

AGENCY CAPABILITIES DECK 2022

ABOUT US



25 STRONG SPECIALISTS



ALL-AROUND DIGITAL SUPPORT



COMPREHENSIVE ANALYSIS



MARKETING TECHNOLOGIES



OUR MISSION



DRIVE MARTECH INDUSTRY TOWARDS TRANSPARENCY, EXPERTISE AND EFFICIENCY



WHO WE ARE | OUR TEAM IN PERSONS



OLEKSANDR ROLSKYI CEO



ALEKSEY LYAH CO-OWNER



DMYTRO SNIGIR CO-OWNER



EVHEN SHYNKARENKOCLIENT SERVICE DIRECTOR



MAXIM TERESCHENKO
HEAD OF STRATEGY
AND MEDIAPLANING

EXPERIENCE

10 years of experience in advertising, analytical, strategy and client service experience GMP Certified Trainer IAB Research Deputy Head **11 years** working with the biggest advertisers in Ukraine and worldwide

14 years of managerial experience in leading companies of digital industry

5 years in digital-marketing4 years in Customer marketing5 years in Sales service

4 years of experience in media planning and strategy

RESPONSIBILITIES

New business Team management Building processes Strategy
Successful negotiations

Processes optimization Team building

Strategy
Customer services
In-house teams management

Strategic media planning Automation Research of new tools

ACHIEVEMENTS

Development of 'Comprehensive Analysis' methodology. Successful cases with 100+ clients.

8,9 – avg. client success score Frequent speaker at the biggest industry events and author of multiple articles on ad tech Founding of the leading digital marketing agency.

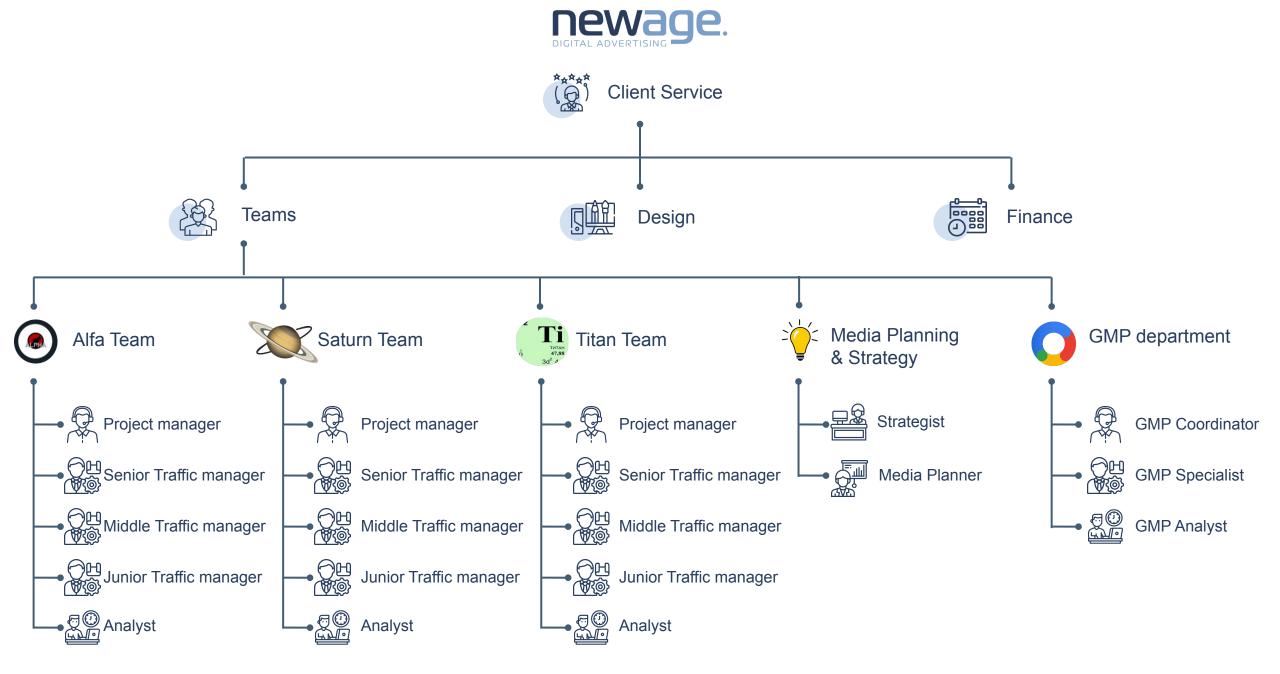
Development and implementation of 'Comprehensive Analysis' methodology.

Frequent speaker at the biggest industry events and author of multiple articles on ad tech

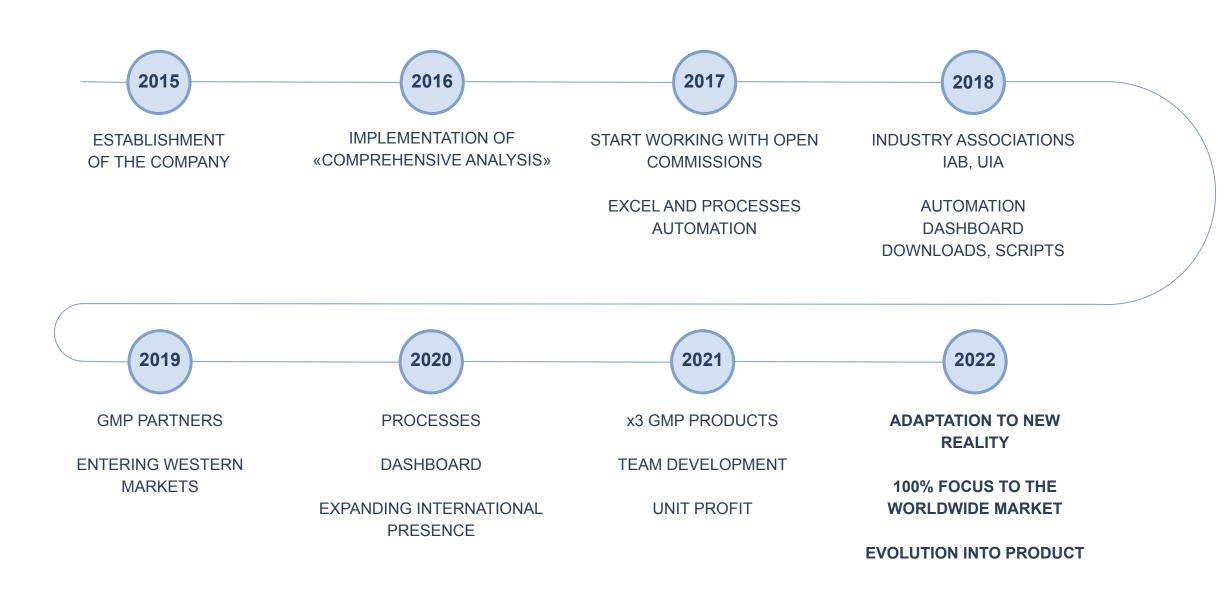
Founding of the leading digital marketing agency
Implementation of flexible team management processes and Scrum methodology.
Development and implementation of a data analysis system.

Project scaling by 320% in 3 years; Formation of a strong and maximally loyal team; Building templated analytics; Extensive experience in understanding the back end and front end of the product; Development of ad campaign strategies for the largest advertisers (Citrus, OLX, Bodo, BMW, etc.) More then 800 media plans developed

COMPANY STRUCTURE



OUR PATH



CERTIFICATES AND ACHIEVEMENTS









Display & Video 360







PREMIER 2022











facebook Analytics

GMP PARTNER CERTIFIED | since 2019



CERTIFIED SPECIALISTS

GMP CERTIFIED TRAINER















15 **C**

15 **C**

13 **C**

12 **C**

6 🗷

9 🗷

Created 200+ reports

Oleksandr Rolskyi

MARKETS THAT WE ARE WORKING ON | WORLD



BRANDS THAT TRUST US















Worldwide clients















Ukraine clients













ECOMMERCE

OTHER





shafa







BOLGRAD











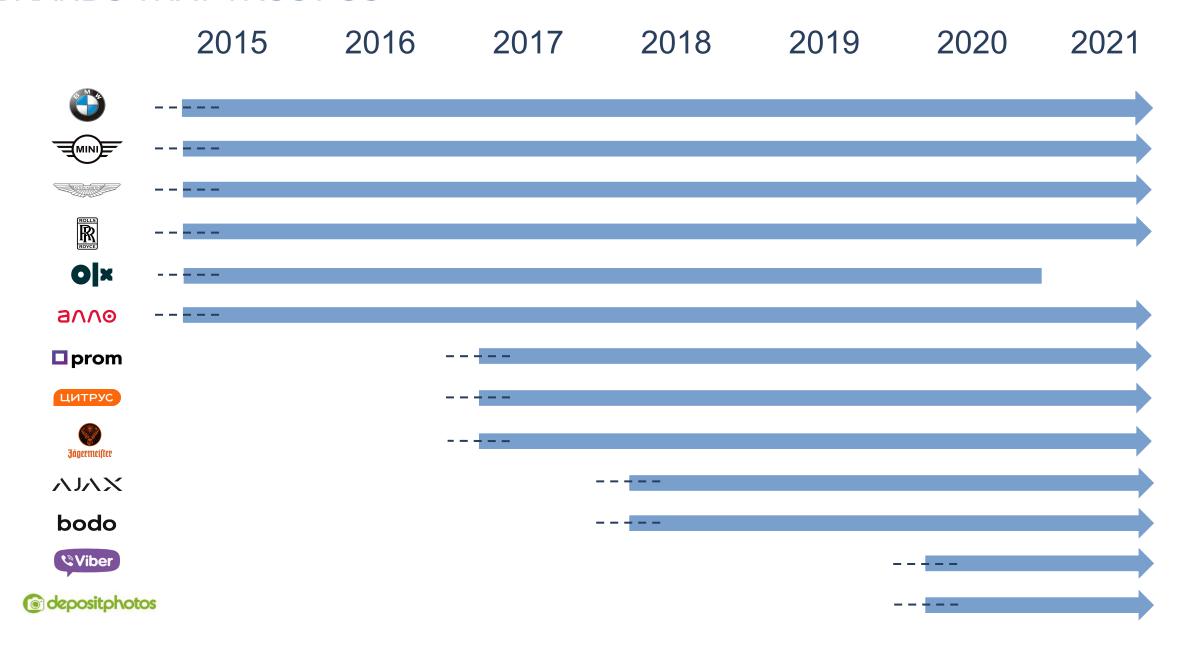




COMING SOON ...

COMING SOON ...

BRANDS THAT TRUST US



WHAT OUR CLIENT SAY ABOUT US

















PBR & ANALYTICS





AVG EFFECTIVENESS 8,5

OUR APPROACH: SERVICE AT EVERY STAGE OF THE AD CAMPAIGN

CAMPAIGN START

- Setup Analytics
- Strategy
- Planning
- Buying



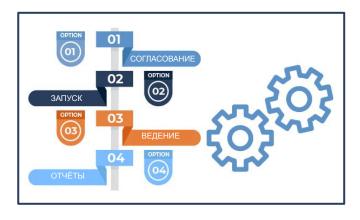
POST CAMPAIGN

- Campaign Analysis
- Search for cause-and-effect relations
- Application of experience

CAMPAIGN PROGRESS

- Comprehensive Analysis
- Dashboards creation
- Campaign optimization
- Agile-approach

OUR THING FOR PRODUCTIVE WORK







STATUS-FILES

AUTOLOAD

CHECK-LIST

ALL INFORMATION ABOUT CAMPAIGN IN 1 ONLINE DOCUMENT





ধুইট্ট Strategy and KPI



Agency fee



Project Backlog



Launch Checklist/Status



Campaign Status



Reporting



Payment Schedule



Problem points



Statistics Access



Counter Map

MORE THAN 140 PARAMETERS ARE CHECKED DURING THE CAMPAIGN

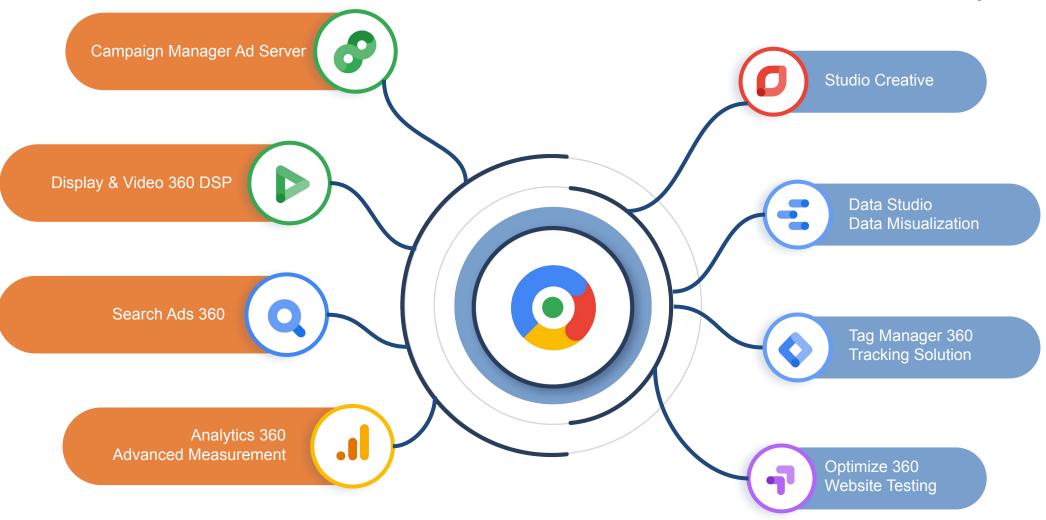
	WEEK 1	WEEK 2	WEEK 3	WEEK 4
	Google ADS DV 360 Facebook Other Tools			
Counters: Discrepancy between impression	s ar ick			
PVC conversions: Statistics on the counter				
GA statistics: Checking the number of click				
% Viewability: Out-of-plan performance acre	oss /me /			
% View: Checking % of screening vs. planne	ec 🗸 🗌 🗸			
% Invalid impressions: Check for invalid in	npre ns v			
Frequency: Check the frequency				
Check materials for errors				
Agree the structure of the Auditor with PM (s	pec in strayy)			
Prepare Online Plan and Dashboard				

⁺ more than 140 parameters...

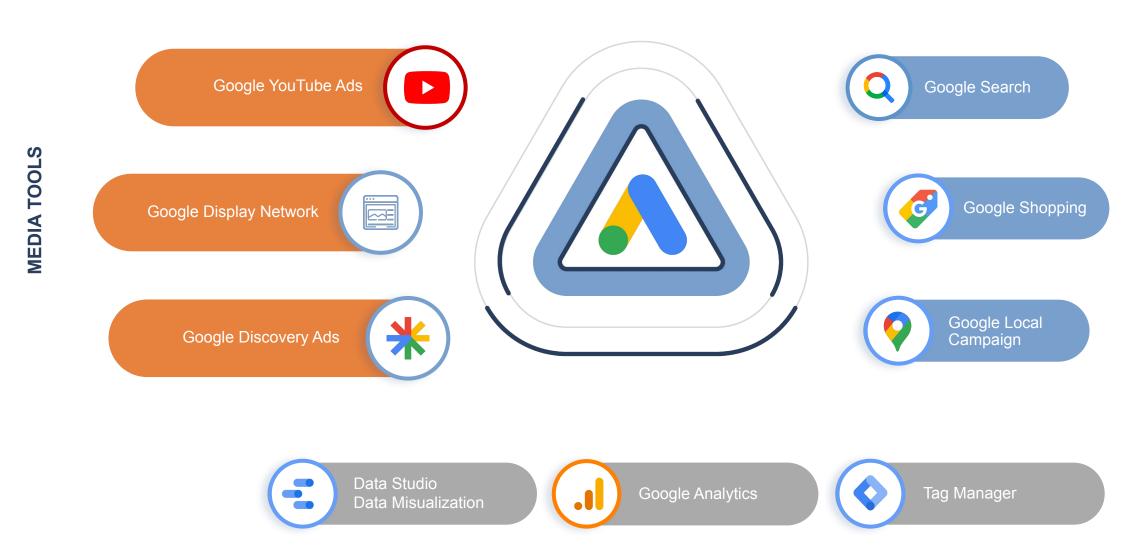
TOOLS FOR MAXIMUM PERFORMANCE

GOOGLE MARKETING PLATFORM

Ecosystem from Google Corporation, designed to achieve maximum advertising results.

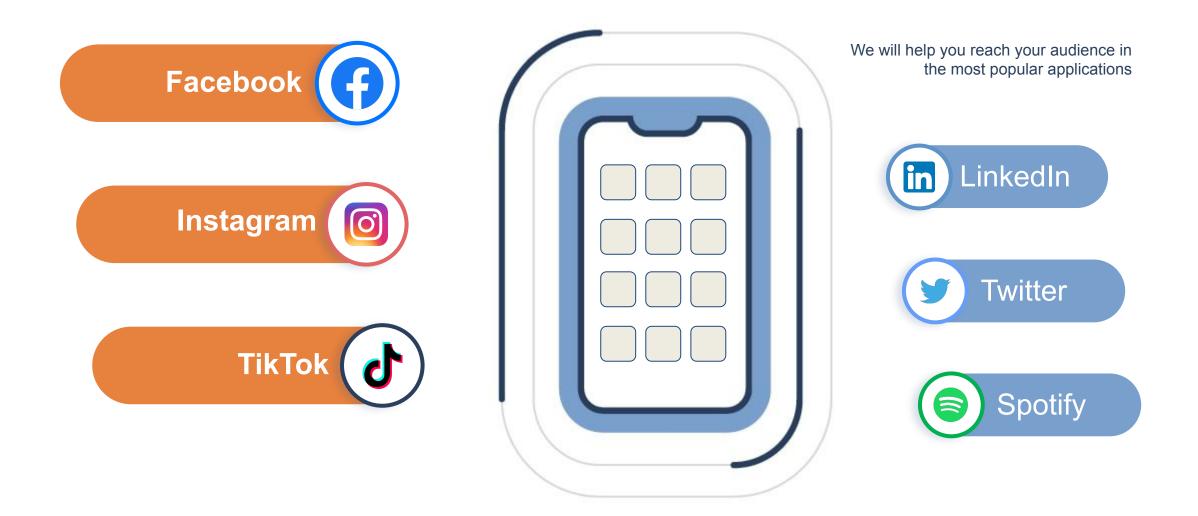


An advertising platform from Google Corporation that allows you to quickly launch advertising campaigns.



ANALYTICAL AND TRACKING TOOLS

SOCIAL ADS TOOLS

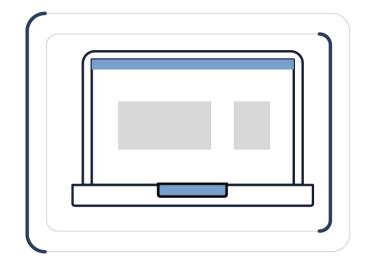


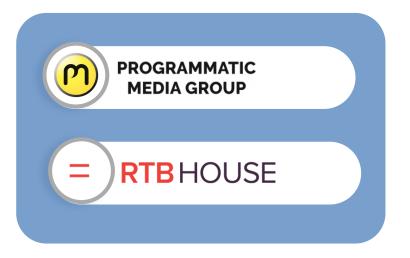
We can also offer other platforms for high-quality advertising, based on your needs and objectives!

PROGRAMMATIC ADS TOOLS

Progressive solutions and non-standard advertising formats for maximum audience coverage







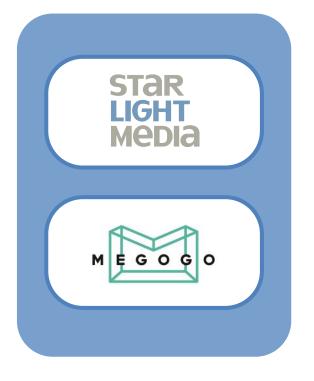
This is not the whole list of tools that we can offer you. In more detail, we will be able to select the desired split after receiving the input and goals of the advertising campaign.

DIRECT ADS (VIDEO & BANNERS)



We also have contracts with other sites that allow you to run video ads to the widest and most accessible audience in Ukraine.





Direct purchases are always more profitable than at an auction. This also allows you to learn the guaranteed volumes.

PERFORMANCE AUDIT

Years of **newage**. experience in the field of digital marketing and the presence of strong and certified specialists allow us to find non-obvious errors in the settings of various advertising tools:

Google Marketing Platform

- ✓ Campaign Manager 360;
- ✓ Display and video 360;
- ✓ Search Ads 360:
- ✓ Correctness of Floodlight transmission;
- ✓ Integration with other platforms:



- ✓ Google Search:
- ✓ Google Display Networks;
- ✓ Google Shopping Ads;
- ✓ Google Smart Campaigns;
- ✓ YouTube Video Campaigns;



- ✓ Correct installation of the script:
- ✓ UserID/ClientID transmission settings;
- ✓ Audience settings;
- ✓ Setting up events and goals;
- ✓ Integration with other platforms;





























COMPREHENSIVE ANALYSIS

COMPREHENSIVE ANALYSIS

Quality control

APPROACHES

Agile-approach



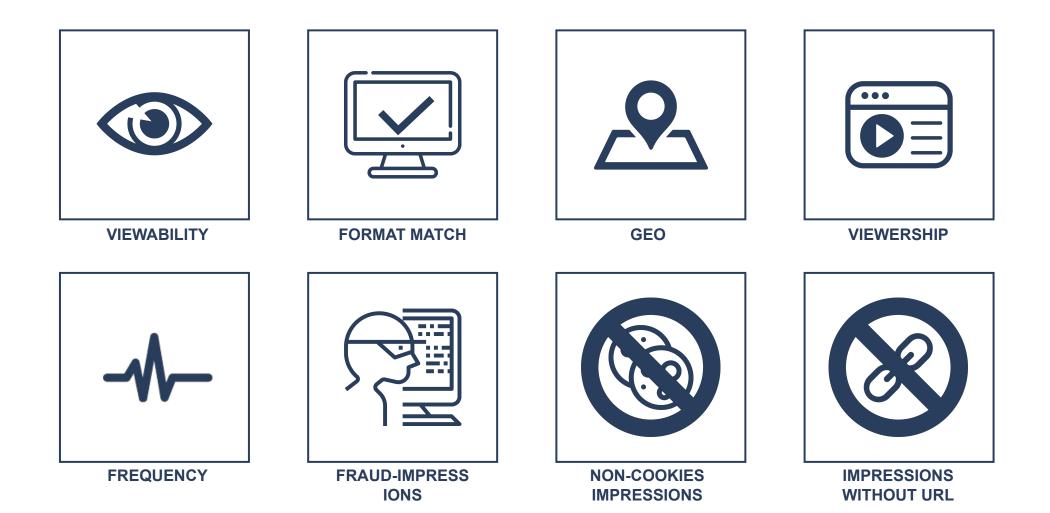


Media influence

METRICS

Response to advertising

QUALITY CONTROL



MEDIA INFLUENCE



IMPRESSIONS



BRAND LIFT



REACH / TA REACH



SHARE OF VOICE (SOV)



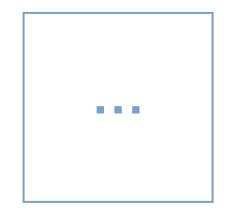
TA REACH AT FREQUENCY



INCREASE IN BRANDED SEARCHES



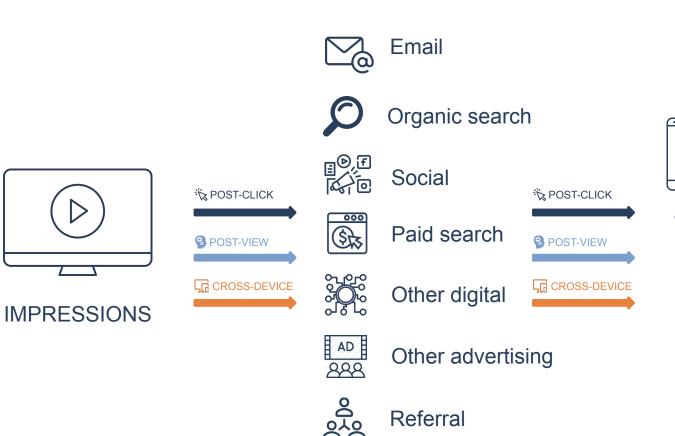
VIEWERSHIP



RESPONSE TO ADVERTISING



APP



Direct

HOW IMPORTANT POST-VIEW AND CROSS-DEVICE DATA IS



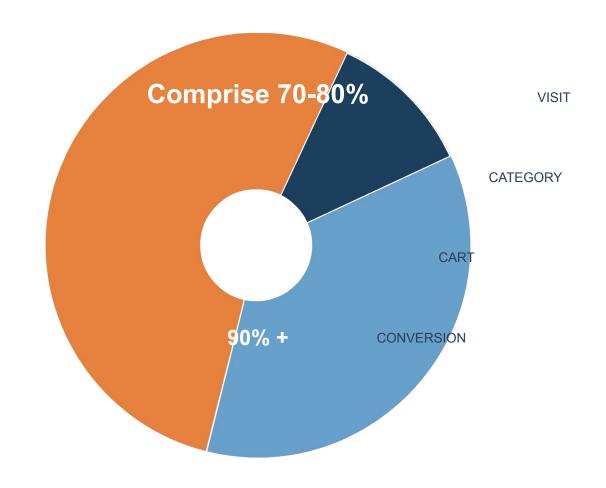
POST-CLICK



POST-VIEW



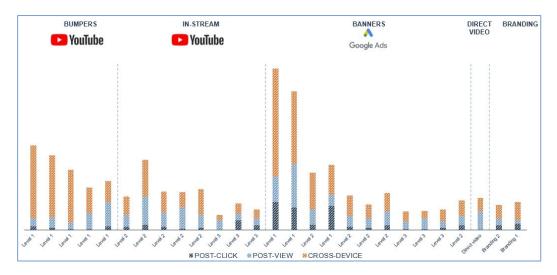
CROSS-DEVICE



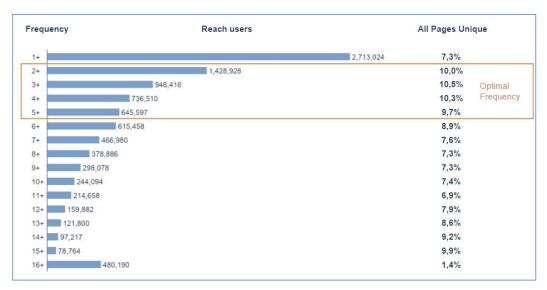
HOW WE CAN OPTIMIZE CAMPAIGNS

OPTIMIZATION FOR MULTIPLE PARAMETERS

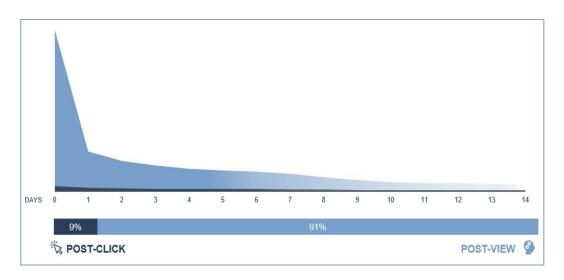
Targetings



Frequency



Time of interests



Geo

City	Reach'	Impressions	Clicks	session start	% CR all_site_unique	add to cart	% CR add_to_cart	ecommerce purchase	% CR thank_you_page
Kiev	4503945	12863811	77838	37543	0,29%	14585	0,1196	2161	0,029
Kharkiv	446760	2207135	8758	7235	0,33%	2738	0,12%	355	0,029
Odessa	390037	2011680	8116	7964	0,40%	3438	0,1796	483	0,029
Dnipropetrovsk	326127	1606154	6684	7040	0,44%	3426	0,21%	403	0,039
Lviv	408587	1530810	7154	6084	0,40%	2234	0,15%	361	0,029
Zaporizhzhya	225029	1217345	5211	6062	0,50%	3305	0,27%	333	0,039
Krivoy Rog	193076	1027738	4451	5356	0,5296	1948	0,19%	273	0,039
Vinnytsya	177612	782923	3479	3503	0,45%	1331	0,17%	181	0,029
Mykolayiv	141752	760439	3351	3327	0,44%	1216	0,16%	179	0,029
Ternopil	146221	664204	3011	2879	0,43%	889	0,13%	100	0,029
Chernivtsi	117637	594777	2557	2065	0,35%	994	0,1796	98	0,029
Sumy	115319	572709	2488	2648	0,46%	1063	0,19%	116	0,029
Poltava	109275	564522	2359	2241	0,40%	711	0,13%	128	0,029
Zhytomyr	100766	545438	2391	2020	0,37%	884	0,1696	109	0,029
Kherson	94044	522672	1968	2555	0,49%	1212	0,23%	132	0,039
Ivano-Frankivsk	100384	515266	2089	1751	0,34%	608	0,1296	72	0,019
Chernihiv	99501	492231	2144	1909	0,39%	857	0,17%	87	0,029
Rivne	91617	491635	1841	1189	0,24%	266	0,05%	38	0,019
Cherkassy	95921	483419	1919	1981	0,41%	871	0,1896	107	0,029
Lutsk	83776	450528	1844	1156	0,26%	397	0,09%	48	0,019
Kirovohrad	81839	441043	1889	2163	0,49%	806	0,1896	119	0,039
Oniprodzerzhynsk	64455	374978	1686	2069	0,55%	2000	0,53%	97	0,039
Kremenchuk	87499	364519	1731	1961	0,54%	737	0,20%	75	0,029
Bila Tserkva	63232	341 375	1385	1607	0,47%	550	0,16%	93	0.039
Donetsk	58747	335720	518	2	0.00%	0	0.00%	0	0.009

OPTIMIZATION BY TARGETING, PLACEMENTS



Client category: e-commerce

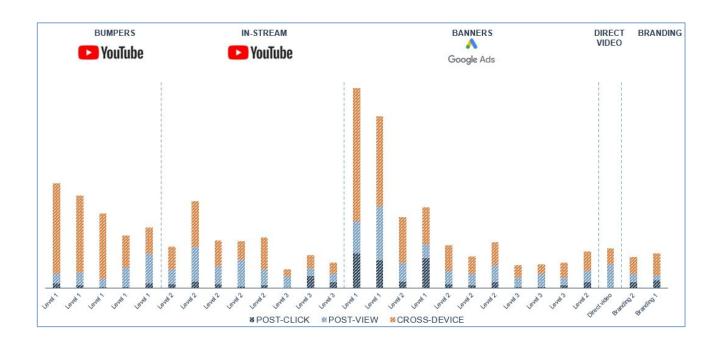
GEO: Ukraine

Tool: Video & Display Campaign

Task: Determine how display advertising affects sales. Determine the optimal audiences and segments for targeting.

The approach:

- 1. Conducted an audit of previous activity;
- Selected and segmented the most optimal audiences by model: see-think-do-care
- Set up floodlight conversions in the Campaign Manager;
- 4. Connected Comprehensive Analysis;
- 5. Conducted weekly optimization based on data on post-click, post-view and cross-view conversions.

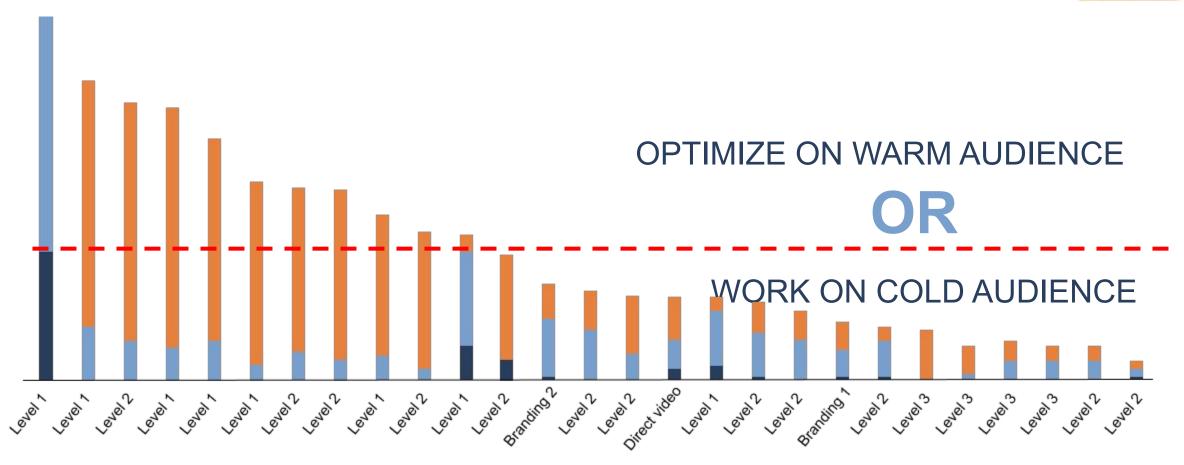


x2

By transaction during the period of our work

CLICKS BY SEGMENTS | ALL PAGES UNIQUE







OPTIMIZATION BY FREQUENCY



Client category: e-commerce

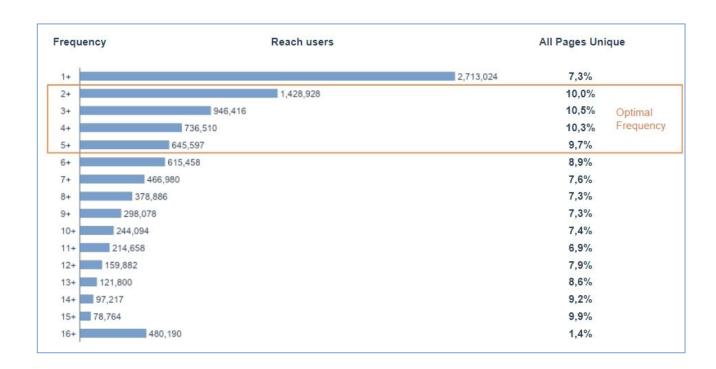
GEO: Ukraine

Tool: Video & Display Campaign

Task: Determine Effective Targetings and Frequency

The approach:

- 1. Conducted an audit of previous activity;
- 2. Selected and segmented the most optimal audiences;
- 3. Set up floodlight conversions in the Campaign Manager;
- Connected Comprehensive Analysis;
- Conducted weekly optimization based on data on post-click, post-view and cross-view conversions.



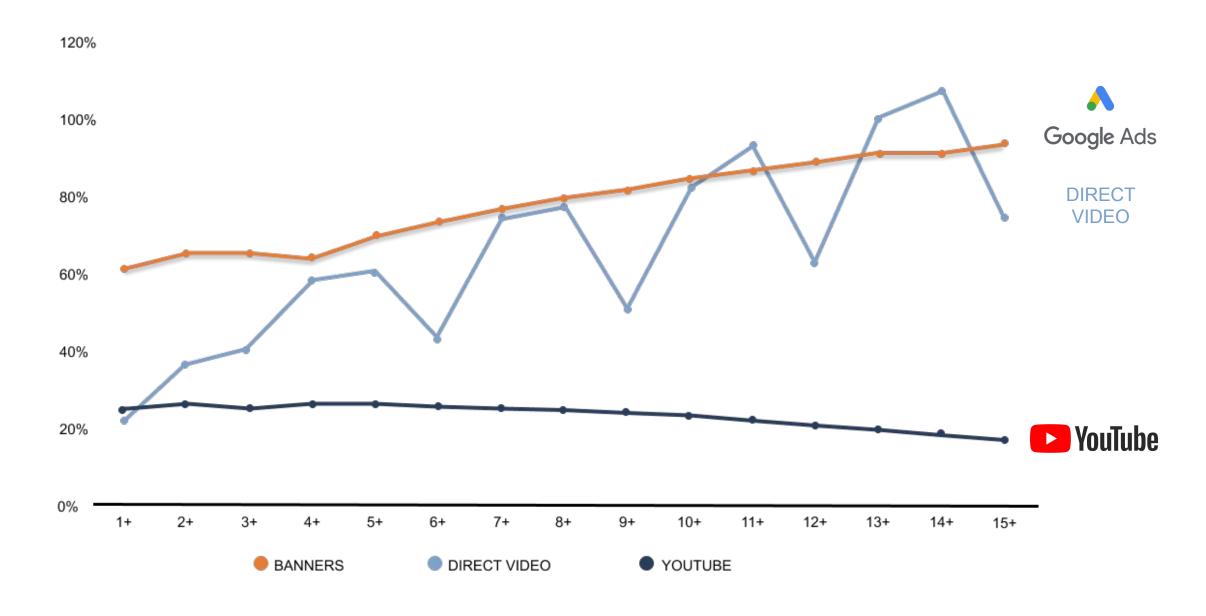
-10%

+17%

Budget savings on inefficient frequencies

%CR of **target** conversions

OPTIMAL FREQUENCY | VISITS



OPTIMIZATION BY GEO



Client category: e-commerce

GEO: Ukraine

Tool: Video & Display Campaign

Task: Determine Effective Targetings and Frequency

The approach:

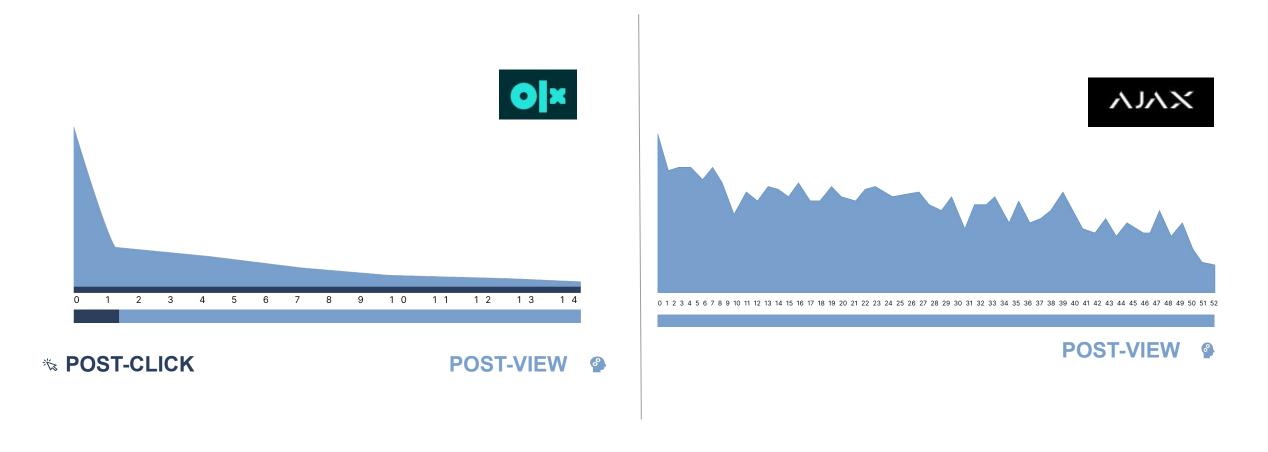
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					% CR		% CR	ecommerce	% CR
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-10%

Budget savings on inefficient frequencies

EFFICIENCY DEPENDING ON FREQUENCY



We can track time after viewing and optimize effectively thanks to this

OPTIMIZATION BY CREATIVES



Client category: e-commerce

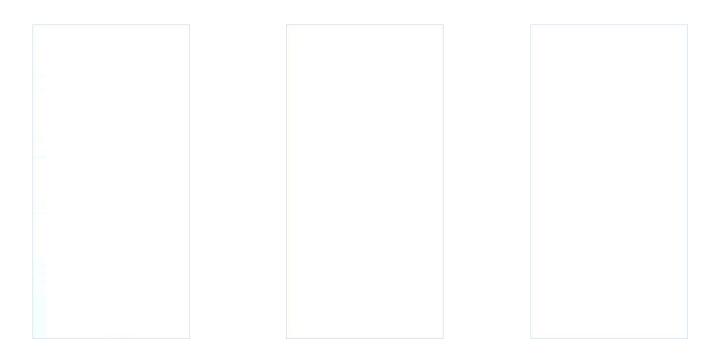
GEO: Ukraine

Tool: Video & Display Campaign

Task: Find out which creatives perform best

The approach:

- 1. Developed multiple creatives based on audiences;
- 2. Selected and segmented the most optimal audiences;
- Set up floodlight conversions in the Campaign Manager;
- Connected Comprehensive Analysis;
- Conducted weekly optimization based on data on post-click, post-view and cross-view conversions.









%CR of target conversions

DATA-DRIVEN CREATIVES

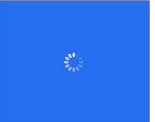
Common use cases for DDC

1 Geotargeting

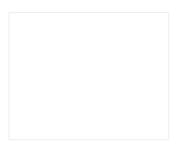
Scale creatives across regions / countries



Silve Park



3 Media Signals
(audience or context)
Creatives tailored to
multiple audience
segments



Vichy Case study



2 Scheduled Updates

Creative elements triggered by dates (start date & end date)





4 Content rotation/A/B testing

Rotation of creative elements to determine best practices

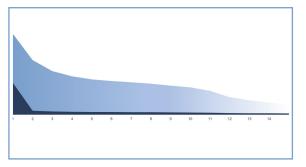






POST-CAMPAIGN ANALYSIS

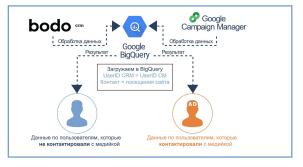
TOOLS FOR CAMPAIGNS' OPTIMISATION | POST-CAMPAIGN ANALYSIS



MEASUREMENT OF DURATION OF 'MEDIA EFFECT'

ANALYSIS OF PURCHASES
WITH FLOODLIGHT|TRANSACTION ID

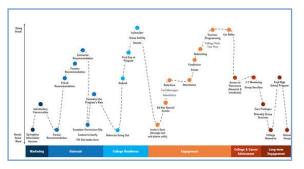




MEASUREMENT OF 'MEDIA EFFECT'
INFLUENCE ON OTHER TRAFFIC CHANNELS

ATTRIBUTION MODELING FOR DIFFERENT TOOLS



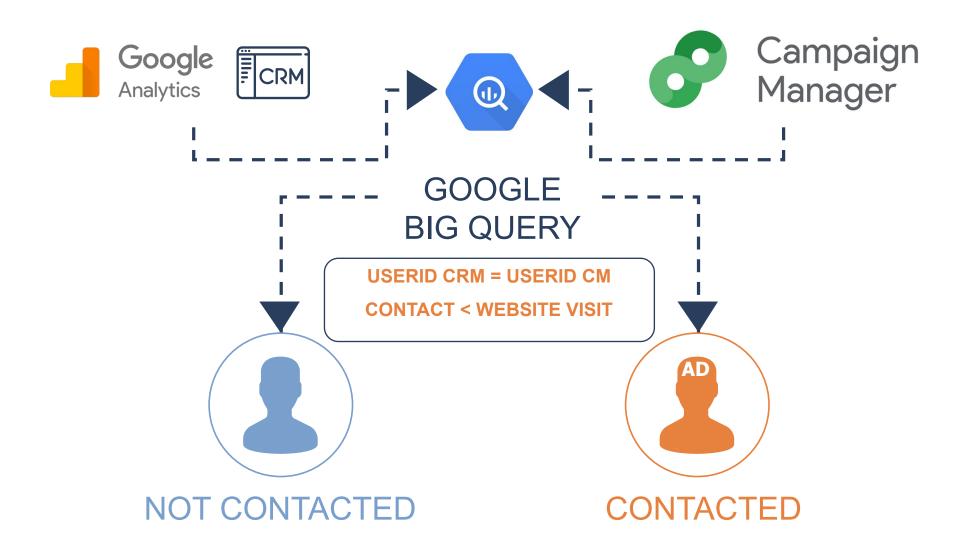


USER JOURNEY MAPPING

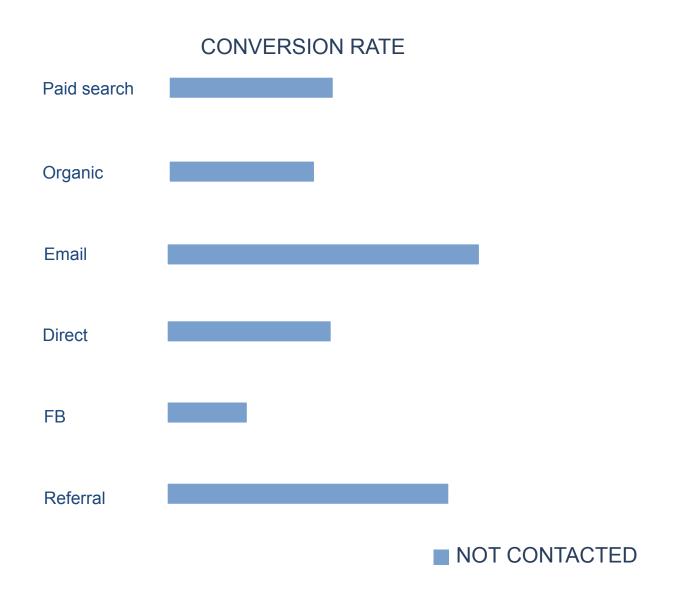
END-TO-END ANALYTICS



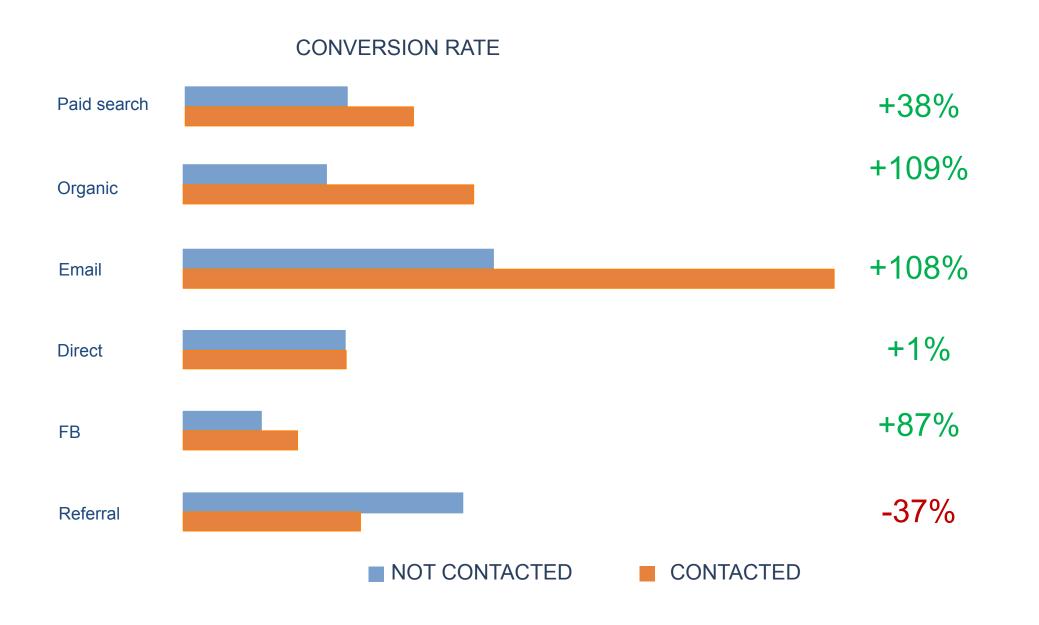
HOW DISPLAY ADS AFFECT OTHER TRAFFIC SOURCES





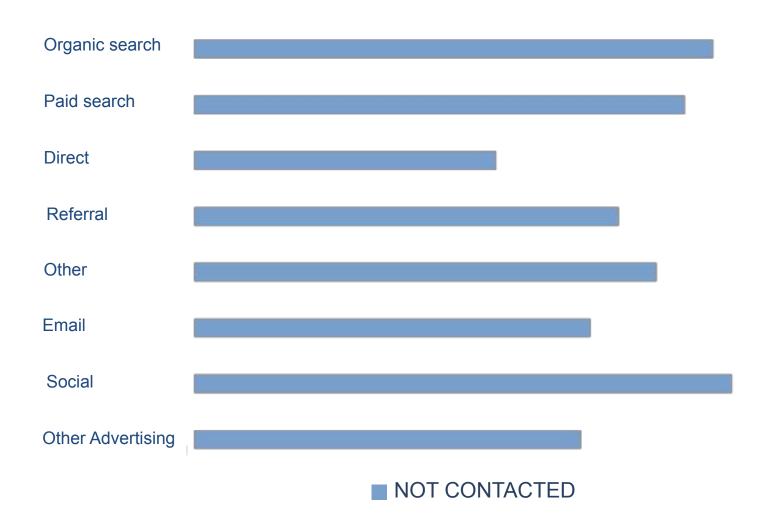






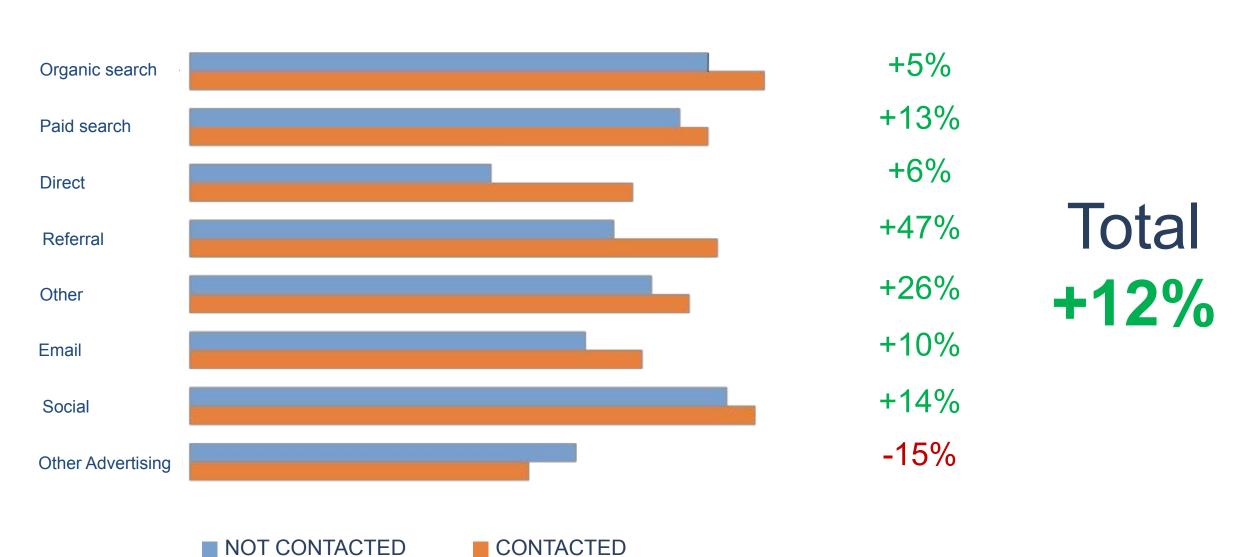


CONVERSION RATE



□ prom

CONVERSION RATE



USEFUL INFORMATION

Helpful Links:

- ☐ Blog newage.
- ☐ Comprehensive analysis
- YouTube channel
- ☐ Facebook page
- ☐ <u>Tool presentation</u>
- ☐ Full Agency presentation
- ☐ Reviews on the Clutch

Templates:

- ☐ Brief
- ☐ All-in-one document



THANK YOU FOR YOUR ATTENTION!



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