

BLUE CAP CASE STUDY

How Blue Cap used Network's Social Tracking Tool to Make their B2B Conversions Skyrocket!

OVERVIEW

Conversions and engagement have been generated for B2B brands as another channel where the phrase "If you build it, they will come" was thought to apply. Reality: If you created something great, people will just drive to it for its goodness. But we know that's not true today, not even in 2017.

To achieve our goal of reaching a highly specific target audience, we decided to combine Network's Sponsored Updates and Multicast Discovery Targeting with our own proprietary social audience tools.

This approach helped us reach the business-minded professionals we needed to, but also track sharing and conversions that went beyond any initial interactions with the original content.

"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."

- **Benetta Fitzgerald**, Vice President, Marketing @ Blue Cap

APPROACH

Testing Content was Essential

Leveraging Network's direct sponsored content feature to launch ads to our ideal B2B audience to determine the best post before sending them live.

Well-Targeted Targeting

Network's premium professional targeting let us reach 3 unique groups focused on social marketing, along with similar groups that exponentially increased our reach.

Beyond Mobile

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

Multifaceted Social Tracking

Distinctions in our ad copy to track multi-tagged activity beyond the first click, social sharing and conversions.

RESULTS



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



162
conversions tracked
across all interactions



21%
conversion rate

CONCLUSION

To maximize quality content over quality leads, B2B brands need access to a granular, relevant audience to which content can be social and directly distributed. It also means giving marketers the ability to measure the value of their ads, and how it compares to the conversions they receive. Blue Cap has combined these elements to help business-focused B2B companies see marketing and business success.

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Shu Chen Hou



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changed the goals of social connection and influence have not

Features of this unique text include the following

- Relational Societal Self boxes provide a framework for analysis of media and society
- In Theory boxes attaching theory to practice
- Learning tools and enhanced pedagogy such as Learning Objectives
- Chapter Wrap Up
- Critical Thinking Questions
- Media Sources and End of Chapter Activities
- Comprehensive Glossary of key terms
- Full color visuals capturing key trends and up to date data

Grassroots Editor, 2003

Growth Joe O'Mahoney, 2021-12-30

Nearly half of small consultancies fail within their first five years but over 250 are sold every month

How do you ensure you are in the right group

How can you successfully grow a consulting firm

How do you maximise the value of your consultancy for an exit or investment

This is the first evidence based book to tackle these questions

Based upon interviews with 72 founders who grew and sold their firms

two international surveys and a long career researching and advising consultancies

Professor Joe O Mahoney provides a detailed evidence based approach to successful growth and exit for consultancy leaders

Accessible evidence based and written by a leading expert in the field this book is essential reading for anyone looking to set up grow or sell their own consultancy business

Introduction to the Music Industry Catherine Fitterman Radbill, 2016-09-01

Introduction to the Music Industry An Entrepreneurial Approach Second Edition is an introductory textbook that offers a fresh perspective in one of the fastest changing businesses in the world today

It engages students with creative problem solving activities collaborative projects and case studies as they explore the inner workings of the music business while encouraging them to think like entrepreneurs on a path toward their own successful careers in the industry

This new edition includes a revised chapter organization with chapters streamlined to focus on topics most important to music business students while also maintaining its user friendly chapter approach

Supported by an updated companion website this book equips music business students and performance majors with the knowledge and tools to adopt and integrate entrepreneurial thinking successfully into practice and shape the future of the industry

Electronic Commerce 2018 Efraim Turban, Jon Outland, David King, Jae Kyu Lee, Ting-Peng Liang, Deborah C. Turban, 2017-10-12

This new Edition of Electronic Commerce is a complete update of the leading graduate level advanced undergraduate level textbook on the subject

Electronic commerce EC describes the manner in which transactions take place over electronic networks mostly the Internet

It is the process of electronically buying and selling goods services and information

Certain EC applications such as buying and selling stocks and airline tickets online are reaching maturity some even exceeding non Internet trades

However EC is not just about buying and selling it also is about electronically communicating collaborating and discovering information

It is about e learning e government social networks and much more

EC is having an impact on a significant portion of the world affecting businesses professions trade and of course people

The most important developments in EC since 2014 are the continuous phenomenal growth of social networks especially Facebook LinkedIn and Instagram and the trend toward conducting EC with mobile devices

Other major developments are the expansion of EC globally especially in China where you can find the world s

largest EC company Much attention is lately being given to smart commerce and the use of AI based analytics and big data to enhance the field Finally some emerging EC business models are changing industries e g the shared economy models of Uber and Airbnb The 2018 9th edition brings forth the latest trends in e commerce including smart commerce social commerce social collaboration shared economy innovations and mobility Managing Your Business in 2020 Pandemic Siddhesh Dukare,Harshal Pawar ,Vaishnavi Manchanda,Shivprakash Bansode ,Neha Pathare,2020-07-05 2020 The year which changed the way business operates for decades 2020 is the year where businesses understood the real art of crisis management It s a nightmare for all the businesses out there globally But here in our book we have bought some sets of solutions for you This is that one year which occurs in centuries for businesses for the economy which gives you the true lessons of managing your business in crisis and an idea about how to do contingency planning Even if you are a business owner or a startup or any CEO CTO CHRO CFO or wantrepreneur or just a normal citizen who wants to understand business and economy then this book is a must In this book we have included 1 Solutions for managing each and every department of your business 2 Survival strategies for your business 3 Research reports and future economic projections due to corona crisis 4 Total 3 fully ready business management frameworks exclusively inside book Must buy this book if you want to learn some of the best business crisis management lessons *Business Review Weekly* ,2008 **Computerworld** ,1997-08-11 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network Annual Editions: Marketing John E. Richardson,2005 Provides access to articles selected from the best of the public press This work includes features such as an annotated listing of selected World Wide Web sites an annotated table of contents a topic guide a general introduction brief overviews for each section a topical index and an instructor s resource guide with testing materials **Management Information Systems** Effy Oz,2004 The coverage in this edition of Management Information Systems reflects the latest advances in MIS tools and trends A wide selection of hands on practice exercises at the end of every chapter stimulates business problem solving skills and a supportingwebsite provides interactive learning opportunities **The Etude** ,1902 A monthly journal for the musician the music student and all music lovers *The New York Times Index* ,2009 *Business Periodicals Index* ,1999 **The Etude. E** ,1902 Includes music *Searcher* ,2003-07 **The Cultivator & Country Gentleman** ,1889 The farm the garden the fireside

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Table of Contents Niche Website Case Study Examples Without Paid Ads How To Improve

1. Understanding the eBook Niche Website Case Study Examples Without Paid Ads How To Improve
 - The Rise of Digital Reading Niche Website Case Study Examples Without Paid Ads How To Improve
 - Advantages of eBooks Over Traditional Books
2. Identifying Niche Website Case Study Examples Without Paid Ads How To Improve
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in a Niche Website Case Study Examples Without Paid Ads How To Improve
 - User-Friendly Interface
4. Exploring eBook Recommendations from Niche Website Case Study Examples Without Paid Ads How To Improve
 - Personalized Recommendations
 - Niche Website Case Study Examples Without Paid Ads How To Improve User Reviews and Ratings
 - Niche Website Case Study Examples Without Paid Ads How To Improve and Bestseller Lists
5. Accessing Niche Website Case Study Examples Without Paid Ads How To Improve Free and Paid eBooks
 - Niche Website Case Study Examples Without Paid Ads How To Improve Public Domain eBooks
 - Niche Website Case Study Examples Without Paid Ads How To Improve eBook Subscription Services
 - Niche Website Case Study Examples Without Paid Ads How To Improve Budget-Friendly Options

6. Navigating Niche Website Case Study Examples Without Paid Ads How To Improve eBook Formats
 - ePub, PDF, MOBI, and More
 - Niche Website Case Study Examples Without Paid Ads How To Improve Compatibility with Devices
 - Niche Website Case Study Examples Without Paid Ads How To Improve Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Niche Website Case Study Examples Without Paid Ads How To Improve
 - Highlighting and Note-Taking Niche Website Case Study Examples Without Paid Ads How To Improve
 - Interactive Elements Niche Website Case Study Examples Without Paid Ads How To Improve
8. Staying Engaged with Niche Website Case Study Examples Without Paid Ads How To Improve
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Niche Website Case Study Examples Without Paid Ads How To Improve
9. Balancing eBooks and Physical Books Niche Website Case Study Examples Without Paid Ads How To Improve
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Niche Website Case Study Examples Without Paid Ads How To Improve
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Niche Website Case Study Examples Without Paid Ads How To Improve
 - Setting Reading Goals Niche Website Case Study Examples Without Paid Ads How To Improve
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Niche Website Case Study Examples Without Paid Ads How To Improve
 - Fact-Checking eBook Content of Niche Website Case Study Examples Without Paid Ads How To Improve
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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