PIONEER DIGITAL TECHNOLOGIES, INC.

In the late 1990's, Pioneer Digital Technologies (PDT) was a subsidiary of the popular consumer electronics brand, Pioneer Electronics (USA). Pioneer Digital Technologies, Inc. was a leading provider of analog and digital cable set-tops and interactive program guides (IPG) to the cable television industry. Millions of copies of its Passport navigation and application suite were deployed nationwide as the boom in personal digital video recording (DVR) demanded both software and hardware that was user-friendly and provided the tools to meet consumer appetites for diverse content and applications.

I served as the lead advertising and marketing creative (ACD) at ADK America for three divisions of Pioneer Electronics (*Pioneer Digital, Pioneer Industrial Displays and Pioneer Data Storage Solutions*). Having achieved some branding success with the cable divison, prior to it's spin-off as a stand-alone company, I was well positioned to aid the new Pioneer Digital Technologies in forging a new brand presence in the industry.

PIONEER DIGITAL TECHNOLOGIES, INC.

While Pioneer had been there since the beginning of the analog cable industry back in the 1970's, they had done little to elevate the brand profile since this was primarly a B2B industry. A little vision, a new marketing director and some creative muscle helped to launch a new Pioneer Digital Technology in the marketplace.



PIONEER DIGITAL PRESSKIT - 2000

PIONEER DIGITAL TECHNOLOGIES, INC.

While still a Pioneer branded company, Pioneer Digital Technologies was emerging from under the shadow of it's parent company, with distinct and co-branded efforts for both their hardware and software products and services. These were supported through increased advertising, collateral and tradeshow footprints.



PIONEER SOFTWARE/HARDWARE ADVERTISING - 2000

PIONEER DIGITAL TECHNOLOGIES, INC.

Prior to my work with Pioneer Digital, the relationship with a cable operator was personal, between the sales force and cable operators. As small cable operators gave way to multi-system operators like Charter, Adelphia, Cox and Time Warner those relationships waned. New, larger corporate players demanded sophisticated branded communications to compete with the likes of Motorola and Microscoft in the industry.



PIONEER DIGITAL TECHNOLOGIES, INC.

Pioneer's unique industry advantage was coming into focus as the digital entertainment focus shifted from technology to digital content. No other manufacturer in the industry made all the products that operators and consumers alike would want in their broadband digital household. Pioneer was poised with it's well-known consumer electronics and their digital cable infrastructure to capture the digital doorstep.



PIONEER "CONNECTING PEOPLE" CAMPAIGN - 2002 through 2006

PIONEER DIGITAL TECHNOLOGIES, INC.

To support this "digital doorstep" iniative, I worked with PDT on it's promotions, direct mail and tradeshow efforts. Our efforts were focused on gaining more consumer exposure to reinforce brand demand from customers to cable operators. "Pioneer has everything you need (cable dvr, software, plasma HDTV screens, gateway modems, a/v equipment) for your digital household a reality" was our mantra.



PIONEER BRANDING EXTENSIONS - 2000 through 2006

PIONEER DIGITAL TECHNOLOGIES, INC.

Part of PDT's branding strategy entailed a more significant push at major industry tradeshows. Making a greater splash at the shows with advanced animations and sophisticated presentations and graphics to garner the attention with the hot industry concepts of digital video recording, video-on-demand, more sophisticated interactive programming guides, other digital content and activity capabilities that we're arising in the market.



PIONEER TRADESHOW GRAPHICS & ANIMATIONS - 2000 to 2004

PIONEER DIGITAL TECHNOLOGIES, INC.

Whether it was a small regional cable show or CES or NCTA, the branding that we forged was instrumental in Pioneer Digital Technologies efforts to establish their hardware and software products with distinct and compelling graphical treatments that provided unique voices while, all the while, still conveying a cohesive brand presence.



PIONEER NCTA/CES TRADESHOW GRAPHICS - 2006

PIONEER DIGITAL TECHNOLOGIES, INC.

The final collateral brochure piece for Pioneer Digital Technologies represented the culmination of years of branding work to establish a unique name and position within the industry. It's expanding accordian layout, relayed synergy in both base and advanced products and application amongst their portfolio of properties.



PIONEER PASSPORT FAMILY CASCADE BROCHURE - 2006