers, and case studies will be printed in a special section of CRM magazine, preceded by an introduction by our publisher, Bob Fernekees, with extensive distribution via our magazine and website, www.destinationCRM.com.

Generate leads for your sales force

- PDF requests will be driven through a registration form capturing complete contact and qualifying information.
- Leads will be distributed to all sponsors in this section via a secure link that you can access 24/7.

Enormous distribution, reach, and frequency

- Published in *CRM* magazine (21,000 subscribers)
- Inclusion in digital version of CRM magazine
- 32,000 email invitations to download a PDF of this special section (twice) you get the leads
- 1 month of homepage promotion on www.destinationCRM.com (70,000 visitors per month)
- Social media campaign on Twitter (26,500 followers), Facebook (2,729), and LinkedIn (2,766)
- Distributed on all of *CRM* magazine's social networks throughout the month
- Inclusion in all eight eWeekly newsletters (45,000 per issue 360,000 total)
- Archived on destinationCRM.com for 1 year
- Editorial and production services included copyediting, layout, and design

Your editorial topics can range from:

- Third-party white papers or white paper abstracts
- Successful customer case studies
- Your company's unique value proposition or market position
- A behind-the-scenes look at your technology solution and why it's important

ADVERTISING CONTACTS

Mountain & Pacific

Dennis Sullivan Advertising Director 203-445-9178 dennis@destinationCRM.com

Eastern & Central

Adrienne Snyder Advertising Director 201-327-2773 adrienne@destinationCRM.com



RECENT BEST PRACTICES SPONSORS























































































zendesk