

# 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, for the most sharing and comments that went toward any initial conversations with the right contacts.

"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."

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



## APPROACH

### Testing Content was Essential

Leveraging Network's direct sponsored content feature to launch ads to a test 10% of users to compare 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.

### Segment 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 to also ensure going employees 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.

# Ads Easy Method For Building Niche Website Case Study Examples

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