How to successfully engage with TechTarget’s award-winning editorial teams
SINCE 1999, TechTarget’s editorial staff has built a network of technology-specific websites to provide valuable problem-solving and decision-support content to IT professionals and line-of-business managers. The company’s editorial mission was founded on the premise that enterprise tech buyers need definitive practical guidance and insight when implementing, researching and managing technology. We were among the first media companies in the B2B technology space that took the unique approach to build sites dedicated to targeted topical areas. These sites are run by veteran editors and journalists who create thousands of articles each year.

Every day, millions of technology professionals rely on TechTarget’s network of sites to consume news analysis; read useful tutorials, how-tos and tips; and consume in-depth features and vendor product comparisons. Our sites feature various multimedia formats, including webcasts, podcasts, videos and screencasts, as well as opportunities to interact with experts and their peers. Our unique editorial formula provides readers with independent analysis, original reporting, access to a network of industry experts and links to numerous useful resources across an editorial taxonomy of over 10,000 technology topics.

Today, TechTarget’s editorial team is comprised of more than 150 in-house editors and writers, as well as hundreds of contributors who cover myriad topics on more than 140 sites. Because of the scale and scope of our editorial organization, here are tips on how to work effectively with the TechTarget content team.

Understand the editorial mission
TechTarget was founded on the concept that buyers conduct prepurchase research on the web through organic search to navigate to the most useful and relevant source to deliver on their information need. Our reporters and editors are dedicated to delivering content that provides practical information to readers who need insights into technologies they have invested in or plan to invest in.

All TechTarget editorial content is entirely vendor-neutral, and the content on each site is tailored to a specific IT professional audience, as well as a growing line-of-business audience. We balance our tech coverage by examining not only the benefits of technologies but the downsides and the costs, how to innovate while supporting legacy systems, as well as how top vendor products compare. Taken together, the valuable information we provide our readers helps them make wiser IT buying decisions over the course of the purchase and implementation process.

Our “news you can use” strategy means our news content is always timely but includes comments from technology users, industry experts,
consultants and analysts who provide perspective for busy IT professionals. We'll fast-track major announcements to keep readers informed and up to date on breaking news, but we'll add to the story and provide the necessary context. As such, TechTarget’s editorial team strives to cover the technology industry in a fair and balanced manner. This means our editors compare technology vendors and their products to provide our readers with unbiased information about the tools they are considering. Much of our editorial content includes the pros and cons of a technology, the various options available along with feedback from analysts and technology users.

Finally, because products are the foundation to any technology implementation, our team produces product comparisons, as well as keeps track of noteworthy new product announcements.

**Our commitment to editorial integrity**

First and foremost, our commitment is to fulfill the information needs of today’s technology buyer in an unbiased and vendor-neutral way. It is also our mission to partner with technology vendors for fair, balanced and accurate coverage that is not tied to any business relationship that TechTarget may or may not have. We pride ourselves in this separation of church and state.

**Rules of engagement**

To pitch a member of our editorial staff, it’s important to understand the site you are pitching to and the intended audience of that site. Reporters receive hundreds of press releases each day. Pitches that are more specifically tailored to that site’s audience and their IT pain points will generally catch the attention of a reporter over a blast email. In addition, try to establish a relationship with the reporter and offer customer and analyst references as part of any announcement. Understand that the reporter always needs to judge your news against other news happening within a given industry. An interview does not guarantee published content. Lastly, pitches sent under “embargo” with no prior agreement regarding that embargo will not be honored.
End-User Computing & Enterprise Software and Services

This group covers end-user computing as well as a wide range of applications and software platforms that enterprises use both on premises and in the cloud. These include AI and machine learning, data governance and integration, business analytics, ERP, CRM, as well as technologies for the healthcare industry. Enterprise Software and Services also looks at customer experience technology, including sales and marketing software, social networking and collaboration, and customer analytics. Meanwhile, the group’s CIO site focuses on strategy for IT executives, as well as emerging technologies such as robotics process management, voice computing and augmented intelligence.

TEAM

Bridget Botelho: Editorial Director, News
bbotelho@techtarget.com

Kurt Cagle: Community Editor, DataScienceCentral.com
kcagle@techtarget.com

Nicole Laskowski: Senior News Director, Business Applications
nlaskowski@techtarget.com

Alyssa Provazza: Editorial Director
aprovazza@techtarget.com

Shaun Sutner: News Director, Information Management
ssutner@techtarget.com

BEAT REPORTERS

Esther Ajao: AI, NLP, machine learning, data science
eajao@techtarget.com

Eric Avidon: Business intelligence, augmented analytics, data visualization
eavidon@techtarget.com

Don Fluckinger: CRM, marketing automation, CX, sales automation
dfluckinger@techtarget.com

Makenzie Holland: Emerging tech, regulations
mholland@techtarget.com

Jim O’Donnell: SAP/ERP (manufacturing)
jimodonnell@techtarget.com

Pat Thibodeau: ERP, HCM, HR software
pthibodeau@techtarget.com
Cloud and DevOps
The group of sites in this division focuses on cloud computing deployment models, including public, private, hybrid and multi-cloud IaaS. It also covers SaaS app development and management, and PaaS tools and strategies. In addition, the group's coverage includes serverless computing; cloud-native applications; microservices; container deployments; and IT monitoring, management and automation tools. The Cloud and DevOps team also writes for application architects and IT operations pros who develop, test or optimize apps as part of Agile/DevOps teams. In addition, the team covers programming languages, citizen development, and API integration and management. This group also covers technologies such as internet of things, edge computing and more traditional on-premises data center technologies, including servers and virtualization software. Its storage team is a leader in the market, covering SANs, NAS, cloud storage, converged and hyper-converged infrastructure, primary and secondary storage, and new flash and memory media advancements.

TEAM
Bridget Botelho: Editorial Director, News
bbotelho@techtarget.com
Kristin Knapp: Editorial Director
kknapp@techtarget.com
Nicole Laskowski: Senior News Director
nlaskowski@techtarget.com

BEAT REPORTERS
Adam Armstrong: Flash technology
aarmstrong@techtarget.com
Antone Gonsalves: Cloud computing
agonsalves@techtarget.com
Tim McCarthy: Cloud storage
tmccarthy@techtarget.com
Beth Pariseau: DevOps
bpariseau@techtarget.com
Ed Scannell: Microsoft Server/Windows, Hyper-V, VMware, IBM systems
escannell@techtarget.com
Pat Thibodeau: High-performance computing
pthibodeau@techtarget.com
Networking and Security
This division covers a wide range of topics, including networking for the data center, the cloud, the campus LAN, the network edge, as well as wireless networking, network security, network virtualization, application performance management and network services. The group also covers emerging technologies that include software-defined networking, software-defined WAN, network automation, intent-based networking, AI for the network, machine learning, network analytics and 5G cellular networks.

As part of its ongoing security coverage, the team also focuses on security threats and the technologies used to thwart attacks. These include identity and access management; security management; software security; network and cloud security; security certifications and careers; risk and threat management; cryptography; security protocols; malware and other attacker tools or techniques; and security regulations, laws, industry standards and policies.

TEAM
Bridget Botelho: Editorial Director, News
bbotelho@techtarget.com
Kate Gerwig: Editorial Director
kgerwig@techtarget.com
Antone Gonsalves: News Director, Networking
agonsalves@techtarget.com
Rob Wright: Senior News Director, Security
rwright@techtarget.com

BEAT REPORTERS
Alex Culafi: Cybersecurity, blockchain,
AI in security
aculafi@techtarget.com
Michael Gleason: End-user computing/mobile
mgleason@techtarget.com
Madelaine Millar: News Writer, Networking
mmillar@techtarget.com
Shaun Nichols: Emerging infosec tech,
zero-trust security
snichols@techtarget.com
Arielle Waldman: Cybersecurity
awaldman@techtarget.com

SITES
SearchNetworking.com
SearchSecurity.com
SearchUnifiedCommunications.com
CIO and IT Channel

This group takes a higher-level view of market trends and technologies for IT leaders and channel partners. The group’s CIO site focuses on strategy for IT executives, as well as emerging technologies such as robotic process management, augmented intelligence, digital twins and quantum computing. The group's IT Channel site covers the latest trends, news and business advice for a channel partner and managed service provider audience. They cover updates to channel mergers and acquisitions, as well as business advice for service providers.

TEAM

Diann Daniel: Senior Site Editor
ddanial@techtarget.com

John Moore: Industry Editor
jmoore@techtarget.com

Linda Tucci: Editor at Large, Strategic Initiatives
ltucci@techtarget.com
International

TechTarget’s growing international editorial network brings a local focus to the biggest IT issues in key technology buying markets. Based out of London, Computer Weekly is one of the leading English-language tech publications in Europe, with an unparalleled legacy and brand recognition – it was the world’s first weekly IT newspaper, launched in 1966. Now a digital brand, Computer Weekly’s in-depth coverage of the challenges and trends facing today’s IT leaders produces content and e-zines focused on the U.K., the Nordics, Benelux, Europe, the Middle East, Southeast Asia, Australia and New Zealand. Based out of Munich, ComputerWeekly.de brings regional audience knowledge for the German-speaking market and was the first local language website under the Computer Weekly brand. Based out of Paris, LeMagIT.fr brings the same regional focus for France and is one of the most successful B2B technology sites in the country. Meanwhile, ComputerWeekly.es and ComputerWeekly.com.br provide technical insight for IT professionals in Latin America. The sites offer news and expert advice on enterprise IT management topics including data management, mobility, virtualization, storage, networks, information security, analytics, app development and CIO strategies, among other topics.

CONTACTS

Michael Eckert: ComputerWeekly.de, Editorial Director
meckert@techtarget.com

Bryan Glick: Computer Weekly, Editor in Chief and VP of international editorial
bglick@techtarget.com

Valery Marchive: LeMagIT.fr, Editor in Chief
vmarchive@techtarget.com

Lizzette Pérez Arbesú: Executive Editor for Mexico and LATAM
lperez@techtarget.com

Aaron Tan: Executive Editor for Asia-Pacific
atan@techtarget.com
Xtelligent Healthcare Media

The Xtelligent Healthcare Media editorial team produces news, features, podcasts, research and virtual events aimed at providing actionable information about the intersection of healthcare and information technology. We serve an audience of more than 400,000 healthcare executives and IT professionals who support healthcare initiatives both big and small. With the industry leaning more and more on new and emerging forms of technology, we focus on topics and trends most significantly affecting the industry’s daily operations and continued digital transformation. Our reporting efforts now extend to our weekly Healthcare Strategies podcast and quarterly Insights research reports. As a digital-first company, we are well suited to provide education and engagement opportunities that are widely accessible to our growing body of readers, viewers and listeners.

CONTACTS

Kyle S. Murphy, Ph.D.: Vice President of Editorial
kmurphy@xtelligentmedia.com

Jacqueline LaPointe: Director of Editorial
jlapointe@xtelligentmedia.com

Sara Heath: Managing Editor
sheath@xtelligentmedia.com

Kelsey Waddill: Senior Editor and Multimedia Manager
kwaddill@xtelligentmedia.com

Anuja Vaidya: Senior Editor and Special Events Lead
avaidya@xtelligentmedia.com

Alivia Kaylor: Senior Editor
akaylor@xtelligentmedia.com

Hayden Schmidt: Research Assistant
hschmidt@xtelligentmedia.com

Hannah Nelson: Assistant Editor
hnelson@xtelligentmedia.com

Jill McKeon: Assistant Editor
jmckean@xtelligentmedia.com

Samantha McGrail: Assistant Editor
smcgrail@xtelligentmedia.com

Victoria Bailey: News Writer
vbailey@xtelligentmedia.com

Sarai Rodriguez: News Writer
srodriguez@xtelligentmedia.com

Mark Melchionna: News Writer
mmelchionna@xtelligentmedia.com