

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're not just throwing it out to the universe. So we know that's not true today, but how to fix it.

To achieve our goal of reaching highly-targeted, high-intent, and decision-making Network's Sponsored Updates and Audience Discovery Targeting with our own proprietary social advertising tools.

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.



"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."

- Benette Fitzgerald Vice President, Marketing @ Vortex Co.

APPROACH

Testing Content was Essential

Understanding Facebook's Advertiser sponsored content feature is essential, not just to avoid 10 ad calls to optimize the data points, but also to ensure that you

Beyond Mobile

As mobile has become the primary device for mobile, but also desktop.

Well-Targeted Targeting

Network's premium professional targeting set us apart. It wasn't just about focused on lead marketing, along with other great targeting options, it was about our reach.

Multi-channel Social Tracking

Facebook is not the only tool to track multi-channel activity beyond the first click, social sharing and more than.

RESULTS



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



21%
conversion
rate in 2020



162
conversions
tracked across
all interactions

CONCLUSION

To maximize 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 translates to the conversions they receive. BlueTag has combined their resources to help to address Facebook Ad competition and marketing and business leaders.

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RD Boyd



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