http://www.vibriefing.com

WHO WE ARE

Launched in January 2010, Virtual Intelligence Briefing (VIB) provides an interactive news center about emerging technologies.

At VIB we work with startup and emerging technology companies to provide traction in the market through our sales and marketing services and comprehensive coverage of industry news and events for the IT user.

What we do best is help technology firms generate leads and awareness quickly and economically.

Did you know that 40% of emails to corporate IT/IS never gets delivered?

We get your email message DELIVERED to your best prospects.

WHAT WE DO

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EVENT SERVICES

WEBINARS

EMAIL CAMPAIGN DEMAND GENERATION

SOCIAL MEDIA BUZZ

ADVERTISING

Seminar In-A-Box
Mini Seminar
Microsite
High Value Prospects
User Group Presentations
Web Meetings & Face-to-Face Meetings

VIB Newsletter
VIB Website

HOW WE HELP

We help our clients generate leads and awareness quickly and economically with flat-fee programs (email list rental) and CPL (cost per lead programs).

Email List Rental – we distribute your email message to your best prospects and your message gets DELIVERED! We can segment your email sends to specific industries, titles, geographies and certain installed base technologies (for example to anyone who has VMware installed)

Data Purchases – looking to boost your internal database, we provide data that includes full contact information, title and email address.

Content Syndication – looking to get your white paper or other important asset (video, webinar recording) into the hands of the right people?

CPL based programs – our CPL (cost per lead) programs GUARANTEE results with only the targeted leads that you desire sent to you. Do you need an extra 200 webinar registrations? We can help - *guaranteed.*

Cloud & Virtualization Newsletter – our monthly newsletter is sent out on the second Tuesday of the month and it is sent to 100,000 IT technical influencers and decision makers. For an example, please click here to see a recent newsletter:

http://hosted.verticalresponse.com/615082/c2f2e6ef98/TEST/TEST/

OUR CLIENTS

turbonomic

UNITRENDS

NUTANIX™

rubrik

ipswitch

GOLIATH TECHNOLOGIES®
BE PROACTIVE

INFORMATION TECHNOLOGY DATABASE

CONTACT RECORD STATISTICS

Total records	1,900,000 email addreses
Full contact records	1,300,000 contacts with titles, address, phone number
Records with installed base information	570,000 Vmware, IBM, EMC, etc.

ThoughtBridge has 3 Major Media sites:

- Vibriefing.com
- Salesmarketingbriefing.com
- Fishingbriefing.com

STATES

CA	118,000
NY	70,000
TX	50,000
IA	7,000
NH	3,000

TECHNOLOGY INSTALLED BASE

VMware	340,000
Cisco	290,000
IBM Storage	200,000
Citrix XenApp	120,000

COMPANY / EMPLOYEE SIZE

10,000+	18%
1,000-10k	28%
500-1,000	26%
100-500	21%
1-100	07%
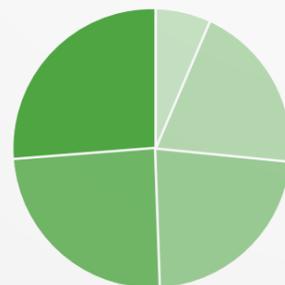
GEOGRAPHIC REACH

N. America	92%
Europe	6%
Asia Pacific	01%
All other	01%
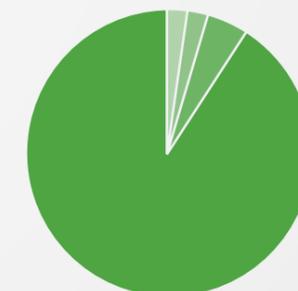
RECOMMENDATIONS

Sparks & Associates - Marketing & Communications
Sean has been a "go to" resource for our tech clients since 2006 for database development as well as lead generation programs. He offers quality contact lists at affordable prices. One of our clients closed a $500k deal from a contact in a recent database investment of only $5k thus the ROI speaks for itself. Not only does he offer quality programs but his customer service is outstanding.

Area Vice President Enterprise Sales at Marketo
Sean led our initial inside sales effort into the ISV market. Sean's skills include a unique combination of creativity, per-sistence, and the ability to leverage social networking strategies into leads.

Director of Sales and Business Development at Ciara Technologies
I've worked with Sean and his team at various start-ups and I'll keep using his service because he is worth every penny.
If you need someone to do appointment setting and you need a list to rent, look no further. He truly has a grasp of the industry and brings that to the table each and every time you engage with him.

Sr. Client Executive, Emerging Channels at Avnet Technology Solutions
Sean and his team at Virtual Intelligence Briefing provides the highest quality marketing services. I engaged with Sean to manage and deliver a customer seminar in the Boston area. He provided much more than event management - the team worked with us to understand the product offering and our ideal customer profile. With their familiarity of the IT market, they quickly and deftly matched our needs with the right target accounts. The event planning was flawless, and the result was a very successful customer event with a significant number of solid leads.

Vice President, WW Sales at DataGravity
As an early partner of EqualLogic's, Sean Shea (no relation) had the foresight and courage to buck conventional thinking within his own company and the so called industry experts who believed Fibre Channel was the only viable SAN networking technology. Further, Sean was one of the few visionaries to recognize the enormous power of EqualLogic's storage virtualization combined with VMware's server virtualization. Sean's efforts, relationships and intelligence were major components of EqualLogic's growth and success.

EXAMPLES OF OUR WORK