THE MEASUREMENT 2014

06/08/2014

2:00-5:00pm Programmatic Buying: 101 to 800 level

Empire, 7th Floor

Something for everyone – free for ARF members!

Choose to attend tracks from "glossary field guide" to programmer level.

2:00–2:50pm What is Programmatic Buying?

Empire, 7th Floor

Ted McConnell, Principal, Ted McConnell Consulting, LLC

This primer is designed to help advertising buyers understand what programmatic is from the buyer's perspective and why and how it should be used.

3:00–3:30pm The Changing Programmatic Buying Ecosystem

Empire, 7th Floor

Alex Kantrowitz, Reporter, Ad Age

John Matthews, President & Founder, Comscient Group

A leading media analyst and marketing and technology expert discuss the current state of programmatic buying and the key considerations driving its

adoption.

3:30–3:50pm The New TV Ecosystem

Empire, 7th Floor

Brendan Kitts, Chief Scientist, PrecisionDemand

Groundbreaking research on programmatic buying of TV inventory.

4:00–4:50pm Programmatic Buying in Practice

Empire, 7th Floor

Matt Prohaska, Principal, ProhaskaConsulting.com, Former Programmatic Advertising Director, The New York Times

Preetham Mallikarjuna, SVP of Product, Simulmedia

In small group discussions, practitioners share their strategies for using programmatic buying to drive ROI.

5:30–7:00pm Kickoff Cocktails

Copacabana (268 West 47th Street)

Meet up, sync up, and get connected with speakers, the ARF Executive Leadership team and the Board of Directors; find your tribe, build your network,

and transact business. Proudly sponsored by Analytic Partners.

06/09/2014

7:00am-5:00pm	Day 1	
	Embrace the future: From programmatic buying to big data/big decisions—making it happen now.	
7:00am-7:30pm	Registration Foyer, 6th Floor	
8:15-8:45am	Next-Generation Media Planning & Buying: Integrating TV Audience Segmentations For Online Effectiveness Shubert, 6th Floor Jeff Boehme, CRO NA, Kantar Media Audiences Discover how advanced TV audience segmentations are used for TV and online planning and buying – to deliver the best of both worlds. Digital in the Mix: Successes and Failures From the ROI of Project Majestic, 6th Floor Mike Menkes, Vice President, Analytic Partners Analytic Partners will share the latest ROI trends and digital successes and Failures From the ROI of Project Majestic, 6th Floor Mike Menkes, Vice President, Analytic Partners Analytic Partners will share the latest ROI trends and digital successes and Failures From the ROI of Project Majestic, 6th Floor Mike Menkes, Vice President, Analytic Partners Analytic Partners will share the latest ROI trends and digital successes and Failures From the ROI of Project Majestic, 6th Floor Mike Menkes, Vice President, Analytic Partners Analytic Partners will share the latest ROI trends and digital successes and Failures From the ROI of Project Majestic, 6th Floor Mike Menkes, Vice President, Analytic Partners Analytic Partners will share the latest ROI trends and digital successes and Failures From the ROI of Project	cess
9:00-9:10 am	The World is Changing, The Future is Now Main Stage: Broadway Ballroom, 6th Floor Gayle Fuguitt, CEO and President, The ARF	
9:10-9:35am	Keynote: Converge = Marketing + Technology Main Stage: Broadway Ballroom, 6th Floor Bob Lord, CEO, AOL Platforms The convergence of technology, media, and creative and what it means for the future of the digital industry.	
9:35-10:00am	Narrated Winning Papers: Programmatic Into Action Main Stage: Broadway Ballroom, 6th Floor Kate Sirkin, EVP, Research, Starcom MediaVest Group ARF Call to Action: Kate Sirkin, EVP Research, Starcom MediaVest Group, leads this Programmatic In Action main stage section.	
9:35–10:00am	How to Evaluate Site Impact Main Stage: Broadway Ballroom, 6th Floor Joline McGoldrick, Research Director, Millward Brown Digital Hannah Pavalow, Research Analyst, Millward Brown Digital The relationship between perceptions of online publishers and advertising effectiveness. Identify Your Target Audience Main Stage: Broadway Ballroom, 6th Floor Roos Voorend, Methodologist, Wakoopa Jozefien Karskens, Student, Business Analytics, VU University Audience Utilizing digital footprints to identify the target audience.	Amsterdam
10:00-10:30am	Meet & Greet: Stories Told, Lessons Learned Foyer, 6th Floor Re-energize and create connections.	
10:30-10:55am	Keynote: The Age of Automation is Upon Us Main Stage: Broadway Ballroom, 6th Floor Greg Raifman, President, Rubicon Project The consumer is more accessible than ever, but on multiple devices. Inventory is perishable in 80 milliseconds. Technology enables the right the right time to the right customers.	message at
11:10am-12:00pm	Concurrent Winning Papers & Presentations: Tomorrow's Measurement Today and Big Data to Better Decisions	
	Attend any presentation per time slot to advance your action plan.	

11:10-11:30am	Geo-targeting Your Audience Manhattan, 8th Floor Andrew Douglas, VP, Marketing Science, and Managing Director, Research Consumer Insight, WebMD Measuring and predicting prevalence of health for efficiency and efficacy.	Decode Isaac Achar, Project Management and Analysis Coordinator, Social Decode Mexican character reflected in Social TV commentary around iconic television events from the US.	Evaluating Magazine Mobile App Advertising Shubert, 6th Floor James Collins, Ph.D., SVP, Research, GfK MRI Pat Pellegrini, Ph.D., EVP, Media & Entertainment, Digital Market Intelligence, GfK Magazine app exposure and consumer target data improves advertising planning and buying.	Officer, & Executive Vice President ofAnalytics, b3Intelligence New ways to validate RTB media buys and understand campaign success drivers. Presented by Research Now	Rick Bruner, VP of Research and Analytics, Specific Media John Chandler, Principal & Founder, Data Insights Elea McDonnell Feit, Assistant Professor, Marketing, Drexel University Ari Osur, Director, Product Management,
11:40am-12:00pm	Silver vs. Small Screen Advertising Manhattan, 8th Floor Doug Pulick, SVP of Strategic Insight and Analytics, NCM Ken Roberts, CEO, Forethought Research Movie screens still represent a valuable opportunity for brands to communicate to consumers.	Seeking Brand Synergy Liberty, 8th Floor Sean Merriweather, Director, Strategic Research & Analytics, Pivot Raymond Pettit, Ph.D., Chief Analytics Officer, Rentrak Branded Entertainment The difference in cognitive/emotional response between paid TV ads and brand integrations.	Big Data to Build and Refine Shubert, 6th Floor Megan Clarken, EVP, Global Product Leadership , Nielsen Paul Donato, EVP and CRO, Nielsen Improvements to audience delivery through OCR-enabled optimization.	Audience Insights: What Truly Drives Your Consumers Majestic, 6th Floor Bethany Bengtson, Client Digital Strategies Analyst, Bottlenose From interest to intent to purchase, map the emotional triggers and ripple effects unearthed across your brand's various touchpoints. Presented by Bottlenose Inc.	eBay Enterprise Marketing Solutions A deep-dive on the methodological and organizational challenges of producing high-quality ad- effectiveness research. Presented by: Facebook, Inc.
12:00–1:20pm	Lunch & Debate: Will Programmatic Swallow Main Stage: Broadway Ballroom, 6th Floor Sean Downey, Managing Director, Americas Platf Adam Gerber, Vice President, Sales Development Dave Morgan, CEO and Founder, Simulmedia Tim Spengler, President, Content Marketing & Re Lauren Wiener, President, Global Sales and Mark	All Video Advertising (a form Solutions and Innova t and Marketing, ABC Tele evenue Strategy, Clear Cha eting, Tremor Video	tions, Google evision Network annel Media and Entertair	nment	

with each other about the future of programmatic buying, and the future of the digital video and TV ad marketplaces.

Resolved: By 2020, will the majority of all video advertising in the US be bought and sold programmatically? Industry leaders go point and counter-point

1:20–1:40pm Meet & Greet: Stories Told, Lessons Learned

1:45–2:30pm 2:40–3:30pm	Foyer, 6th Floor Re-energize and create connections. Closing the Loop on TV Main Stage: Broadway Ballroom, 6th Floor Laurel Bernard, EVP, Marketing, Fox Broadcasting Company Joe Germscheid, Director of Consumer Engagement, Carmichael Lynch Dave Morgan, CEO and Founder, Simulmedia Mark Green, Managing Partner, Business Advisory Group LLC, Former SVP, Global Statistical Operations Leader, Nielsen What happens when TV advertising's sales effects can be measured and managed at the spot level? Concurrent Winning Papers & Presentations: Tomorrow's Measurement Today and Big Data to Better Decisions					
2:40-3:00pm	Attend any presentation per time slot and advance Cracking the Social Code Manhattan, 8th Floor Kevin Moeller, EVP, Head of Research, N.A., UM Heather O'Shea, VP, Research Director, UM Three key insights that impact how advertisers and agencies should move forward in their media planning and social strategy.	Are Your Ads Truly Making an Impression? Liberty, 8th Floor Tim Avila, Senior Vice	Mining Text for Real Time Marketing Shubert, 6th Floor Olesya Moosman, Research Lead, Twitter Create your own "Oreo blackout moment" every day.	Managing Director, GfK	Performance Through Mobile Native Targeting Empire, 7th Floor Maria Domoslawska, Vice President, Global Digital Strategy and Research, Research Now Sean Galligan, VP, Sales & Business Development, Flurry Kristy Vance, Ph.D., Media Insights, North America, Unilever Learn how the individually unique usage patterns of the apps we have on our mobile devices can be leveraged to impact mobile ad effectiveness and consumer	
3:10-3:30pm	Winning the Super Ad Bowl Manhattan, 8th Floor Carl Marci, Ph.D., Chairman & Chief Science Officer, Innerscope Research Khoi Vo, Senior Research Associate, Center for	Shopping with Mobile & Social Liberty, 8th Floor Jayne Dow, Director, Qualitative Research &	Social TV: Plan Media for WOM Shubert, 6th Floor Brad Fay, COO, Keller Fay Group	With Big Data, Marketers Require a New Paradigm for Analytics Majestic, 6th Floor	engagement. Neuromarketing Insight: On Mobile, ROI on Sound > ROI on Video Empire, 7th Floor	

	Ads offers model for understanding engagement.	-	Director, Universal McCann Research that demonstrates how to plan media; TV in particular, to achieve a WOM objective.	Agent-based modeling makes better use of a wider variety of data sources for attribution, forecasting, and planning across the entire marketing system. Presented by ThinkVine.	
3:40-4:00pm	From Big Data to Data Driven Marketing Main Stage: Broadway Ballroom, 6th Floor Jen Mennes, Director of Media and Public Relation Borja Perez, SVP Digital & Social Media, Telemun Yong Sung, SVP, Digital Group Client Director, Me Steven Wolfe Pereira, CMO, Datalogix Hear how a leading brand is keeping customers an	do ediaVest	chpoints.	, , , , , , , , , , , , , , , , , , , ,	
4:00–4:35pm	Narrated Winning Papers: Big Data to Better I Main Stage: Broadway Ballroom, 6th Floor Steven Wolfe Pereira, CMO, Datalogix ARF Call to Action: Steven Wolfe Pereira, CMO of		Data to Better Decisions r	nain stage section.	
4:00-4:35pm	Rise of Big Data & Fall of Significance Main Stage: Broadway Ballroom, 6th Floor Brett Gordon, Ph.D., Associate Professor, Business, Columbia Business School Jerome Shimizu, Chief Research Officer, InsightExpress We now live in a Big Data world so many of our 'small world' measurement assumptions no longer apply.	Facebook Likes: Pred Main Stage: Broadway E Steven Gittelman, Ph.D. Officer, Mktg, Inc The use of Facebook Like lack of local-level data to behaviors and outcomes	iction and Targeting Ballroom, 6th Floor , CEO-Chief Science kes to address the current o predict consumer	Driving Business Value Main Stage: Broadway B Victor Davidson, VP, Dire Research, Havas Media Used incorrectly big data	Ballroom, 6th Floor ector Analytics and
4:35–5:00pm	Now, New, Next: From Programmatic to Peop Main Stage: Broadway Ballroom, 6th Floor Eric Roza, CEO, Datalogix From addressable to accountable to the future of co				
5:00-5:10pm	Erwin Ephron Demystification Award Main Stage: Broadway Ballroom, 6th Floor				
5:10–5:15pm	Closing Send-Off, Day One ARF Call to Action Main Stage: Broadway Ballroom, 6th Floor Gayle Fuguitt, CEO and President, The ARF	1			
5:30-6:00pm	Linear Campaign Effectiveness: Tactics for M Value, and Security	laximizing Reach,	Everything You Ever V Were Too Confused to	Vanted to Know About Vo Ask	Video on Demand, But

Firefly, Millward Brown

Graeme Hutton,

Communications

Research and Insights

Damon Ragusa,

ThinkVine

Founder & Chairman,

Pranav Yadav, CEO,

Neuro-Insight US Inc.

Re-evaluating video and

Neural Decision Making, Fox School of Business, Digital, Innovations,

First integrated neuroscience study of Super Bowl Rads Jayasundera,

Temple University

Majestic, 6th Floor Shubert, 6th Floor Randy Cooke, VP of Research, NCC Media Bruce Goerlich, Chief Research Officer, Rentrak Nick Garramone, Senior Vice President, Research & eBusiness Operations, Learn about the advertising opportunities VOD affords through measurement types to tool to make buying and selling advertising more NCC Breaking away from the buying demos and day part silos that have efficient and effective. historically benchmarked media value is essential for the campaign to effectively achieve brand goals. 6:00-7:30pm **Conversation & Cocktails** Marquis Ballroom, 9th Floor Power up. Meet your tribe. Make connections that matter. Transact business. Proudly sponsored by NCC Media and Rentrak. 06/10/2014 7:00am-5:00pm Day 2 Measure what matters: From cross-platform engagement to business impact. Registration 7:00am-6:30pm Foyer, 6th Floor 8:15-8:45am From TV to Total Video: Best Practices for a Cross-Media The Connected Consumer: Content in a World on the Move **Measurement Reality** Majestic, 6th Floor Radha Subramanyam, EVP, Insights, Research & Analytics, Clear Channel Shubert, 6th Floor Manish Bhatia, Chief Revenue Officer, comScore, Inc. Media and Entertainment Americans spend 70% of their waking hours outside of their home, which Joan FitzGerald, VP Television Sales and Business Development, has significant implications for brands, advertisers and media companies. comScore, Inc. Learn how companies, such as ESPN and NBC Universal, are already And now, more than ever, it's about the connected consumer. Presented by leveraging innovative measurement to bridge the gap between linear TV Clear Channel Media & Entertainment and digital. And learn how this type of measurement can aide advertisers in finding new opportunities, not disruptions, in this ever-changing landscape. 9:00-9:10am **Fast Forward: Actions to Impact** Main Stage: Broadway Ballroom, 6th Floor Gayle Fuguitt, CEO and President, The ARF The Measurement Mandate – The State of Play 9:10-9:35am Main Stage: Broadway Ballroom, 6th Floor Bob Liodice, President & CEO, Association of National Advertisers, Inc. Nancy Hill, President & CEO, 4As George Ivie, Executive Director, Media Rating Council, Inc. Gayle Fuguitt, CEO and President, The ARF Randall Rothenberg, President & CEO, IAB Joan Lewis, Global Consumer & Market Knowledge Officer, Procter & Gamble Industry leaders share the measurement mandate challenges - the background, scope, and implications for buyers and the industry at large. The Measurement Mandate - Progress Report 9:35-10:00am Main Stage: Broadway Ballroom, 6th Floor Jane Clarke, Managing Director, Coalition for Innovative Media Measurement (CIMM)

10:00–10:45am	George Ivie, Executive D Sherrill Mane, SVP, Indu Jasper Snyder, EVP, Re Richard Zackon, Facilita Joan Lewis, Global Cons "Where's the beef?" Mea Narrated Winning Pap Main Stage: Broadway B Joan Lewis, Global Cons	Director, Media Rating Constry Services, IAB search and Innovation: Officer, Council For Research Sumer & Market Knowled Surement gurus share wers: Cross-Platform a Ballroom, 6th Floor Sumer & Market Knowled	Cross-Platform, The ARF ch Excellence dge Officer, Procter & Gam what is being done today to	ible deliver on the measurem ible		rm & The Consumer main
10:00-10:45am	stage section. Screens, Screens Everywhere Main Stage: Broadway Ballroom, 6th Floor Artie Bulgrin, SVP, Research and Analytics, ESPN Inc. Duane Varan, CEO, MediaScience With so many new screens emerging for TV, how can these platforms be used for effective advertising? Monetizing Holistic Viewer Insight Main Stage: Broadway Ballroom, 6th Floor Monetizing Holistic Viewer Insight Main Stage: Broadway Ballroom, 6th Floor Co-Founder, Vice Chairman, and Chief Research Officer, TRA Inc. David Poltrack, Chief Research Officer, CBS Corporation, President, CBS VISION Learn how the game changed observing viewing situation: social, mobile, recall, intent and purchase.			Hit or Miss: High-Definition Buying Main Stage: Broadway Ballroom, 6th Floor Kimberly Conon, Vice President, Partner, Research , Universal McCann Dino Mytides, VP, Research Partner, Universal McCann Susie Thomas, SVP, Partner, Research, Universal Lauren Moores, VP, McCann Ground-breaking findings on cross-platform activation by linking single-source exposure and consumption data (TV + PC + mobile) directly with desktop brand engagement.		
10:45-11:15am	Meet & Greet: Stories Told, Lessons Learned Foyer, 6th Floor Re-energize and create connections.					
11:15-11:40am	Keynote: Landing Insights Into Action Main Stage: Broadway Ballroom, 6th Floor Lori Hiltz, CEO, Havas Media North America Mike Donahue, EVP, Member Services, AAAA From tried and true to new methods. The role of research and analytics to meet consumers' challenges. Q&A session to follow.					
11:50am-12:40pm	Concurrent Winning Papers & Presentations: Cross-Platform, Addressability, and Business Impact					
11:50am-12:10pm	Attend any presentation Multi-Platform Takeov Manhattan, 8th Floor Joan FitzGerald, VP Tele Business Development, Optimizing engagement	er evision Sales and comScore, Inc.	Driving Data to Television Liberty, 8th Floor Helen Katz, SVP,	Business-Driven Creatives Shubert, 6th Floor Neha Bhargava, Lead, Marketing Science,	Surveys, Google, Inc.	lestones nager, Google Consumer earch to keep your finger

	platforms: TV, Internet, Smartphone, Tablet & Radio.	Starcom Mediavest Group Steve Murtos, Senior Vice President, Media Director, Starcom Mediavest Group A data-driven approach to TV in terms of quality, privacy, and measurement.			
12:20-12:40pm	One Currency to Rule Them All Manhattan, 8th Floor Rob Favre, Chief Compliance Officer & General Manager, Triton Digital Publishers and tech must unite to create and adopt a standard currency across broadcast and digital.	The Dynamics of Addressable TV Ads Liberty, 8th Floor Duane Varan, CEO, MediaScience Challenging key assumptions for addressable TV advertising, highlighting solutions going forward.	Home Entertainment	From Cookies to People: Mobile Issues for People-Based Measurement Majestic, 6th Floor David Jakubowski, Adtech & Atlas, Facebook, Inc. Recent research about how people are moving across devises and the significance for audience and ad-effectiveness measurement. Presented by Facebook, Inc.	
12:45-1:45pm	comScore Idea Exchange Lunch Main Stage: Broadway Ballroom, 6th Floor Share your insights and questions about measurir	ng what matters to drive b	-		
1:45-2:00pm	Meet & Greet: Stories Told, Lessons Learned Foyer, 6th Floor Re-energize and create connections.				
2:00–2:45pm	At Last, Long Term Ad Effectiveness Measurement, the Single Source Solution Main Stage: Broadway Ballroom, 6th Floor Jeff Doud, Director, Marketplace Analytics, Kellogg Company David Poltrack, Chief Research Officer, CBS Corporation, President, CBS VISION Leslie Wood, Chief Research Officer, Nielsen Catalina Solutions Taking the Kellogg Special K challenge, CBS and Nielsen Catalina Solutions prove that when advertising campaign's full value is measured – short and long term together – advertisers win.				
3:00-3:20pm	Concurrent Winning Papers & Presentations: Cross-Platform, Addressability, and Business Impact				
3:00-3:20pm	Attend any presentation and advance your action Creating Big Wins with Online and Trade	plan. Viewer Choice Results	sST & LT Impact of	M Marks the Spot: Mapping Audience	

	Manhattan, 8th Floor Will Bullock, Senior Researcher, Facebook, Inc. Nina Lerner, Associate Director, dunnhumby Understanding the combined impact of digital media and in-store promotions in maximizing ROI.	in Value Liberty, 8th Floor Devra Jacobs, VP, Strategic Insights & Director of Media Research, Innerscope Research, Inc. Peter Leimbach, VP, Sports Sales Research, Fox Sports Differentiate with Double Box advertising, a win- win solution for both viewers and advertisers.	Advertising creative magnifies the ROI of media – accruing as short-term sales and	Behaviors Across Mobile Majestic, 6th Floor Oana Dan, Research Manager, Measurement Science, Nielsen Gain deep insights on mobile device usage and sharing across demographics.	
3:30–4:05pm	Narrated Winning Papers: From Metrics to Bu Main Stage: Broadway Ballroom, 6th Floor ABE Call to Action: Jeffrey Graham - Global Ad B	•	ur leads this Metrics to Ru	isiness Impact main stage section	
3:30-4:05pm	Do Big TV Events Work? Main Stage: Broadway Ballroom, 6th Floor Jeff Boehme, CRO NA, Kantar Media Audiences Joe Shantz, Lead, Advanced Analytics, Millward Brown Digital Big advertisers pay big money for big TV events - and bigger data can prove if it's worth it.	Strategy Analytics, Choice Hotels International Maggie Merklin, SVP, Analytic Partners		Value of Brand Long and Short Main Stage: Broadway Ballroom, 6th Floor Daniel Hopkins, Senior Vice President & Brand Marketing Manager, Bank of America Yin Lee, Engagement Manager, Ninah A demonstration of a customized MMM methodology adopted by Bank of America.	
4:05–4:25pm	Stories From the Front Lines: Keeping Our Seat at the Decision Table Main Stage: Broadway Ballroom, 6th Floor Robert Atencio, Global VP of Consumer Insights, Pfizer Artie Bulgrin, SVP, Research and Analytics, ESPN Inc. Natasha Hritzuk, Global Director of Insights and Analytics, Microsoft Advertising Kate Sirkin, EVP, Research, Starcom MediaVest Group Brad Smallwood, Head of Insights and Measurements, Facebook, Inc. Hear tried and true strategies and tactics from industry mavens about driving decisions and making impact.				
4:25-4:40pm	Research Unplugged Main Stage: Broadway Ballroom, 6th Floor Weigh in on what you've learned and what you'll take back to the office.				
4:40-4:50pm	Closing Call to Action Main Stage: Broadway Ballroom, 6th Floor Gayle Fuguitt, CEO and President, The ARF Build your brand, make your mark!				
5:00-6:30pm	"Make Your Mark" Mentoring Event				

Manhattan, 8th Floor

Young Pros limited exclusive event. Meet industry leaders, in a series of round table discussions, who have made an impact on the insights and analytics industry, and learn how you can make your mark.