

# VORTEX CO. CASE STUDY

How Vortex Co. used Network's  
Social Tracking Tool to Make their  
B2B Conversions Skyrocket!

## OVERVIEW

Content and engagement have been proven to B2B brands as another avenue where the phrase "If you build it, they will come" has stopped to apply. However, if you invest marketing spend, you'll get one thing for sure: lots of guesses. But we know that's not true today, so we'll fix that.

To achieve our goal of tracking highly-targeted, high-quality, and focused business Network's Sponsored Updates and Audience Discovery Targeting with our own proprietary social attribution tool.

The approach helped us reach all business-critical professionals we needed to, but also track sharing and conversions that were beyond our direct interactions with the target audience.



## APPROACH

### Testing Content was Essential

Outlining Network's Advertiser account content before to research ads for content ID and video to optimize the data points before sending them live.

### Well-Targeted Targeting

Network's premium professional targeting set us apart. It wasn't just focused on lead marketing, they will create great fit customers, increase our reach.

### Beyond Media

We made sure to optimize content for mobile, but also desktop.

### Multi-touch Social Tracking

Attribution is our old tool to track multi-touch, always helped us to find what social sharing and conversions.

## RESULTS



**42%**  
under CPA  
(cost-per-action)  
Goal



**21%**  
conversion  
rate in 2020



**162**  
conversions  
tracked across  
all interactions

## CONCLUSION

To maintain quality content and quality leads, B2B brands need access to a premium, relevant audience in which content can be tested and optimized. The bottom line is that, going forward, the ability to measure the quality of their ads, and how it contributes to the conversions they receive. BlueTag has combined their resources to help us achieve Facebook B2B conversion lead marketing and business success.

"As a Certified Ad Partner, we've seen up close how Network ads attain outstanding results for client advertising strategies. So, when we decided to run our own campaign focused on generating high quality B2B leads, adding the power of Network's Sponsored Updates to our own real-time tracking technology was a step forward for us."

- Bennett Fitzgerald Vice President, Marketing @ Vortex Co.

# Way To Starting A Blog Case Study Examples For Small Business Owners

**Jessica J Manson**



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