A Conversation on Al and Media

With Terry Baker and Sean King



Meet Today's Presenters



Terry Baker CEO, PandoLogic



Sean King

Executive Vice President,
Veritone One



About PandoLogic + Veritone One

PandoLogic is the leading recruitment marketing and conversational AI platform in North America and whollyowned subsidiary of Veritone, Inc. (NASDAQ: VERI). Serving the world's most recognizable brands, PandoLogic utilizes advanced AI technology to transform the future of recruiting. PandoLogic's flagship product, pandolQ, is an AI-enabled talent acquisition platform that empowers employers to reach the right candidates on the right sites for the right price. Making more than 7,000 microdecisions per minute, pandolQ automates and optimizes the complexities of job placements at scale and precision levels previously unattainable.

Veritone One is one of the world's largest audio and influencer advertising agencies specializing in performance-based media. Powered by Veritone's aiWARE, Veritone One is able to process and organize unstructured audio and video data using Albased cognitive computing. This provides clients with real-time ad verification, compliance and efficacy. We'd say it's the future of advertising – but we've been doing it for years.





Industry Leaders Utilizing Al

Forbes

The Al-powered Content Management System, Bertie.
 Provides real-time trending topics to cover for the in-house team.

The Washington Post

 Their in-house automated storytelling solution, Heliograf to vastly improve hyperlocal news coverage.

Bloomberg

 Uses a solution called Cyborg that generates thousands of articles about company earnings at the end of a quarter.

Source: State of Digital Publishing





Applying AI To Two Major Markets

•—•

- Recruitment Marketing
 - Al-Powered Programmatic Job Advertising
- Podcasts
 - Al-Generated Voice-as-a-Service



A pandolQ Story: The Media Job Board



THE EVOLUTION FROM E&P HELP WANTED CLASSIFIEDS TO THE MEDIA JOB BOARD VERTICAL POWERED BY PANDOLOGIC



THE CHALLENGE: No More E&P "Help Wanted" Ads

EDITOR & PUBLISHER MAGAZINE is known as the "bible of the newspaper industry" and has a monthly print and digital audience of over 180,000. It reaches more people in the news publishing industry than any other industry trade publication or website with the majority being management positions.

- By January 2020 the audience and revenue for Help Wanted ads that had dominated the E&P Classifieds section over the years was almost all gone.
- Consumer expectations of talent acquisition had changed fundamentally and the old model of print help wanted ads in the E&P magazine and posted on the website no longer worked.



STARTING POINT: February 2020 - 5 Help Wanted Ads

Phone: 800-887-1615

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PUBLISHER: With looking for a successful improvative publisher to lead the Journal

Record Publishing Company, a subskitlary of Bridgellower Media, located in Oktahoma

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for Oklahoma's leading source of news, energy information and events for the business community. Write a digital first organization that pixtus foot on providing our audience

in this mile, was will be expected to recovered our branch in the business community but

your primary responsibility will be to work with the sales team to achieve and second

developing ancillary revenue streams, helping with marketing collegest, and counting a

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and unamplies of writings, headlines and editing, to Publisher John Clark at

John clarkeconfermal com and Group publisher Ken Harty at Author/Groupfalbitorne/Lom.

streams. Circuit Ataybonemorrapia (Imps.com

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experience leading a solutions based sales foun

clarify and fair consideration throughout the pages of the print and digital products. Adhering to disadines is a critical part of this job opportunity as is having strong

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AREA MARKETE The Colorado Springs The Gazette Million Aces Managarto oversee the defense

prographical area. This position is part of a support system that overseas carriers, amorting dialitisary accuracy, observing wavefunce activity and physical chinitation of mempaper. The Area Manager is sequentible for prospecting and contracting locations and antioning-contractual agreements.

The idearcandidate will be self-motivated with the ability to work both independently and as a member of a learn. This position requires tenacity, consistency, good judgment, quick-decision making and solid interpersonal skills. Must have strong time management skills, including the ability to set priorities and give attention to detail

- Yalld it her's license, dependable vehicle and proof of insurance are regulated for this
- ADARLy for work as part of a fearn, will hominimal daily supervision and high degree of suffered vultice.
- Ability to problem solve, resolve boxes & complaints, demonstrate sound reasoning
- unarcha kadgment, and make decisions. Ability to repetitively stores, band and walk to obtribute recorpages. Will push and pull carb loaded with reempages; and repetitively lift recorpages bundles weighing
- Ability to work floatisk overnight hours, available at anytime as needed to include waakunds and helkbars.
- Basic computer shifts (Dical and Worl).
- 14gh school diploma or aquivalent required.

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E&P

PUBLISHER: The Mired Culty News Is correctly billing the position of Publisher to lead to

The Publisher has primary leadership responsibility for industry growth and operations with a focus on culture, sales, marketing, financial management, and a strong appreciation for high journalistic standards. The ideal condidate will have at least 3 years of experience and will be a profibe, out-going saff-moltrated, dutal oriented leader who will continually arcellance and sentral.

The careficate will display the ability to work efficiently and maintain a high level of productivity and quality, work independently and as part of a fears, communicate resolarly bulance multiple priorities; and most deadlines in a fact careed from increase preferright. The carefidate will have a proven record of creating and growing a positive.

The Minot Daily News Is an award winning daily newspaper covering local news, sports bushess, jobs and community exerts. The newspaper is published Monday through Salarday covering Minor and the sarrounding communities of Ward County, North Claids, with a circulation of 6,696 copies. Mirror is the fourth larged city in North Calona with a population of over 47 (000 people, it is the home to the Minot US Air Force bare, Minot is home to a strong Scandinavian ancestry history and home to the North Dakota State Fair overy year.

Francial on Sestamber 22, 1890 with H. C. Clotterh Leonth of the Wheeling News. Ogden Navequapiers has since grown to GI-daily newspapiers, along with a mundler of weeklies and a magazine division - drokining from New York to Fawall.

Throughout that time, the company has been controlled to excellence in journalities through sanding and leadership in our communities. Newspaper has changed over time - long gone are the days of hot lead by enabling and linetype machine - but our core values as a company have not. We hallow tocal newspapers should not over report the news of the day, but also led the stories of their communities, and of the people who live there. We take writing the first druft of history seriously.

How people consume news has changed, but our mission stays the same. Our newspa-pers have fromd new ways to sarve their communities, country robust ceitine confent. These keep all of our reacters, both print and digital, well informed and ongaged with local happenings. Our rich haritage of newspapering combined with a compare wide enmitteent to high journalistic standards, positions us to continue to upheld the values of ancellance and service for decades to come.

- Examilial Dubles and Responsibilities include the following:

 Oversee all newspaper operations with a focus on culture, sales, marketing, financial management, and high journalistic standards.
- Manage PSE to amore financial growth with ultimate responsibility for the financial health of the operation including but not limited to creating and managing the overall
- Enhance the newspaperh profites presents in the community
- Direct the ordine foolprint for the newspaper.
- Ensury both advertiser and subscriber result are met at very high levels. Develop and approfe strategies across reallings of attorns to regativities sales.
- implement effective operations through all departments to uphold the values
- Load process for to necruit, evaluate and hire-candidates, and manage disciplinary
- Other duties and responsibilities may be assigned at necessary.

- Bachelor's dagree (B. A.) from flav: year College or university; and minimum of 3 years publishing experience - A background in Advertising or Editorial a strong plus.
- Eachground and experience leading advertising or editorial depth a plus.
 Significant relevant work experience with advanced editing, writing, and procheading.
- Strong within, oral and interpenoral communication side.
- Escalant customer service skills.

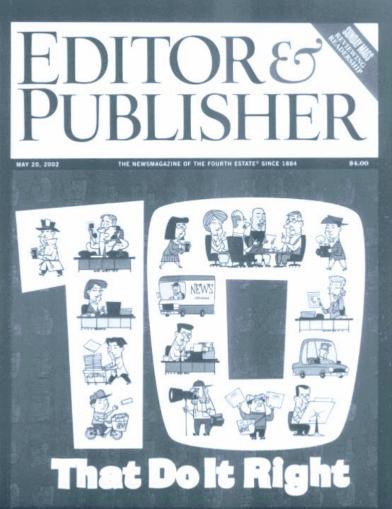
 The ability to lead and direct others to achieve or exceed organizational goals in an efficient and effective manner.

Please sand all resumes to the following contact. Michael Ciristman at



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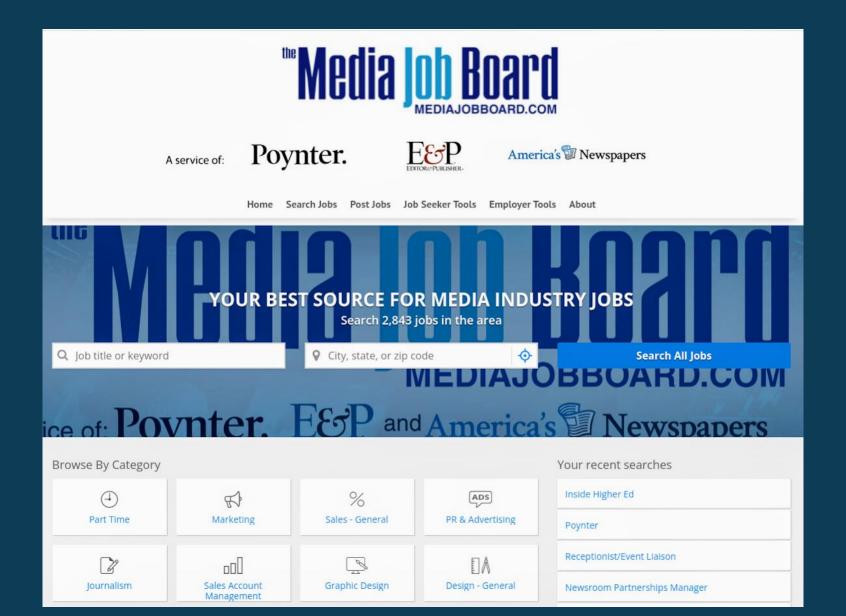
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THE SOLUTION: Media Job Board Powered By PandoLogic





Media Job Board initiative born at the 2020 New England Newspaper Convention in Boston

- E&P Publisher Mike Blinder was the keynote speaker and George Dratelis was a session speaker at the February 2020 New England Newspaper Convention in Boston where they met to discuss Mike's plans for E&P.
- Mike outlines his goal for E&P to reclaim its place as the go to resource for news media industry hiring that it had held for many years.
- George joins E&P as Director of Verticals to develop and manage the new Media
 Job Board vertical. He selects industry leader PandoLogic for their recruitment
 advertising platform and programmatic ad distribution system.
- The Poynter Institute and America's Newspapers are brought on as partners to ensure that the Media Job Board audience exposure is extensive.



WHY PICK THE MEDIA JOB BOARD PLATFORM? Big Data + Predictive Analytics + Artificial Intelligence = SUCCESSFUL HIRING!

 According to a recent survey by recruitment firm Hays, 92% of employers surveyed were seeing skills shortages that slowed their hiring and negatively affected their business.

 While Artificial Intelligence (AI) can't magically give candidates skills to fill those gaps, it can help identify and automatically target more relevant candidates that are the closest fit. And that optimism is catching on; 80% of executives believe that AI recruiting can help make their hiring process more efficient.

MEDIA JOB BOARD Programmatic Ads Automate Process

 The MEDIA JOB BOARD platform provides a robust solution that uses <u>Big Data</u>, <u>Predictive Analytics</u>, and <u>Al</u> to automate and improve everything in our recruitment process from job advertising and resume screening to applicant engagement, scheduling, and recruiting by text.

 These new tools offer us ways to help overcome the limitations and biases inherent in recruiting with automated processes that are hyper-responsive to market data, complex metrics, and even budget constraints.



MEDIA JOB BOARD A Comprehensive Career Center Solution

- The Media Job Board experienced rapid audience and revenue growth after launching at the end of 2020. In 2021 the monthly audience and revenue growth continued and the following goals set by E&P to effectively recapture market share have been met.
 - The Media Job Board has made E&P relevant again for media industry recruitment.
 - Revenue from recruitment advertising is significant and increasing after a long period of very little revenue from the lack of Help Wanted ads in the old E&P Classifieds.
 - E&P now offers best in class online recruitment tools comparable or better than major job board brands at a fraction of the cost.
 - In addition to job search functionality there is a page to browse jobs as they go live.
 - · Every monthly issue of E&P Magazine has a minimum of 30 Media Job Board ads.
 - · Media Job Board has thousands of media industry jobs as part of The Job Network.

Media Job Board Partnerships - Promotional Program

- Ongoing house ad campaign from partners Editor & Publisher, The Poynter Institute and America's Newspapers and job posting exposure to partner website audiences via widgets featuring job posting links.
- Partnership and presence on Regional Press Association websites. NENPA in the New England region is the first regional partnership.
- Featured Employer display ad widgets to drive attention to employer brands. Embeddable on 3rd party websites. Example in footer at:
- https://www.nenpa.com/job-listings
- Social sharing of job posts on multiple social media channels



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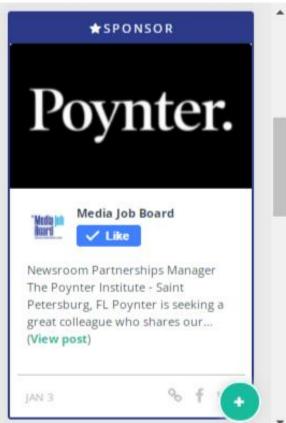
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E&P EXCLUSIVES



At the front lines, on the homefront

Christopher Jones is a former U.S. Marine turned photojournalist

and investigative reporter, whose bylines have appeared in The New York Times, Vox, Pacific Standard magazine, USA Today, The Washington Post and other outlets. Earlier this year, Jones penned a column about the press' failure to meaningfully cover extremists. Instead, he's seen national outlets

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AND Performance Boost



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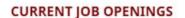
Looking for that next step in your career? Searching for that dream job?

The New England Newspaper and Press Association job bank is a great resource for finding newspaper and journalism jobs throughout New England. Job listings are updated regularly and often include open positions for journalists, editors, publishers, photojournalists, newspaper ad sales, and more. Check out some of the latest listings below.

Looking for that perfect candidate?

- NENPA members may post journalism and newspaper job openings for FREE and can also receive a complimentary 30-day job listing on Mediajobboard.com. (\$149 value)
- Non-NENPA members may post job openings for \$275 per listing.

For more information and to submit a job posting email info@nenpa.com.





For those interested in expanding their search beyond New England. Visit our partner Mediajobboard.com, where job seekers have access to national media job search functionality, and employers have access to a large database of qualified candidates.



Web Editor

Providence Business News, southern New England's leading business publication, is looking for an enterprising web editor to help us cover one of the nation's most diverse business communities.



Regain Recruitment Revenue With PandoLogic

Conclusion

E&P has a great brand and audience loyalty but despite this we would not have succeeded in launching a new recruitment vertical without the upgrade to the programmatic recruitment advertising platform powered by PandoLogic and the development and implementation of a comprehensive set of career center features.

Contact

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What is Programmatic Job Advertising?

Programmatic leverages Artificial Intelligence to buy, place, and optimize job ads in real-time, instead of your people having to negotiate pre-set prices and manually managing the process.

Simply put, intelligent automation connects users with:



The Right Candidates



For The Right

Price



On The Right **Sites**



At The Right **Time**



Automate and Optimize Job Advertising

Through AI, it's possible to source quality applicants faster, smarter, and more efficiently.

- Streamline job advertising process
- Help maximize ROI
- Target and engage the right candidates
- Provide flexibility
- o Centralize job advertising spend



PANDOLOGIC PRODUCT SUITE FOR PUBLISHERS

The Job Network

- Ad distribution on your site and our Network
- Offers the most effective method for reaching and connecting with your audience
- Designed to generate more qualified applicants with no effort



PandolQ for Your Sitewide Traffic

- Automatically drives traffic to your site for all your jobs by campaigning on publishers' sites and taking advantage of unsold or low price inventory
- Increases job volume and quality on your site
- Provides increased performance for all your buyers





PANDOIQ & Pando Select For Employers

- A fully-automated, AI-enabled, programmatic job advertising platform
- Consolidates spend into a single, performance-based Campaign– removing the need for management of multiple contracts, vendor relationships, payment schedules, and logins
- Conversational AI to drive candidate engagement and conversion























What is Al for Podcasting?

With 1.7 million actives podcasts, 48 million individual episodes, dozens of platforms and publishers, podcasting is a difficult industry to navigate. But with the power of Al, decades of performance data fuels the industry's power in countless new ways.

With 1.7 million active podcasts, advertising on podcasts has never been easier or more profitable:



71%

Of all U.S. Homes
Are Podcast Fans

Is the Brand Recall Rate for Ad Reads



Of Podcast Listeners Likely To Consider Products From Ads



The Al Advantage: Insights on Autopilot

- Automate AI-generated insights to enable fast discoverability, optimize campaigns and maximize revenue.
- Al enables the world's leading brands, broadcasters, and sports & media companies with intelligence to measure and run effective audio and influencers campaigns, quickly find clips and generate more licensing revenue with their content.



MARVEL.ai: Ethically-Created Al Voices

- Self-Serve Text-to-Speech
- Text Editor
- Clip Creation
- Managed Speech-to-Speech Service
- Translation and Transcription
- Regulated Process to Ensure and Promote Ethical Standards



A MARVEL.ai Story: "Sounds Profitable with Bryan Barletta"

- **Problem:** Audiences could not enjoy their favorite podcast in their native language.
- **Solution:** MARVEL.ai's managed service.
 - Through sophisticated translation engines, the MARVEL.ai bots created transcripts of Barletta's podcast library.
 - o Transcript was then reviewed by a language expert to ensure accuracy.

"And the result is that all three of our voices are now completely modeled for text-to-speech and speech-to-speech for us to choose how they're used. We retain all our rights, and all uniquely have access to our own voice, along with the ability to grant others permission to use them if we like." – Bryan Barletta



Thank you for your time!

For more information, please visit our websites below!





