

Strategies to help you thrive in challenging times

Leonie May

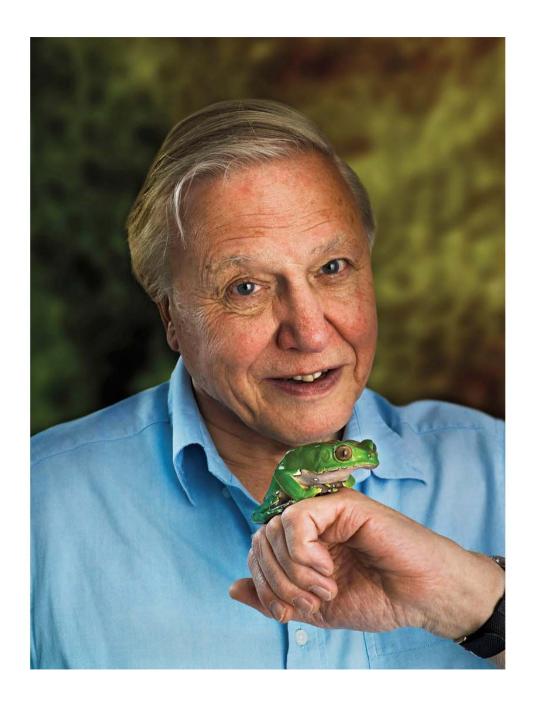
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How publishers can thrive in challenging times?

Leonie May October 2017



















Lizard







Lizard Squirrel







Lizard Squirrel Camel







Disruptors





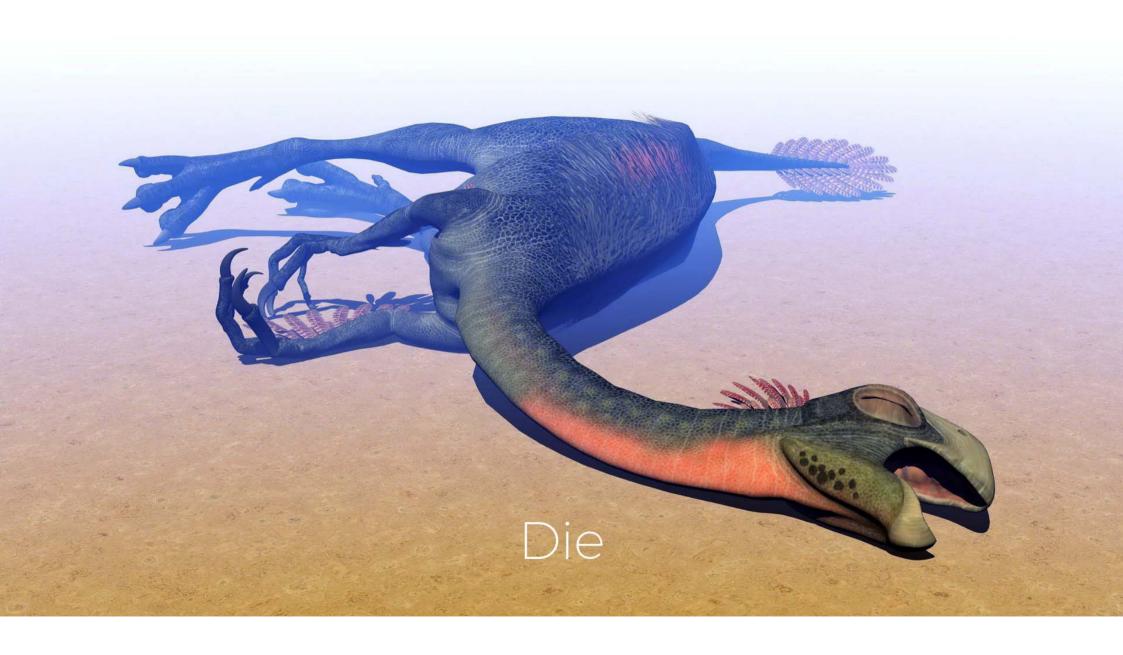


Social media



By 2021 85% of content consumed online will be via video

Cisco Visual Networking Index: Forecast and Methodology, 2016–2021

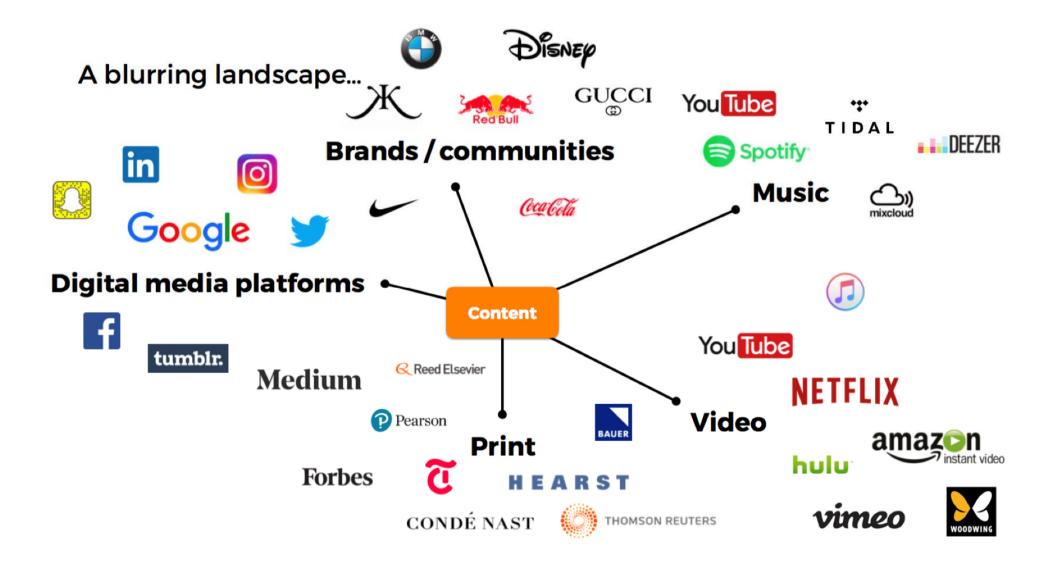


Making life easier

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Aller	光村図書出版	Allianz (ll)	HEARST	sanoma
FINNAIR		BAUER	Forbes	tamedia:

Challenge one: Increased competition

What is the difference between a media publisher and a content creator?



Red Bull® ENERGY DRINK

They are now your competitor



In 3 years: 27 Magazine titles €0 to €16 million 240 employees



"Everyday we challenge our people to change their mindset"

Rob Koghee, New Skool Media

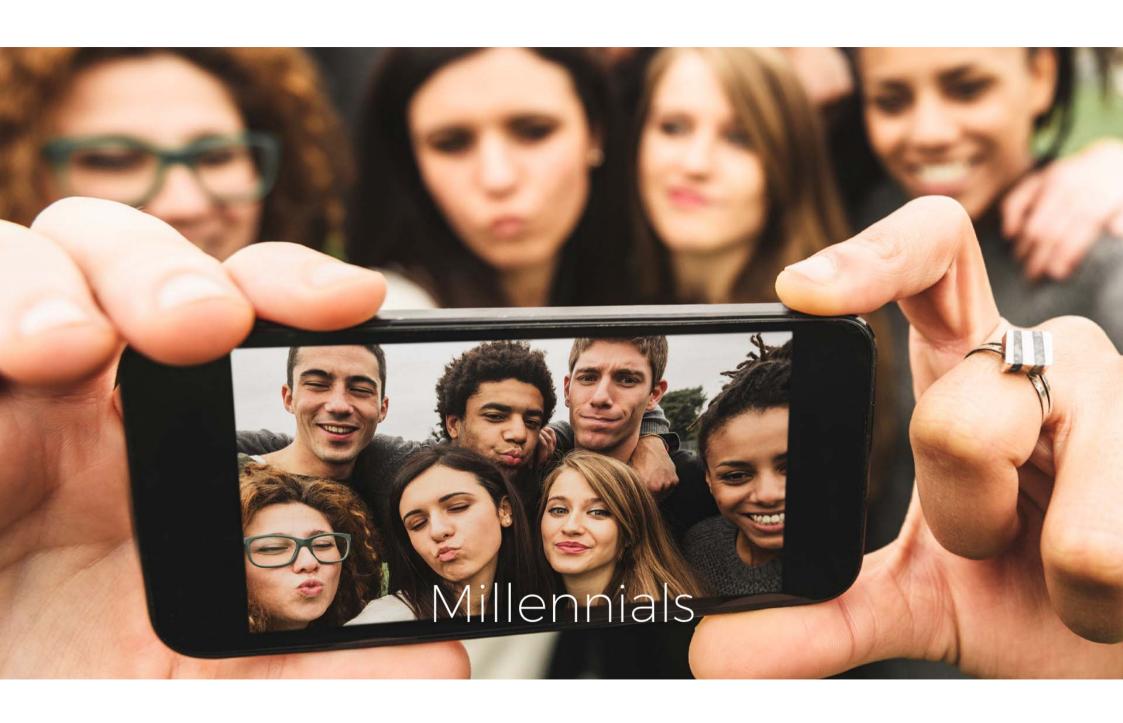






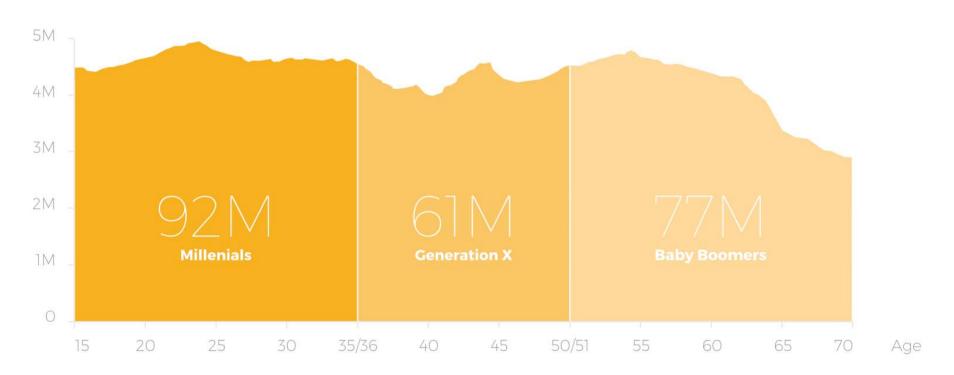
Change the way we think!

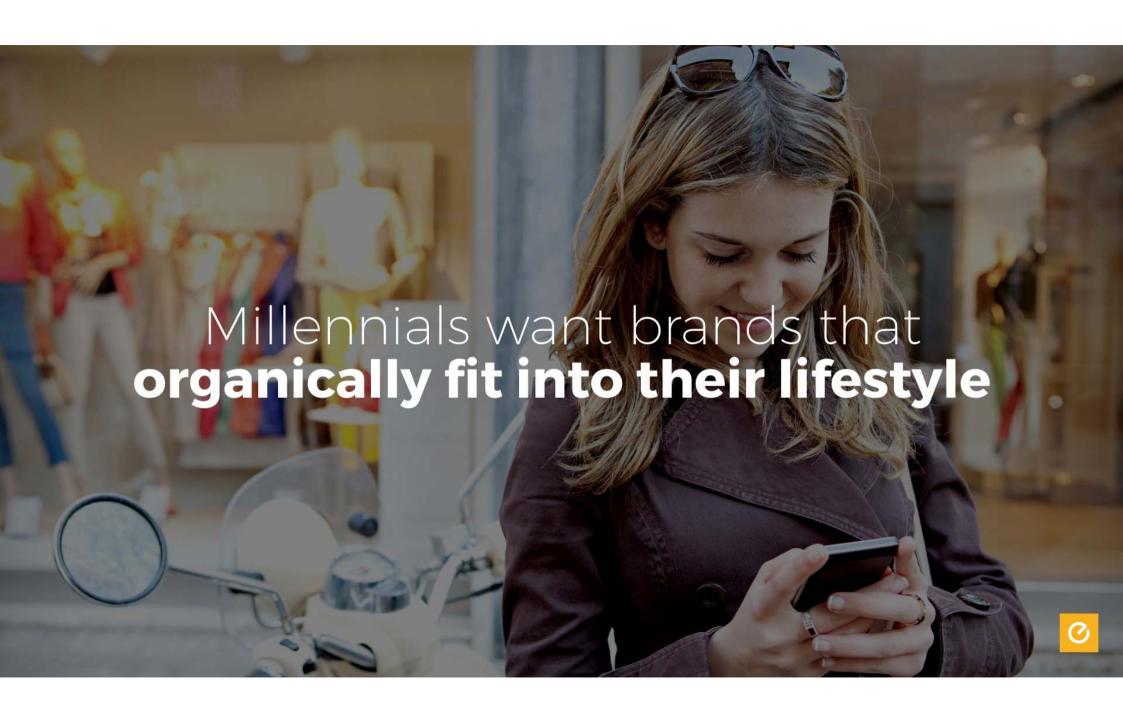
Challenge two: Change in audience behavior



The Millennial generation is the biggest in US history

Population





How Netflix adapt for their audience

- 1. Non-intrusive advertising
- 2. Provide short, sharable content
- 3. Organically fit into their audience's lifestyle

Rethink your advertising strategies



Change the way we act!

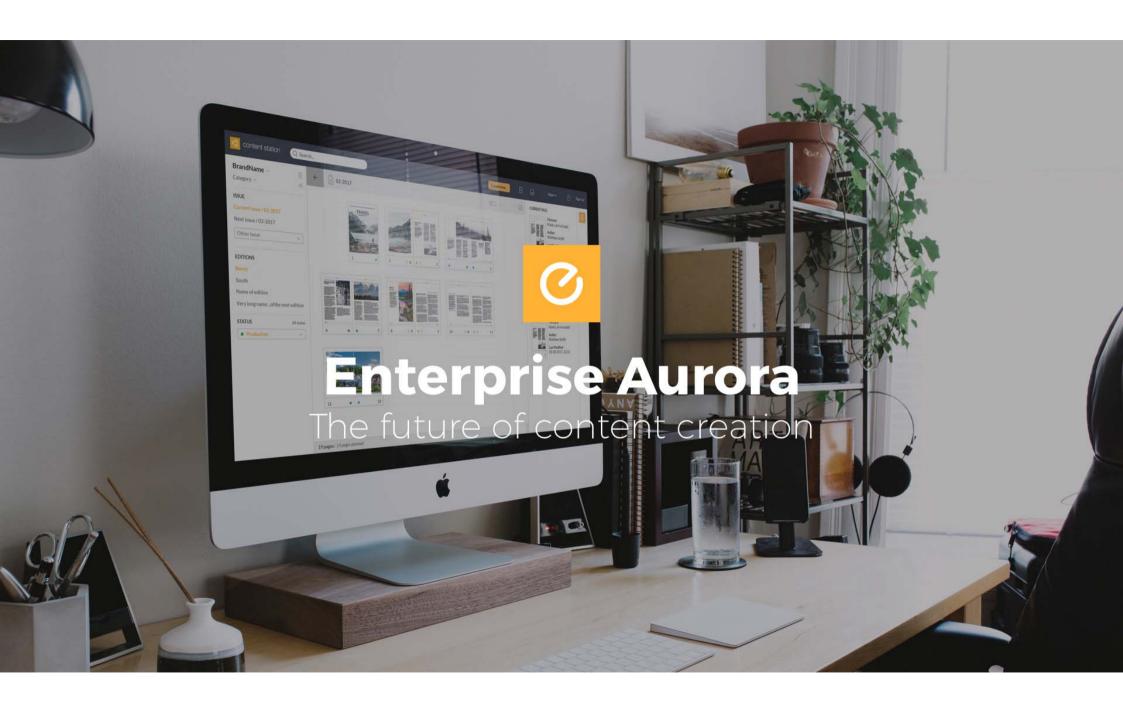
Challenge three: The way we work

Separate teams



Digital and print silos

- 1. Wastes human resources
- 2. Wastes digital assets and content
- 3. Wasting resources = wastes money





A new way of content creation

A channel neutral approach.

A simple way of working



Change the way we work!

How can you thrive in challenging times?

Take an **entrepreneurial approach**Adapt **advertising strategies**Streamline with **smart technology**







Think act work



Adapt, thrive, survive

Come and speak to me!



enterprise aurora one system endless possibilities





Leonie May Product Marketing Manager



















