

YOUR ONE STOP SHOP FOR DIGITAL GROWTH!

THE DIGITAL LANDSCAPE IN 2019



3.2B
PEOPLE AROUND THE WORLD
USE DIGITAL PLATFORMS TO
FIND GOODS AND SERVICES.



90·1·
OF SEARCHERS HAVEN'T MADE
THEIR MIND UP ABOUT A BRAND
BEFORE STARTING THEIR SEARCH.



50-1OF PEOPLE ARE MORE LIKELY
TO CLICK ON A PARTICULAR
BRAND NAME IF THAT BRAND
NAME SHOWS UP MORE THAN
ONCE ON THE SEARCH
RESULTS.

SO HAVING A STRONG PERFORMANCE-BASED ONLINE PRESENCE IS THE KEY TO ONLINE SUCCESS!



WHAT IS DIGITAL PERFORMANCE?

- PERFORMANCE MARKETING CAMPAIGNS IDENTIFY THE <u>RIGHT CHANNELS</u>, TARGET AUDIENCES AND PLATFORMS FOR YOUR DIGITAL ASSETS TO GET YOU THE BEST ROI.
- MARKETERS IDENTIFY THEIR GOALS AT THE BEGINNING OF THE CAMPAIGN AND ATTRIBUTE AN IDEAL RATE TO EVERY RESULT.
- MARKETERS ARE CHARGED ONLY ONCE A PLACEMENT HAS DELIVERED ON RESULTS, AND HENCE PERFORMANCE
 MARKETING OPTIMIZES COSTS AND MAXIMIZES RETURNS
 - FOR EXAMPLE, A MARKETER RUNNING A WEBSITE TRAFFIC CAMPAIGN ON FACEBOOK WOULD ONLY
 PAY FOR CLICKS THAT FACEBOOK REFERS TO THE WEBSITE
- COMMON PERFORMANCE MARKETING CAMPAIGNS INCLUDE COST PER CLICK (CPC) AND COST PER ACQUISITION (CPA) ON PLATFORMS SUCH AS GOOGLE, INSTAGRAM, LINKEDIN



BETTER PLANNING



- PERFORMANCE MARKETING CAMPAIGNS ARE EASY
 TO BUDGET FOR BECAUSE MARKETERS IDENTIFY
 GOALS AND PROVIDE AN IDEAL COST PER ACTION
 AT THE BEGINNING OF PLANNING.
- THEREFORE, OUTCOMES ARE A PRIORITY
 THROUGHOUT PERFORMANCE MARKETING
 CAMPAIGNS, AND ADS WILL BE OPTIMIZED FOR
 GOALS—WHETHER IT'S VIEWABLE IMPRESSIONS,
 CLICKS, LEADS OR CONVERSIONS.

 MAD MEN
 MARKETING

PAY ONLY FOR RESULTS

• THE MOST OBVIOUS BENEFIT OF PERFORMANCE



MARKETING CAMPAIGNS IS BEING ABLE TO PAY FOR

RESULTS WITHOUT UNDEFINED OVERHEAD.

THIS IS ESPECIALLY KEY TO MARKETERS SEEKING

ACTIONS SUCH AS LEADS OR CONVERSIONS.



TRACK PERFORMANCE



- MARKETERS BENEFIT FROM NEAR-INSTANT
 RESULTS AND INSIGHT INTO PERFORMANCE,
 INCLUDING THE SPEND AND NUMBER OF IMPRESSIONS,
 CLICKS, AND CONVERSIONS.
- WITH THESE METRICS, MARKETERS CAN TRACK
 PERFORMANCE THROUGHOUT A CAMPAIGN TO
 DETERMINE RETURN ON INVESTMENT.



DISCOVER NEW FORMATS

- PERFORMANCE MARKETING CAN BE DONE THROUGH SINGLE PLACEMENT CHANNELS AS WELL AS PERFORMANCE MARKETING NETWORKS.
- THESE NETWORKS OFFER VARIOUS PLACEMENT
 OPPORTUNITIES, WHICH CAN PROVIDE NEW INSIGHT INTO
 VALUABLE PLACEMENTS BASED ON AUDIENCES.





MAKE CHANGES IN REAL TIME



- DIGITAL PLATFORMS BREAK DOWN PERFORMANCE BY INDIVIDUAL CAMPAIGNS AND ADVERTISEMENTS. KNOWING HOW EACH CREATIVE PERFORMS WITH A TARGET AUDIENCE IS A HUGE ASSET, ALLOWS MARKETERS TO ADAPT AND REACT TO FEEDBACK THROUGHOUT THE CAMPAIGN.
- REACTING TO THIS PERFORMANCE OVER THE LIFE OF A CAMPAIGN CAN LEAD TO MORE RESULTS WITHIN THE ORIGINAL CAMPAIGN BUDGET.



BUT HOW DO I DECIDE WHO TO PARTNER WITH IN MY JOURNEY OF DIGITAL GROWTH?



ENTER M-AD 360!

YOUR ONE-STOP SHOP FOR DIGITAL GROWTH!



HERE'S WHAT WE DO

- WORK AS CONSULTANTS TO UNDERSTAND YOUR BUSINESS GOALS AND VISION IN DEPTH
- ANALYZE ALL AVAILABLE PLATFORMS TO IDENTIFY WHICH ONES WOULD WORK BEST FOR YOUR BUSINESS - GOOGLE, FACEBOOK, INSTAGRAM, LINKEDIN, MOBILE, TABLETS ETC
- UNDERSTAND THE COMPETITIVE LANDSCAPE AND INDUSTRY CHALLENGES
- PRESENT A HOLISTIC, CUSTOMIZED SOLUTION TO HELP YOU ACHIEVE TANGIBLE RESULTS
- MONITOR PERFORMANCE, PULL REGULAR REPORTS AND CONSTANTLY IMPROVISE TO ENSURE BEST RETURN ON AD SPEND (ROAS)





CLIENTS





































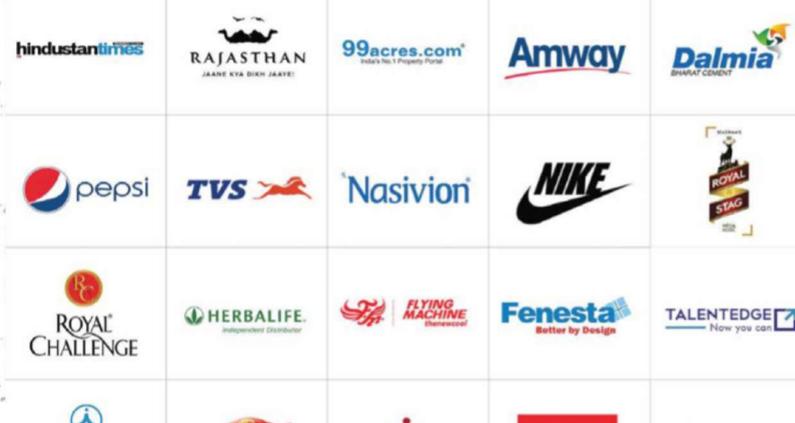


WHSmith



CLIENTS

Medical IIT-JEE Foundations



ALMOND







WE UNDERSTAND YOU



- GOOGLE'S ZMOT RESEARCH DEMONSTRATES THAT A CONSUMER'S SHOPPING JOURNEY BEGINS LONG BEFORE THEY ARRIVE AT A COMMERCE SITE. AND WE WORK TO UNDERSTAND NOT JUST WHO YOUR CUSTOMERS ARE, BUT ALSO WHAT INFORMATION THEY NEED TO THROUGHOUT THEIR SHOPPING PROCESS.
- SO WE WORK CLOSELY WITH YOU TO UNDERSTAND YOUR BUSINESS OBJECTIVES AND VISION, AND MATCH IT TO WHAT CUSTOMERS ARE LOOKING FOR TO GIVE YOU A RECIPIE FOR SUCCESS!
- WE'LL WORK WITH YOU TO GIVE YOU A DIGITAL STRATEGY THAT IS SURE TO CATAPULT YOUR BUSINESS FORWARD AND GIVE YOU THE BEST RETURN ON YOUR INVESTMENT.



AN INTEGRATED, 360 DEGREES APPROACH



- 80-1- OF CMOS THINK INTEGRATED SERVICES WILL INCREASE IN IMPORTANCE OVER THE NEXT FIVE YEARS, ACCORDING TO A STUDY BY THE HORN GROUP AND KELTON RESEARCH - YET 60-1-SAID THEY WERE UNABLE TO FIND AN INTEGRATED FIRM TO MEET THOSE NEEDS.
- WE HAVE EVOLVED AND ADAPTED TO BECOME A FULLY INTEGRATE MARKETING MODEL, THAT UNDERSTANDS THAT NEW CONSUMER BEHAVIORS AND ADVANCES IN TECHNOLOGY HAVE CREATED AN ENTIRELY NEW PLAYING FIELD.
- WE TAKE PRIDE IN BEING PROACTIVE, TECH-SAVVY, VERSATILE, AND RESULT-ORIENTED.



100-1- CONSISTENCY

• WE NOT ONLY DELIVER RESULTS, BUT DO IT EVERY TIME!

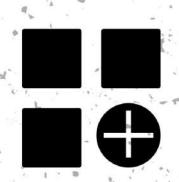


- OUR CUSTOMER'S EXPERIENCE IS OF PARAMOUNT IMPORTANCE AND WE ENSURE A CONSISTENT, ON-GOING PARTNERSHIP EVERY TIME THEY INTERACT WITH US - WHETHER IT IS TO CHALK OUT A BUSINESS STRATEGY, CREATE PERFORMANCE BASED CAMPAIGNS, MANAGET A TIME SENITIVE FLIGHT OR MEASURE RESULTS.
- YOU KNOW YOU CAN DEPEND ON US BECAUSE YOU WILL ALWAYS RECEIVE WHAT YOU NEED, EVERY SINGLE TIME.



VALUE ADDITION, EVERYTIME

- WITH OUR DIRECTOR BEING A GOOGLER FOR A DECADE AND TEAM THAT'S DEDICATED AND DYNAMIC, THE 'GOOGLE PRINCIPLES' ARE DEEPLY ROOTED IN OUR CULTURE.
- WE STAND FOR DELIVERING SOMETHING THAT OUR CUSTOMERS WANT, NEED, AND APPRECIATE, AND GET THE BEST VALUE FOR MONEY.
- OUR FOUNDATION IS BASED ON THE CORE PILLARS OF DEDICATION, INTEGRITY, TIMELINESS AND KEEPING THE CUSTOMER FIRST.





THE VALUE PROPOSITION - AT A GLANCE:

BUSINESS CONSULTANCY AND STRATEGY:

INDUSTRY INSIGHTS, COMPETITIVE BENCHMARKING, NEW BUSINESS ACQUISITION, CLIENT RETENTION

SEARCH OPTIMIZATION:

WEBSITE, MOBILE SITE AND APPS, CRM, TARGETED SEARCH LISTINGS

PERFORMANCE:

DATA MANAGEMENT, DIGITAL ANALYTICS, IMPECCABLE EXECUTION, TIMELY DELIVERY, REPORTING AUTOMATION, REGULAR MONITORING

BRAND AND CREATIVE:

CONTENT CREATION, BRAND POSITIONING, CONSTANT INNOVATION, A/B TESTING

AND INTRODUCING A REVOLUTIONARY NEW OFFERING...

E-COMMERCE:

E-COMMERCE MANAGEMENT TO ENSURE LISTINGS, TRAFFIC ACQUISITION, CONVERSIONS AND TRACKING.



LET'S DIVE INTO OUR SERVICE OFFERINGS:

BUSINESS CONSULTANCY AND STRATEGY: MAXIMIZE RETURN ON AD SPEND (ROAS)

MAXIMIZE YOUR BRAND VISIBILITY, CONVERSIONS AND RETURN ON AD SPEND.



WE COMBINE INDUSTRY AND COMPETITIVE INSIGHTS WITH ANALYTICS TO DEVISE A CLEAR RETURN-ORIENTED STRATEGIES.

BE IT ACQUIRING NEW CLIENTS, OPTIMIZING YOUR AD SPEND OR ENHANCING EXISTING CUSTOMERS' EXPERIENCE, WE HAVE A PLAN TO MEET ALL YOUR NEEDS.

AS YOUR DIGITAL MARKETING CONSULTANTS, WE PROVIDE A 350°VIEW TO COMBINE THE BEST PLATFORMS, AD FORMATS AND CONTENT THAT LL SET YOU UP FOR SUCCESS IN THIS DYNAMIC, COMPETITIVE ENVIRONMENT.









CAMPAIGN

DABUR INDIA







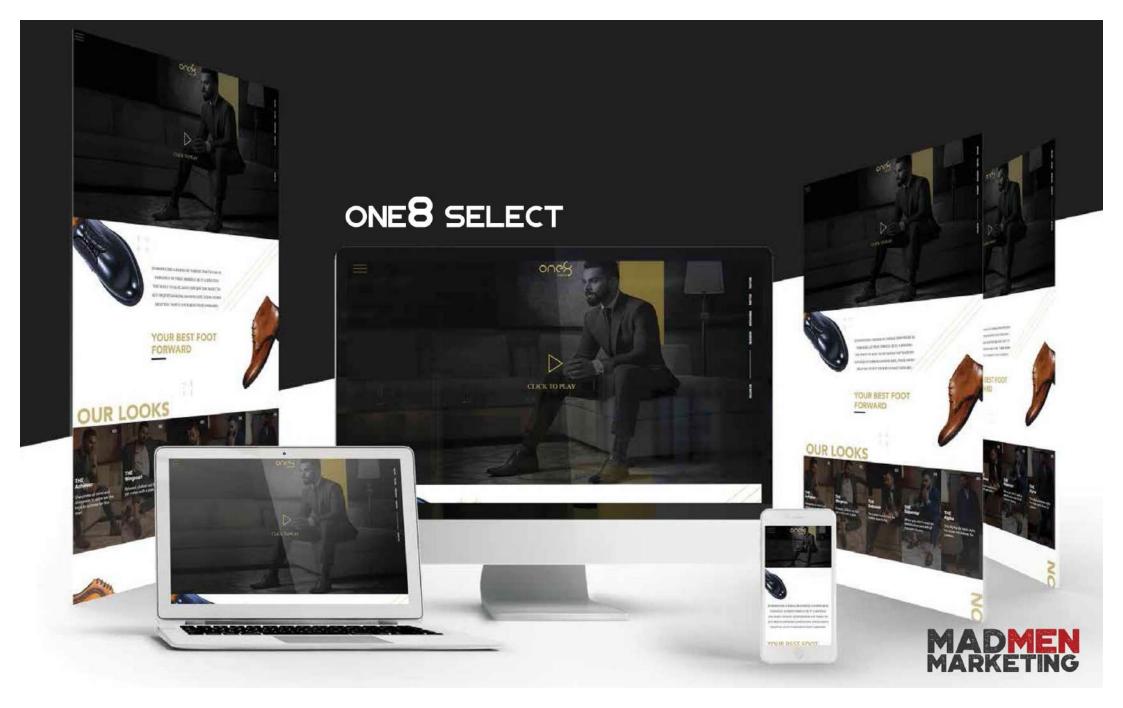




DABUR HONITUS









LET'S DIVE INTO OUR SERVICE OFFERINGS:

SEARCH OPTIMIZATION: INCREASE TRAFFIC AND CLICK THROUGH RATES

OUR SEARCH TEAM ENSURES THAT YOU STAY ON TOP OF COMPETITION TO NOT ONLY APPEAR ON THE FIRST PAGE OF SEARCH ENGINES, BUT ALSO TO STAY THERE

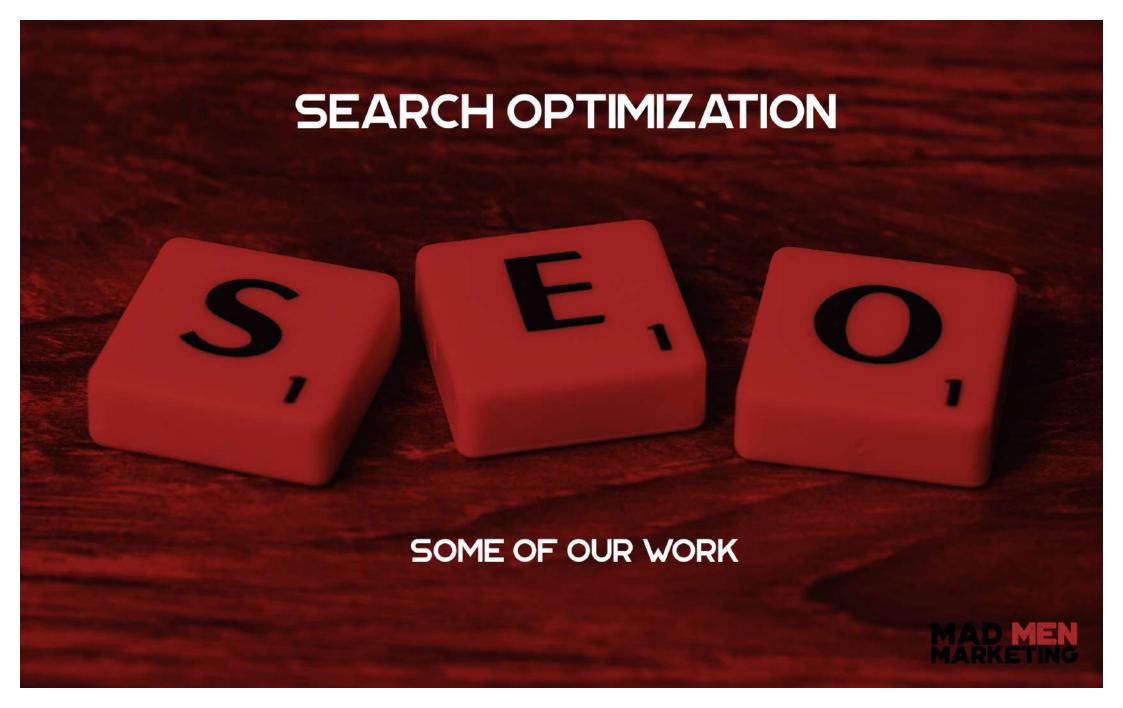


GET ONLY TARGETED TRAFFIC TO YOUR WEBSITE FROM THE MOST RELEVANT KEYWORDS TO ACHIEVE HIGHER CONVERSIONS AND CTRS

IN THIS MOBILE-FIRST MARKET, WE OPTIMIZE NOT ONLY FOR WEBSITES, BUT ALSO MOBILE SITES (MSITES) AND APPLICATIONS.

GET RELEVANT INSIGHTS AND DEVISE STRATEGIES THAT'LL DRIVE MORE TRAFFIC AND ENSURE YOU'RE FOUND EVERYTIME SOMEONE IS LOOKING FOR YOU.





WHSMITH

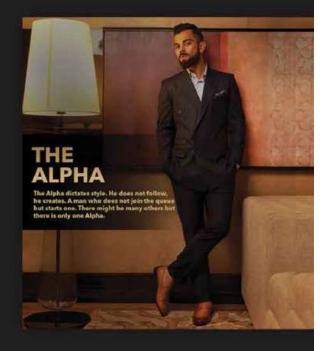


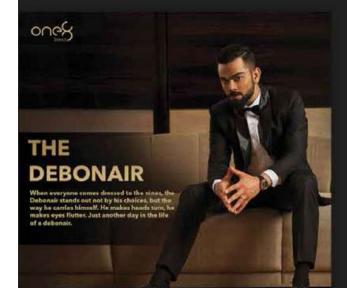
















EXL

KEXL

BE THE X FACTOR!

Find out how you can contribute to EXL's digital future. Join your colleagues at our May 14th Global Town Hall.

XEXL

WHAT MAKES EXL STAND OUT?
WHAT POWERS US TO DELIVER REAL RESULTS?
WHAT'S NEXT FOR EXL?

Find out at our May 14th Global Town Hall.





LET'S DIVE INTO OUR SERVICE OFFERINGS:

PERFORMANCE: REDUCE COSTS AND IMPROVE CONVERSIONS

STRATEGY ALONE IS NO GOOD UNLESS IMPLEMENTED WELL, AND EXECUTION IS WHAT WE SPECIALIZE IN!



OUR IMPLEMENTATION TEAM ENSURES THAT YOUR STRATEGY IS ALIGNED WITH YOUR OBJECTIVES AND EXECUTED AS PER THE PLAN TO OPTIMIZE COSTS AND IMPROVE CONVERSIONS.

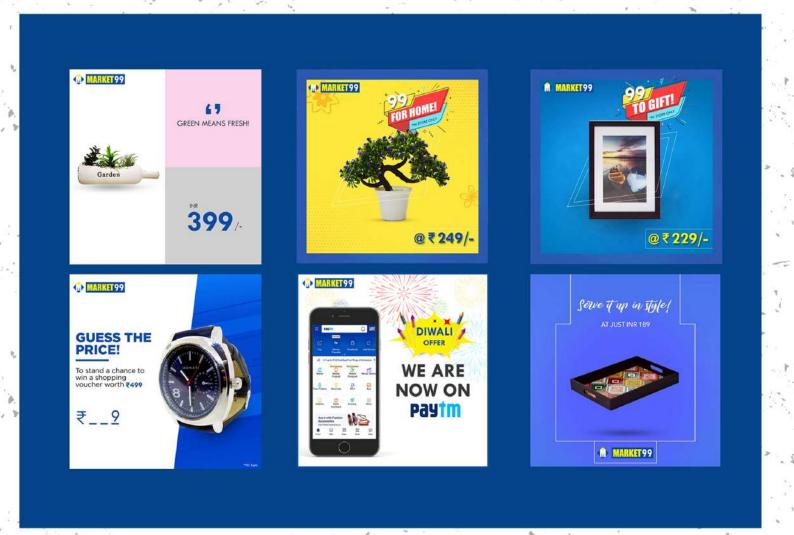
THERE ARE CONSTANT CHECKS AT EVERY STEP OF THE JOURNEY TO ELIMINATE ANY DEVIATIONS, AND TIMELY DELIVERY AND REPORTING TO ENSURE SUCCESS OF CAMPAIGNS.

WE COMBINE DATA ANALYTICS, MACHINE LEARNING AND HUMAN INTERVENTION TO ENSURE IMPECCABLE EXECUTION AND TIMELY MONITORING AND CONTROL.



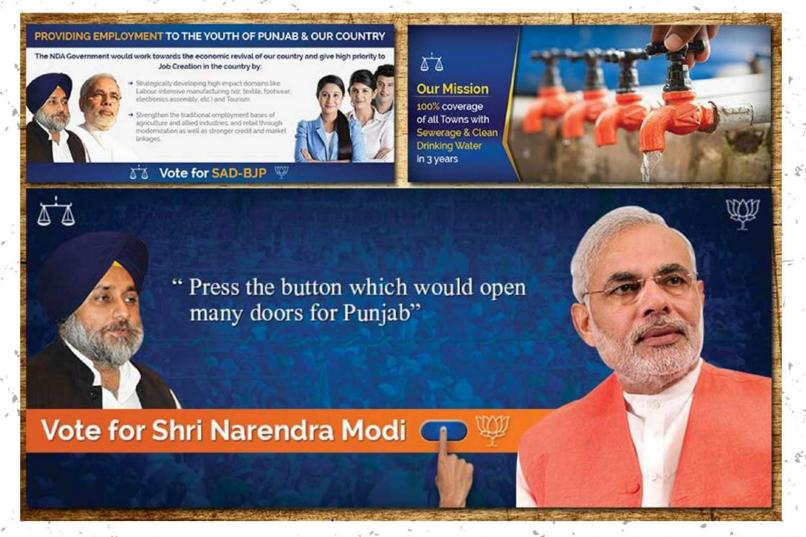


MARKET 99





SHIROMANI AKALI DAL

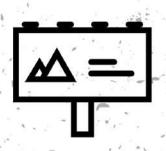






LET'S DIVE INTO OUR SERVICE OFFERINGS:

BRAND AND CREATIVE: BUILD AWARENESS AND ENHANCE CUSTOMER LIFETIME VALUE



WHEN IT COMES TO BUILDING BRAND, EFFECTIVE CONTENT MARKETING TACTICS ARE KEY.

WE CONCEPTUALIZE AND PRODUCE COMPELLING, CREATIVE, AND POTENTIALLY VIRAL MEDIA TO SUPPORT YOUR DIGITAL GROWTH.

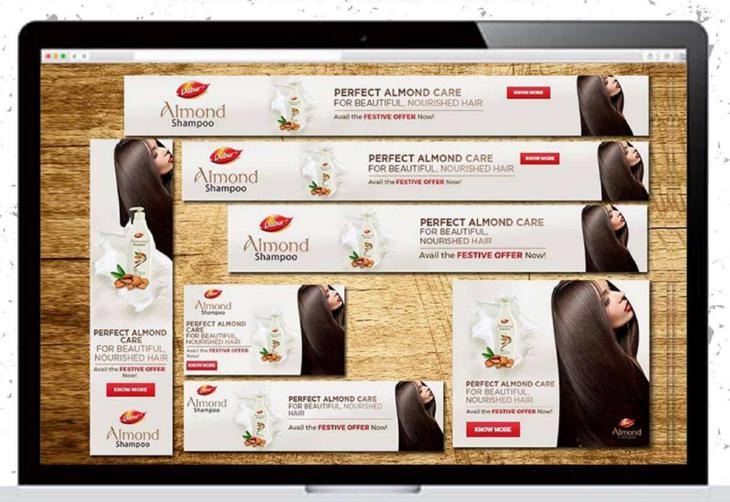
CREATIVE, CONSISTENT, AND COMPELLING CONTENT
MARKETING ARE THE CORNERSTONE OF AN EFFECTIVE
BRAND STRATEGY — AND IS SOMETHING THAT WE
PLAN FOR AND DEVELOP FOR YOUR BRAND FROM DAY ONE.

THIS IS ACCOMPANIED BY THINKING ON OUR FEET AND STAYING AHEAD IN THE GAME BY ON-GOING INNOVATION AND IMPROVISATION TO MAINTAIN AND ENHANCE CLV.





DABUR ALMOND





DABUR ASHOKARISHTA





DABUR DASHMULARISHT





DABUR HAJMOLA



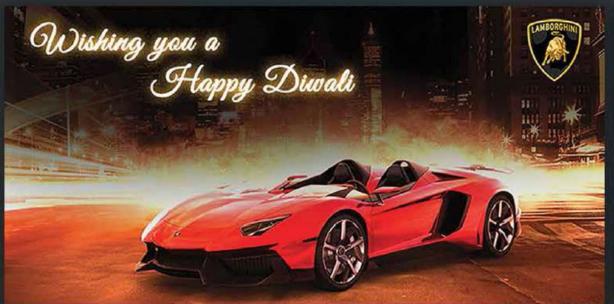


DABUR HOMMADE





LAMBORGHINI













ASTON MARTIN













LET'S DIVE INTO OUR SERVICE OFFERINGS:

E-COMMERCE: MATCHING YOU TO THE RIGHT PLATFORMS FOR BEST RETURNS

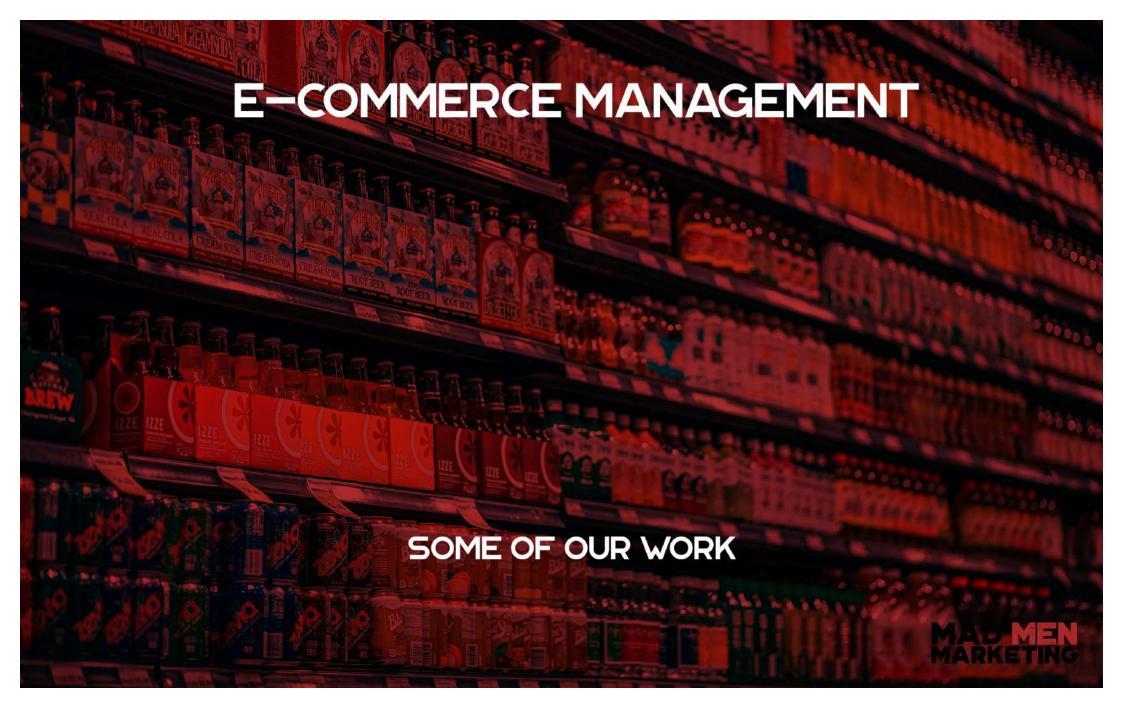
E-COMMERCE HAS BEEN COMPLETELY DIGITIZED AND SHOPPING ONLINE IS A TREND THAT'S HERE TO STAY.



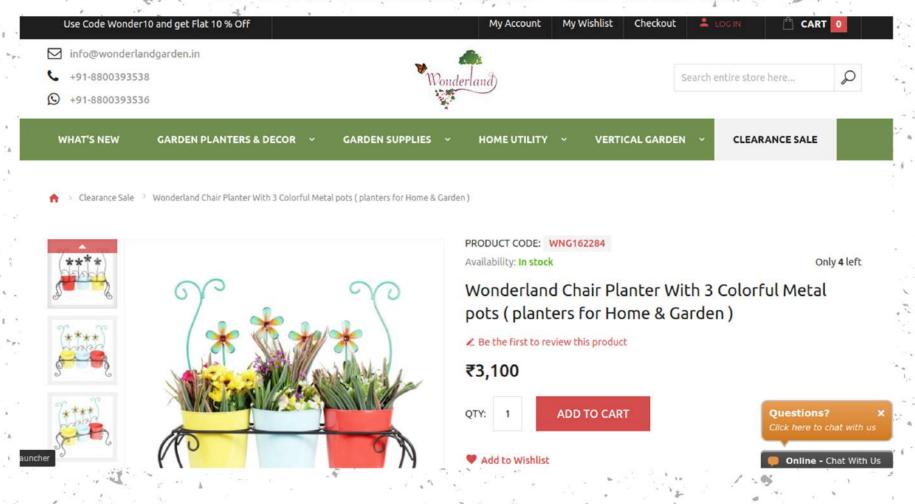
STARTING YOUR E-COMMERCE JOURNEY CAN BE TRICKY AND REQUIRES TAKING TIME-SENSITIVE, CRITICAL DECISIONS ALL THE TIME.

WE SERVE AS A COMPLETE RESOURCE AND GUIDE YOU IN THIS JOURNEY — RIGHT FROM DESIGNING YOUR WEBSITE AND FINDING WHERE AND HOW TO SELL TO LAUNCHING THE STORE AND ESTABLISHING SUCCESS.





WONDERLAND GARDEN





TESTIMONIALS

WORKING WITH MADMEN MARKETING HAS ALWAYS BEEN AN EXTREMELY

DIGITAL KNOWLEDGE ALONGSIDE PRACTICAL HANDS ON DAY -TO-DAY SUPPORT. MADMEN AS BECOME A VALUABLE ADDITION TO THE DABUR FAMILY THANKS TOTHEIR PRO-ACTIVE NATURE AND RESPONSIVENESS.

REWARDING EXPERIENCE. THE TEA, PROVIDES AN EXCEPTIONAL LEVEL OF



ROHIT-KATYAL

DIGITAL MARKETING MANAGER. DABUR INDIA LIMITED

> IT WAS A GREAT PLEASURE WORKING WITH THE MADMEN MARKETING TEAM. THEY HELPED ME RUN AN ONLINE CONTEST ON FACEBOOK AND TWITTER FOR TOSS, MY NEW SPORTS LOUNGE IN PUNE WHICH HELPED ME REACH OUT TO MY FANS AND FIND A NEW TAGLINE FOR MY PLACE,





TESTIMONIALS



WE HAVE BEEN DELIGHTED WITH THE PROMOTION SOLUTIONS DESGINED AND DELIVERED BY THE TEAM. THE TEAM IS FULLY ENGAGED TO DEVELOP AND DELIVER ON OUR EXACT REQUIREMENTS. WE ARE VERY PLEASED WITH THEIR SERVICE LEVELS—THEY ARE ALWAYS AT THE END OF THE PHONE.

AAKASH CHAUDHRY DIRECTOR, AAKASH EDUCATIONAL SERVICES LIMITED

> 'WE'RE VERY PLEASED WITH THE SERVICES RECEIVED FROM MADMEN MARKETING. THE TEAM PROVIDES A GREAT LEVEL OF DIGITAL KNOWLEDGE ALONG WITH HANDS-ON DAY-TO-DAY SUPPORT. THEY ARE EXTREMELY EASY TO WORK WITH.'

> > ASHWIN ANAND,
> > MARKETING HEAD AT
> > LAMBORGHINI AND ASHTON MARTIN
> > NEW DELHI
> > MAD MEN

OUR LEADERS



WITH A FUTURISTIC VISION AND A MINDSET TO THINK 10X, VAIBHAY FOUNDED MAD MEN MARKETING 5 YEARS AGO WITH THE DREAM OF GIVING A 360 DEGREES SERVICE COVERAGE TO CLIENTS. BE IT STRATEGY, CONTENT, WEBSITE, ADEVERTISING OR DIGITAL, THERE IS NOTHING THAT HIS AGENCY DOESN'T DELIVER ON. AND NOW HE WANTS TO TAKE HIS VISION TO THE NEXT LEVEL BY OFFERING UNIQUE SERVICES SUCH AS E-COMMERCE MANAGEMENT AND SMB INCUBATOR HUBS.

VAIBHAV ARORA, FOUNDER AND CEO, MAD MEN MARKETING

WITH AN MBA DEGREE IN ONLINE MARKETING AND A DECADE OF EXPERIENCE AT GOOGLE INDIA, VINEET IS SPEARHEADING THE PERFORMANCE DIVISION AT MADMEN MARKETING TO ENSURE CLIENTS GET THE BEST BANG FOR THEIR BUCK. BE IT PERFORMANCE ON GOOGLE ADWORDS AND ANALYTICS OR SOCIAL MEDIA AND ORGANIC SEARCH, THIS GUY HAS GOT IT ALL COVERED.



VINEET GAMBHIR
DIRECTOR, PERFORMANCE
MARKETING, M-AD 360



THANK YOU!