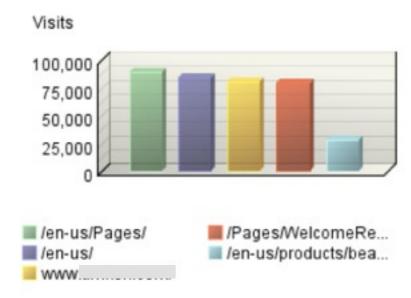
The EEEE Substants of LATICS Analytics

Matt Bailey
President, SiteLogic
@MattBaileySays



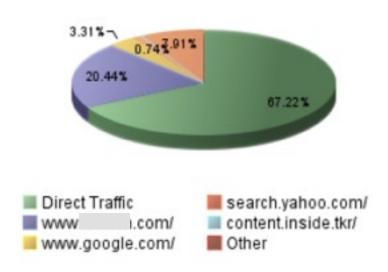


Pages



Referring Site

Visits



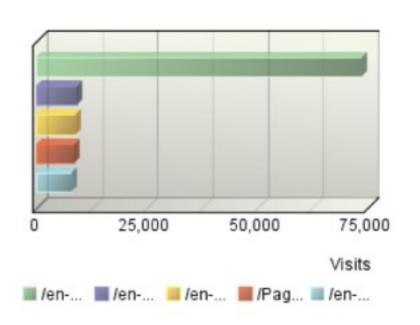
Visitor Summary

Visitors	203,842
Visitors Who Visited Once	164,626
Visitors Who Visited More Than Once	39,216
Average Visits per Visitor	1.74

Visit Summary

Visits	353,884
Average per Day	11,796
Average Visit Duration	00:04:55
Median Visit Duration	00:00:06
International Visits	32.20%
Visits of Unknown Origin	46.96%
Visits from Your Country: United States (US)	20.84%

Exit Pages

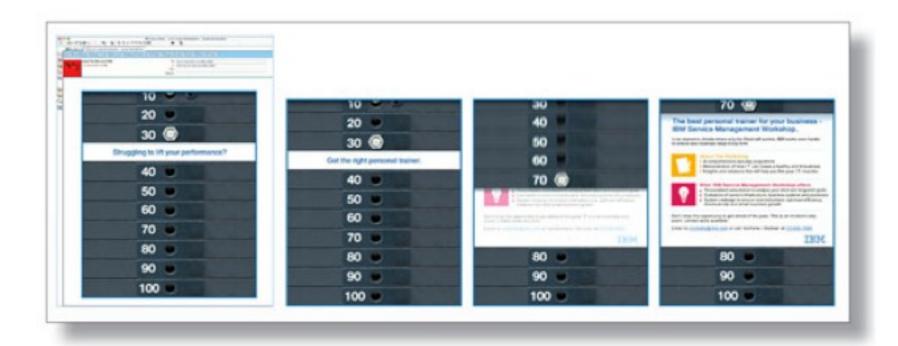








BM



IBM is your "Personal Trainer" email campaign

For less than \$2,000, the campaign provided validated leads worth \$4.8 million

Chipotle



- 1. Direct Mail offer in Earth-Friendly brown wrapper
- 2. Offer for a Free Burrito and BOGO free coupons
- 3. 17% redemption Outperformed in all age groups



Over **80 million votes** were registered; **3.5 million "likes"** on the Pepsi Facebook; **60,000** Twitter followers.

when data is



SIMPLE

action is

impossible



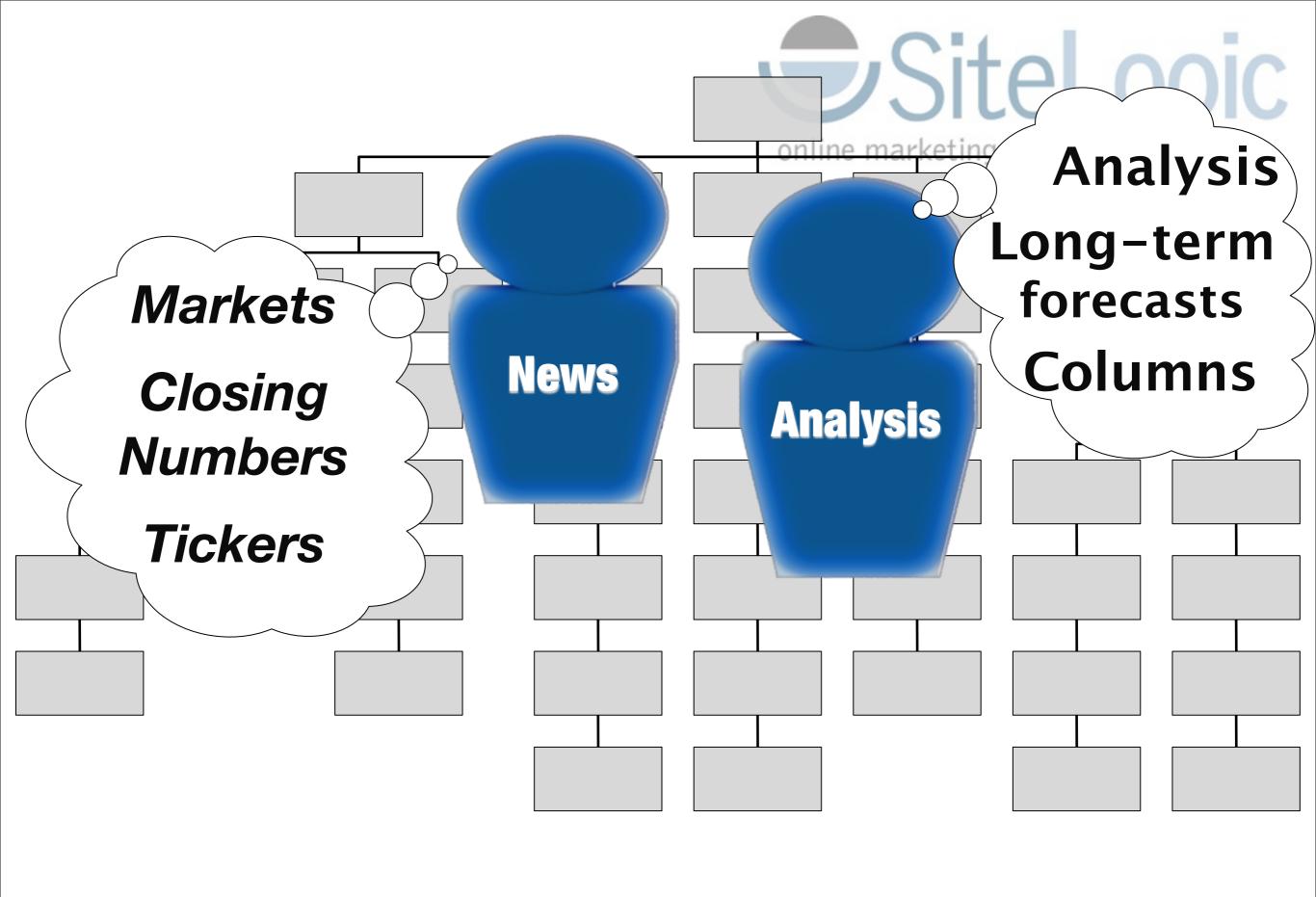
Visitors

= 200,00

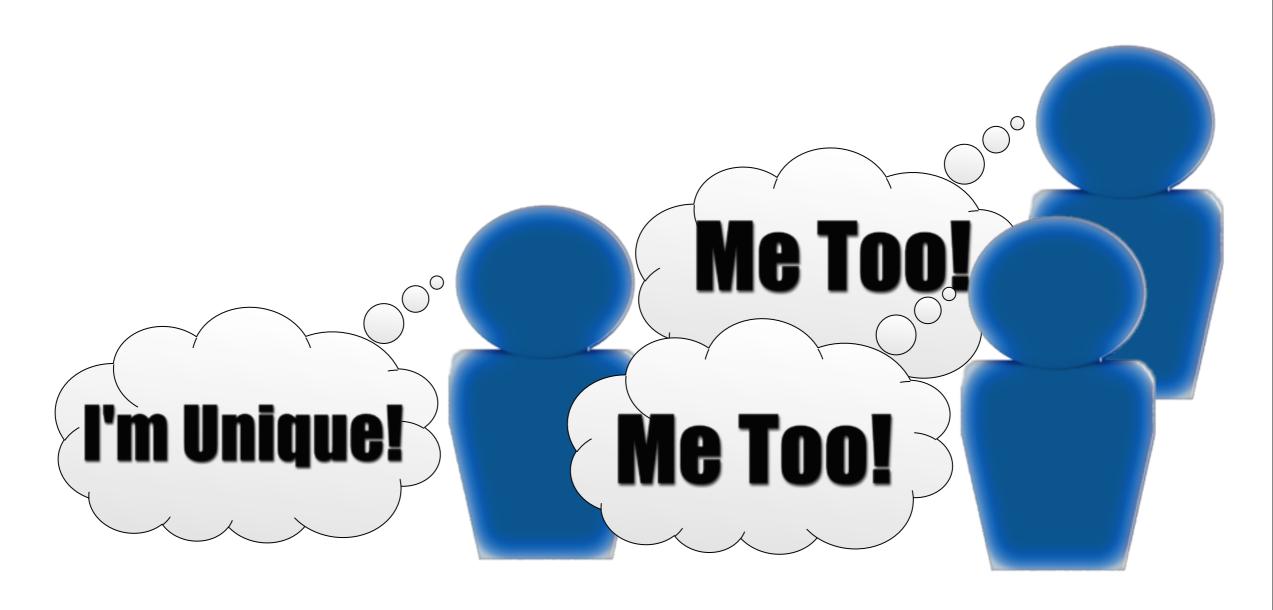




Average Time on Site = 6:00 min

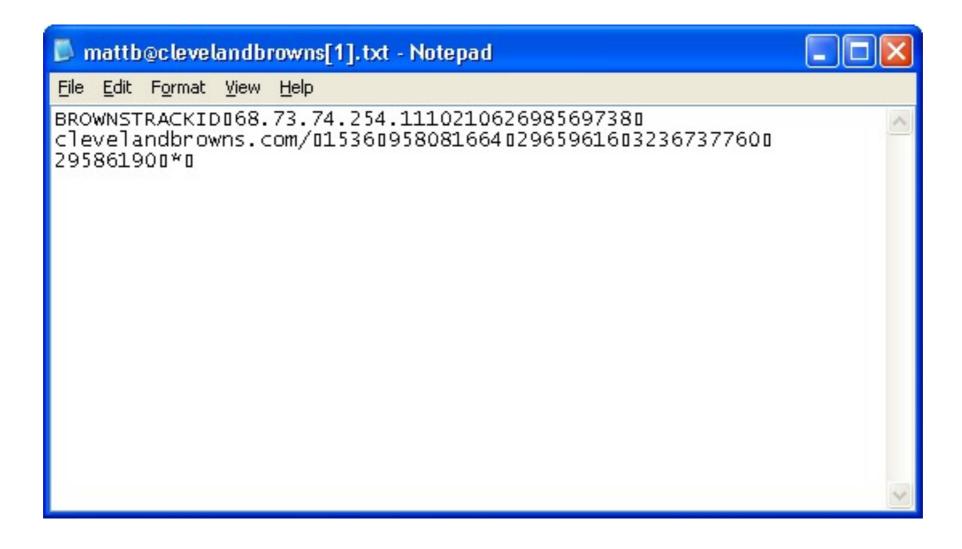


Unique Visitositelogic



Cookies





Visitor Sessions and Sessions a



Referrals



facebook

Google







Bounce Rate SiteLogic

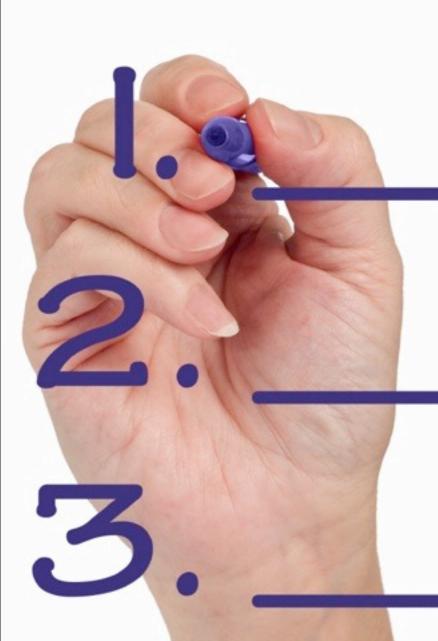


Conversion Rate Sich

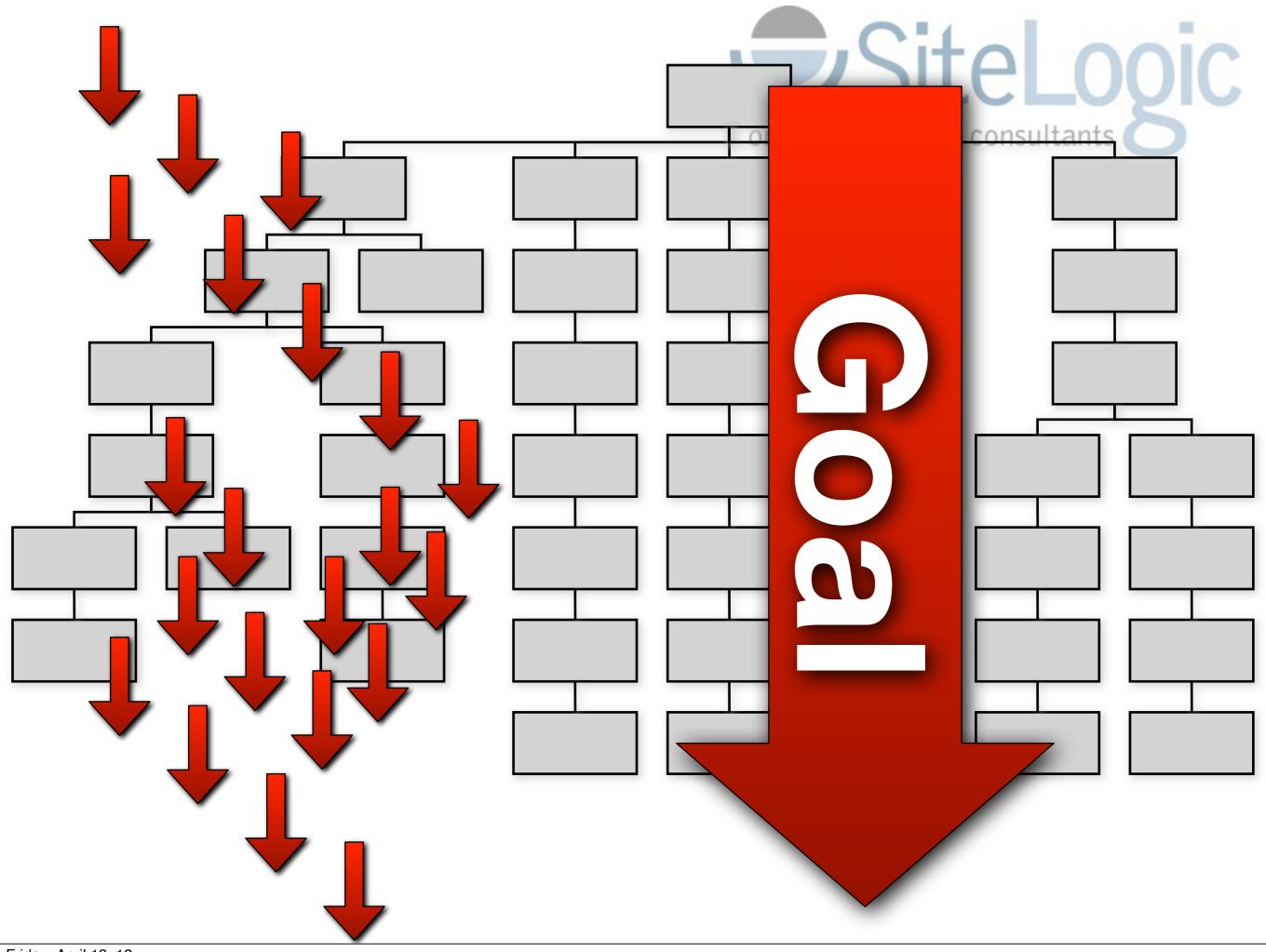




Goals



Brand Metric	Social Equivalent
Reach/Awareness	Impressions online marketing consultants Video Views
Consideration	Engagement Installation Polls Community Members Contest Entries Time Spent
Favorability	Pass-along / Share / Forward "like" / "favorite" positive blog coverage & comments
Purchase	Sales
Loyalty	Referrals





when data is



COMPLEX

understanding is

3 C'S of Arasitales Context Contrast Comparison

Question-asking is the single greatest tool

humans have.

-Neil Postman



CONTEXT



tells a

Story

Analytics According to Captain Kirk The "Red Shirt" Phenomenon





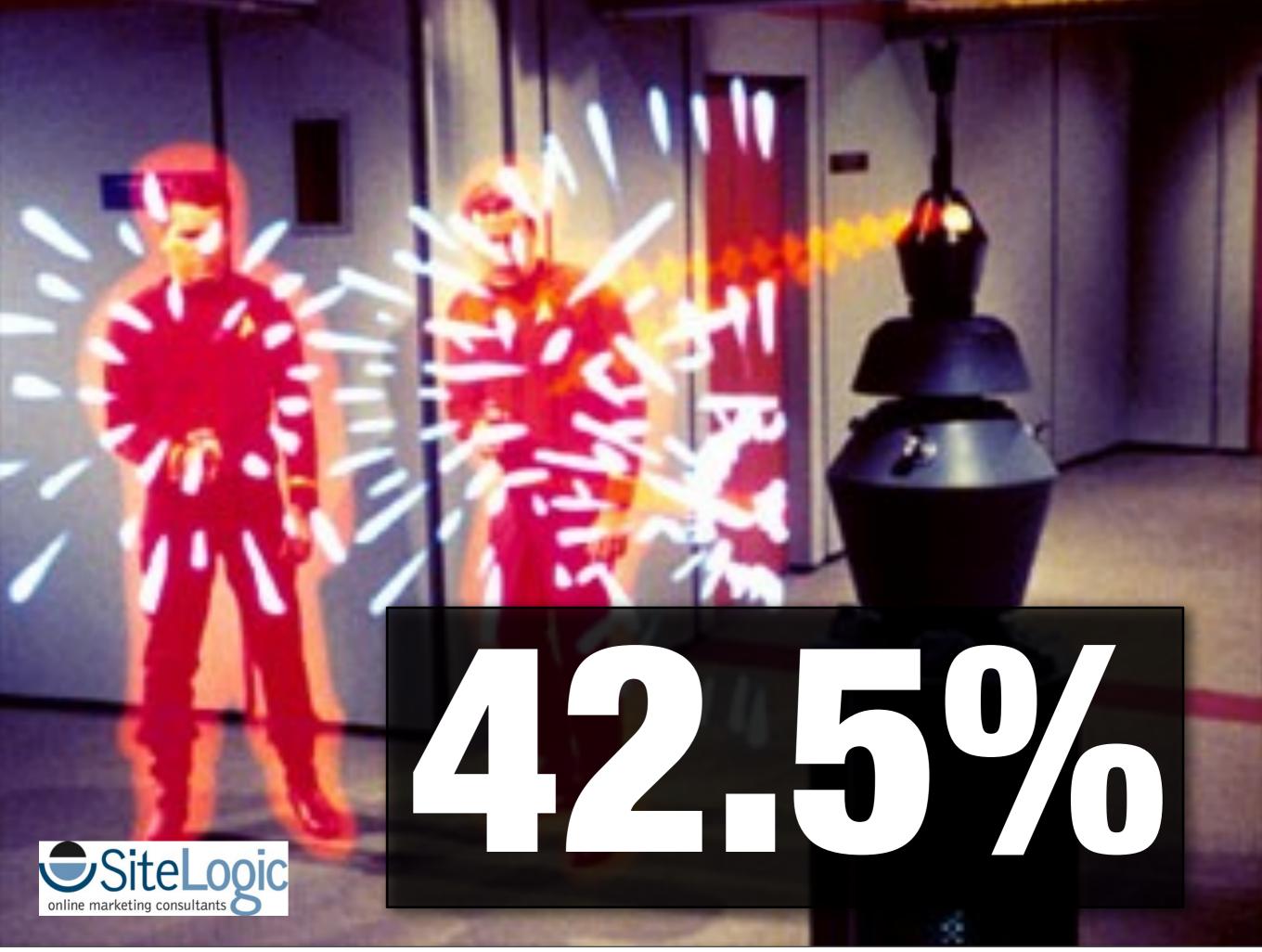
Crew of 450 54 total deaths

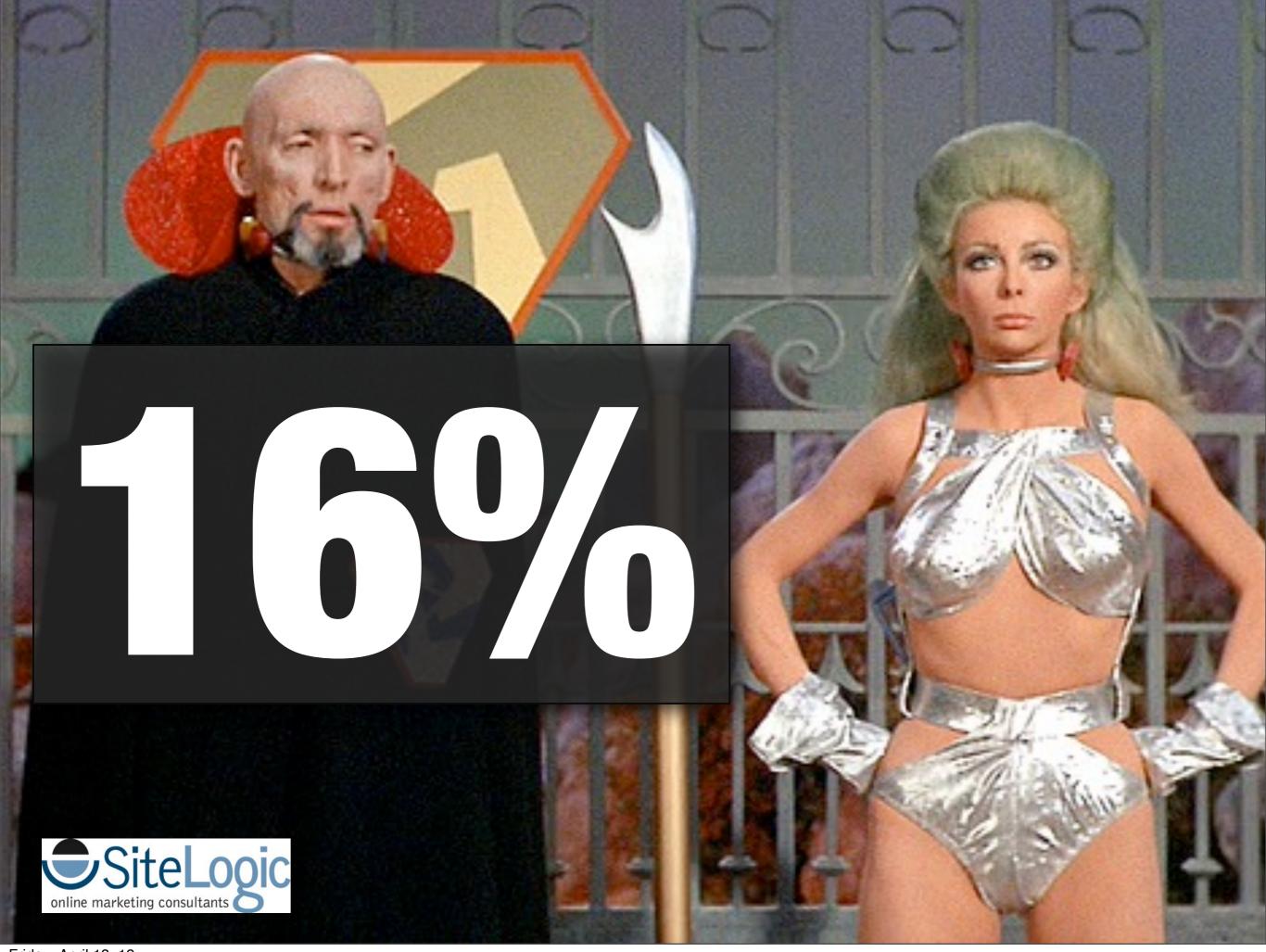


SiteLogic = 13.7 % mortality rate











Keyword Segments







CRM



softwar management

vendor







free



simple



ecommerce



marketing





MORE

comparison



shows

relationships

Contesting consultants Site Consultants

Visitors who **searched** for: <u>term</u>

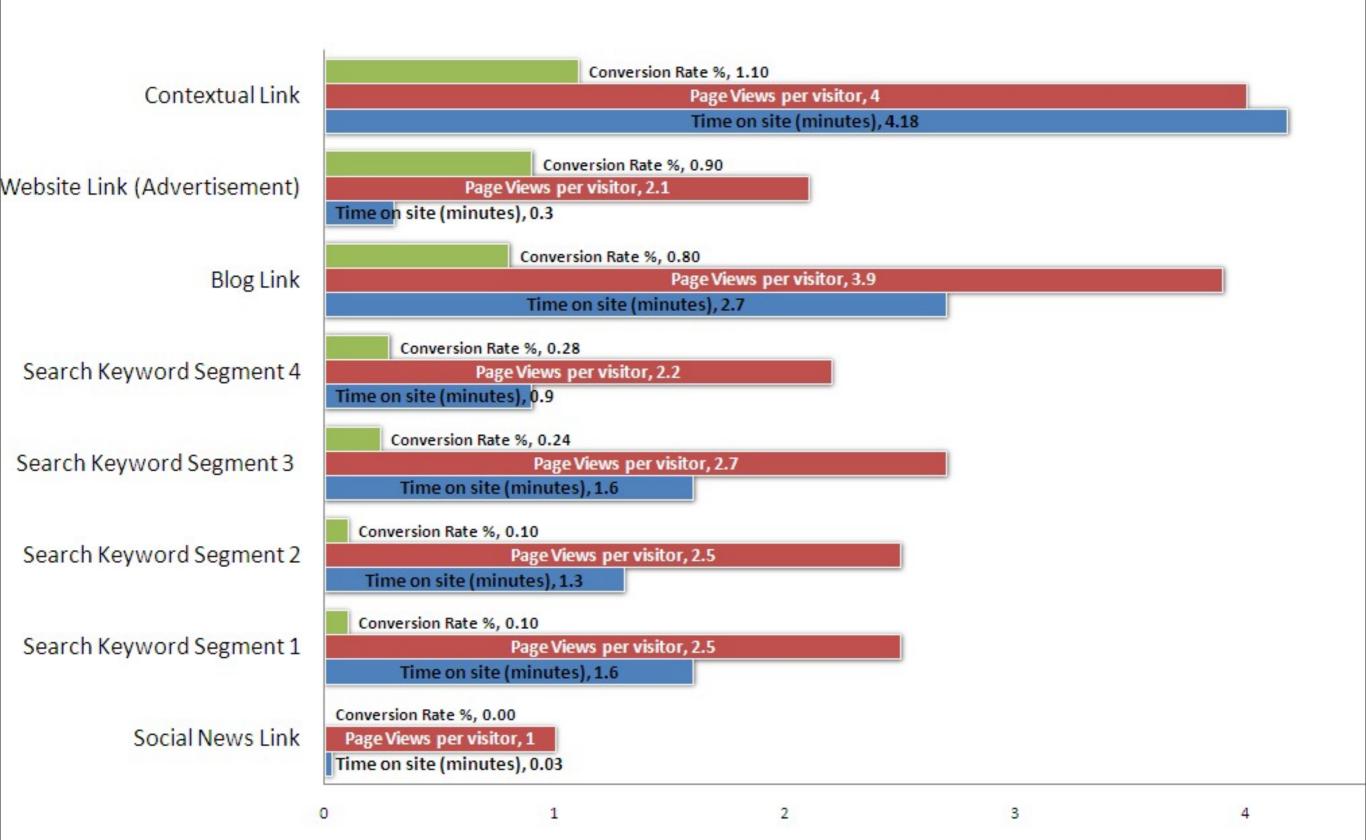
Who entered at page: <u>page</u>

Converted at a rate of: x%

Are Worth=

\$

Segment Acquisition



Determine Causality

Droid 2 Gets The MG Siegler Treatment (TCTV)

by Evelyn Rusli on Aug 13,

56 Comments II Like 16







Samba Member

Joined: April 22, 2010

Posts: 18



For the last 30 or so hours self-described Apple Fanboy MG Siegler has put his iPhone 4 aside (Jason Kincaid an Greg Kumparak held him down while two interns broke his Kung Fu grip) to give Motorola's Droid 2 a proper test driv The verdict? A definite step above the HTC EVO 4G.

If you read MG's review of the EVO back in May, you know he gave HTC's bundle of joy a merciless, swift kick to the

head. Thus, saying Siegler prefers the Droid 2 to the EVO, probably doesn't say very much. To get a more nuanced review, we enlisted MobileCrunch Ceditor, Greg Ku magista

one-on-one with MG.

Click ahead for their full review of the Droid 2 and a discussion on Google Android ecosystem and yes, those rampant Verizon rumors.

Apple Inc. is facing some early challenges in its closely watched mobile advertising foray, to some ad campaigns experiencing delays as agencies attempt to learn the new system am Apple's tight control over the creative process, according to ad executives.



Apple Inc. is facing some challenges in its closely watched mobile advertising foray, with some adcampaigns experiencing delays as agencies try to learn the new system amid Apple's tight control over the creative process. WSJ's Yukari Kane discusses with Simon Constable and Jessica Vascellaro on today's Digits show.

Location: Portland Oregon Since launching its iAd mobile advertising w offline service on July 1, Apple has been slow to it out. Of the 17 launch partners Apple na for iAd, only Unilever PLC and Nissan Co had iAd campaigns for much of July. Of t remaining 17, Citigroup Inc., Walt Disney up and J.C. Penney Co.-which tied its campaign to the back-to-schoolseason-have since launched iAd campaigns and other companies are planning iAd efforts.

Part of the reason some marketers are experiencing delays in getting their iAds to market is that Apple has kept tight control on the creative aspects of ad-making, something advertisers aren't used to, according to



swoodruff A glorious end http://post.ly/sAuK

5 minutes ago via Posterous

D Posted: Today 3:12 pm Post subject:

I got mine from Bus Depot:

http://busdepot.com/details.jsp?partnumber=N0127051

Unless I read right and you are going to fabricate your own...

D. Magista

PDX Oregon

-- Squadra Patina --

'69 Bay 'Slayer Hippie'

'06 Australian Cattle Dog 'Scout'

'08 Ducati Sport Classic 'IL Duce'



On WSJ.com In My Network



Find Intent Discover Expectancy Observe Reactions Analyze Behavior

Blogs & Articles

YouTube Discussion Forums Search

Facebook

Pinterest

Competition

Twitter

SocNews

Context

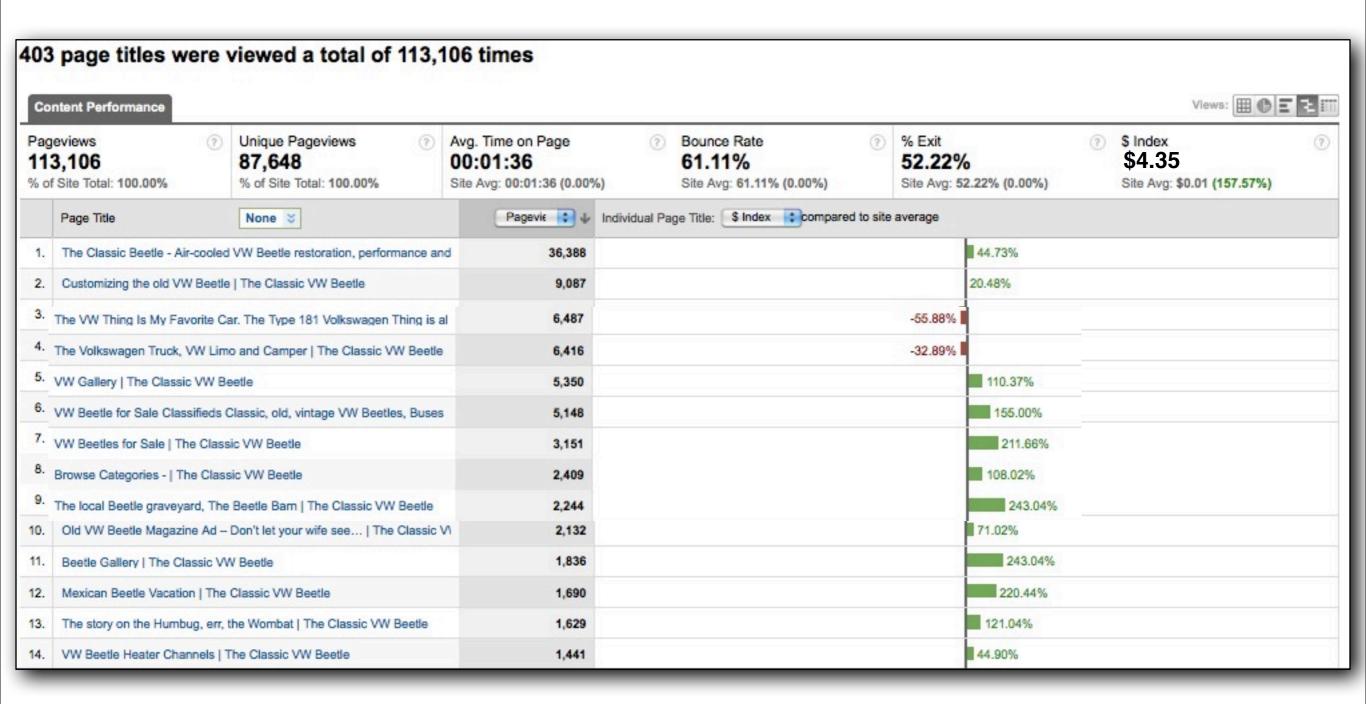


provides

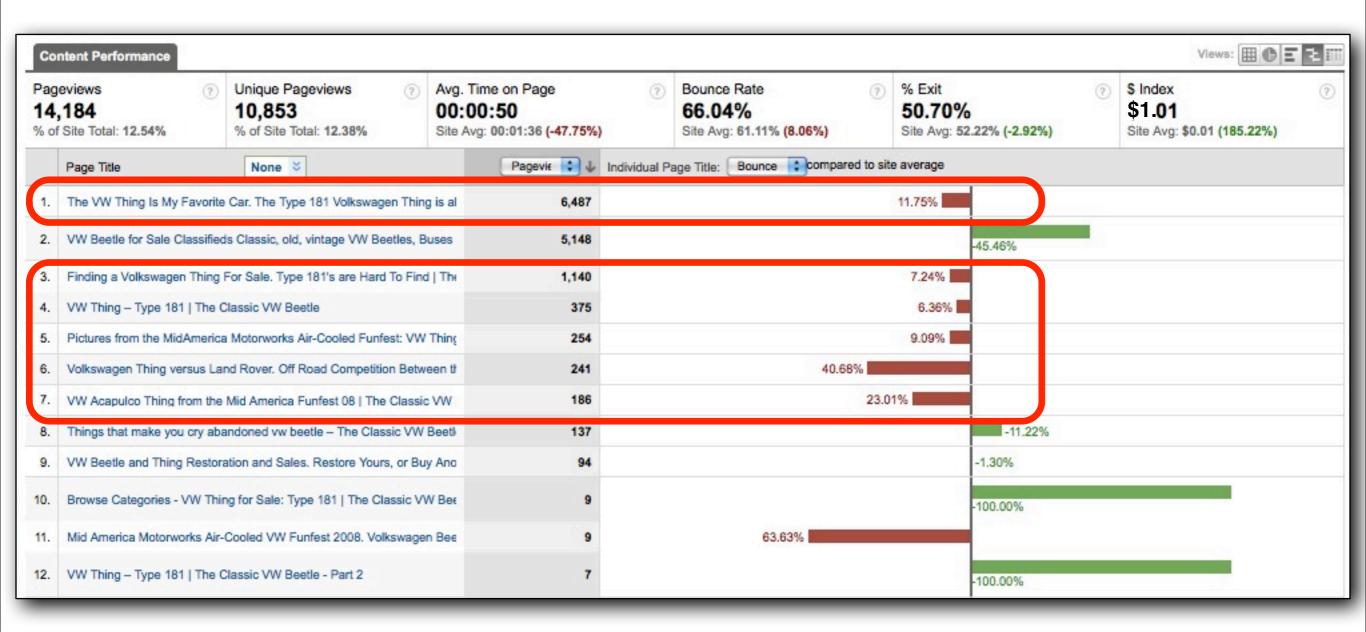
Specific

action

Content Æsitelsic



Content Æsitelsic



Follow the Money





results in

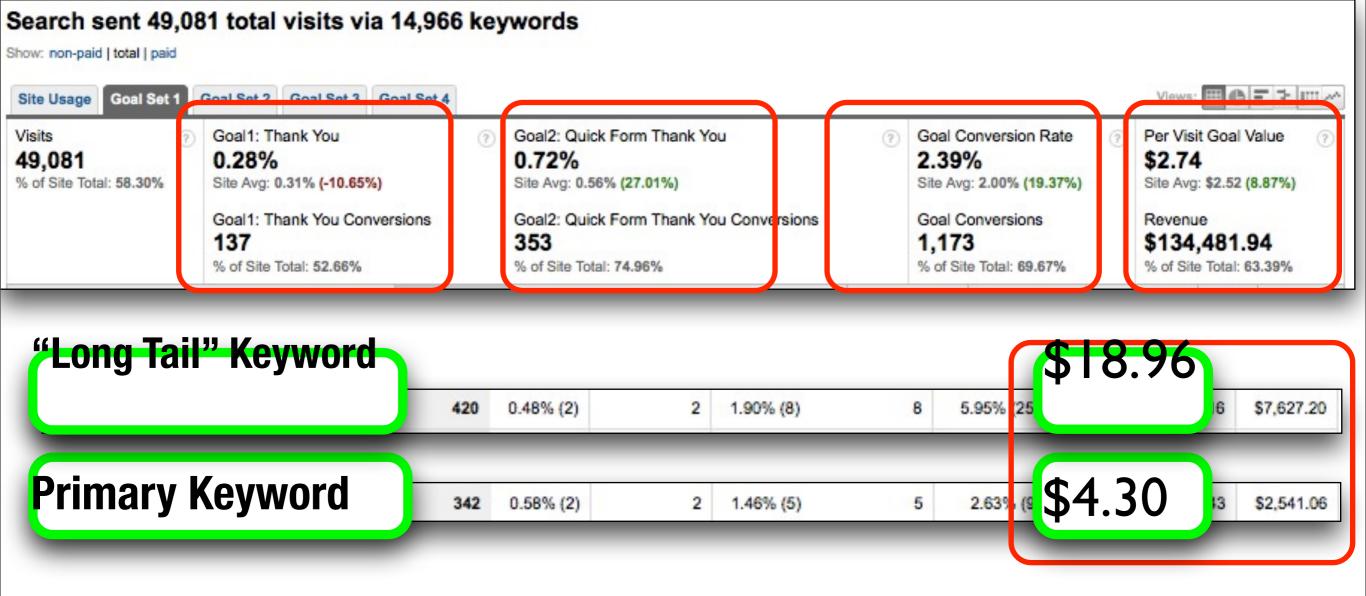
Drofit

Search sent 14,254 total visits via 5,291 keywords + landing pages

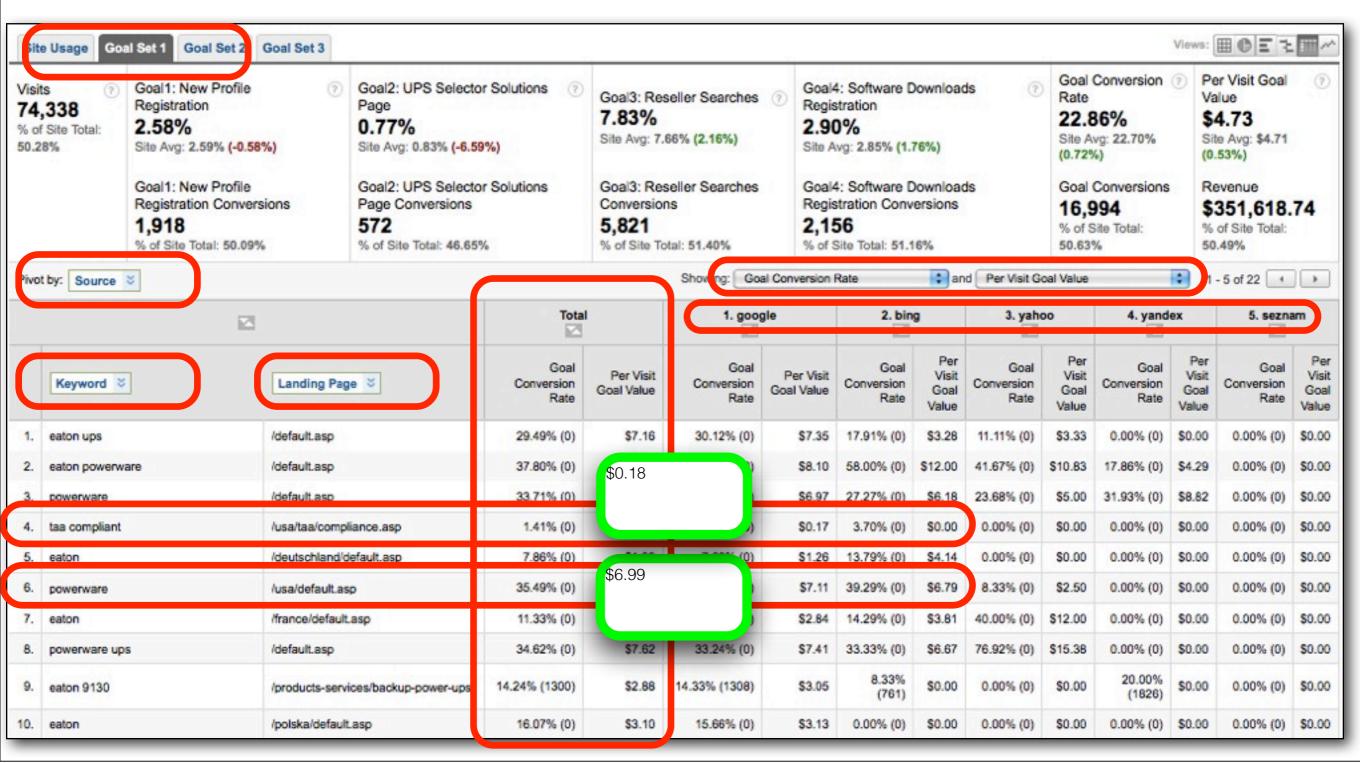
Show: non-paid | total | paid

% of	Goal1: Contact Sales Form Completion 0.94% Site Avg: 0.67% (39.69%)	Goal2: Visit Viewer pages more 22.66% Site Avg: 10.91% (107.75%)	d 20 or % g: 4.01%	Goal4: Viewed Account Registration Pa 2.53% Site Avg: 2.64% (-4.11%)	age	Goal5: Viewer Subscribe To Newsletter Pa 0.64% Site Avg: 0.61 %	ige (4.534)	Goal Conversion Rate 37.77% Site Avg: 21.69 74.14%)	G al Value \$1.0	00 .vg:
	Keyword ☆	Landing Page	Visits	Contact Sales Form ↓ Completion	Visit lasted 10 minutes or more	pages or	Viewed Account Registration Page	Viewed Subscribe To Newsletter Page	Goal Conversion Rate	Pe Vis Gos Value
51.	sonisite	/index.php	10	10.00%	20.00%	20.00%	30.00%	0.00%	100.00%	\$0.0
52.	sonosite ultrasound machine	/index.php	22	9.09%	18.18%	27.27%	4.55%	0.00%	72.73%	\$0.0
3.	sonosite nanomaxx	/products/nanomaxx/index.php	35	5.71%	22.86%	11.43%	0.00%	0.00%	45.71%	\$0.0
54.	cardio dynamics	/cardio-dynamics	27	3.70%	7.41%	0.00%	0.00%	0.00%	14.81%	\$0.0
55.	sonosite ultrasound	/index.php	171	3.51%	30.41%	18.13%	4.09%	0.00%	26.6	7%
66.	portable ultrasound machine	/products/portable-ultrasound/inde	30	3.33%	13.33%	6.67%	0.00%	0.00%		
57.	sonosite	/products/portable-ultrasound/inde	62	3.23%	25.81%	9.68%	0.00%	1.61%	46.77%	\$0.0
8.	portable ultrasound machine /index.php		33	3.03%	6.06%	0.00%	0.00%	0.00%	12.1	7 0
9.	portable ultrasound	/products/portable-ultrasound/inde		2.94%	7.84%	3.92%	0.00%	0.009	1 4.1	Z/
80.	sonosite ultrasound	/products/index.php	38	2.63%	26.32%	15.79%	0.00%	2.63%	50.00%	\$0.0
81.	sono site	/index.php	87	2.30%	26.44%	6.90%	4.60%	1.15%	43.68%	\$0.0
32.	sonosite	/contact/index.php	190	2.11%	7.37%	2.11%	0.53%	1.58%	15.79%	\$0.0
3.	cardiodynamics	diodynamics /cardio-dynamics		2.07%	9.66%	4.14%	1.38%	0.00%	19.31%	80.0
64.	sonosite inc	/index.php	105	1.90%	12.38%	5.71%	1.90%	0.00%	25.71%	\$0.0

SiteLogic Ing consultants



SiteLogic and Sing consultants



more makes better 1000 of the contraction o

analysis



URL Shorteners

from:

http://www.sitelogicmarketing.com/recommendedproducts/internet-marketing-anhouraday

customized:

http://bit.ly/imhour



Original Link: http://www.sitelogicmarketing.com/ recommended-products/internet-marketing-anhouraday

Trackable Link:

?utm_source=twitter& utm_medium=social& utm_campaign=im-ahad-promo

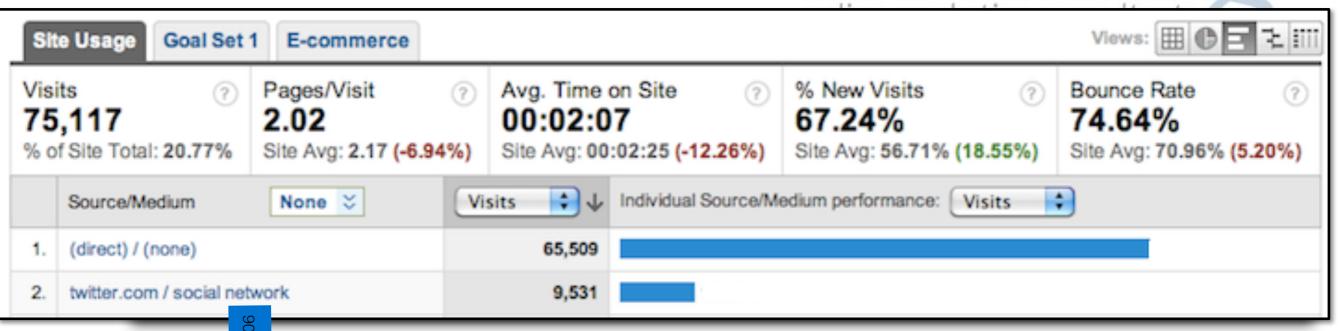


Referring sites sent 9,439 visits va 587 sources

Site Usag	Goal Set	1				Views: ⊞ B = 1 IIII / ^
Visits 9,439 % of Site T	otal: 5.69 %	Pages/Visit 4.01 Site Avg: 5.96 (-32.77%)	Avg. Time of 00:02:57 Site Avg: 00:0		% New Visits ? 76.41% Site Avg: 79.60% (-4.01%)	Bounce Rate ? 42.46% Site Avg: 22.56% (88.26%)
Sou	ırce 🌣	None 💝	Visits ♦ ↓	Individual Source po	erformance: Visits	
	witter.com		806	8.54%		





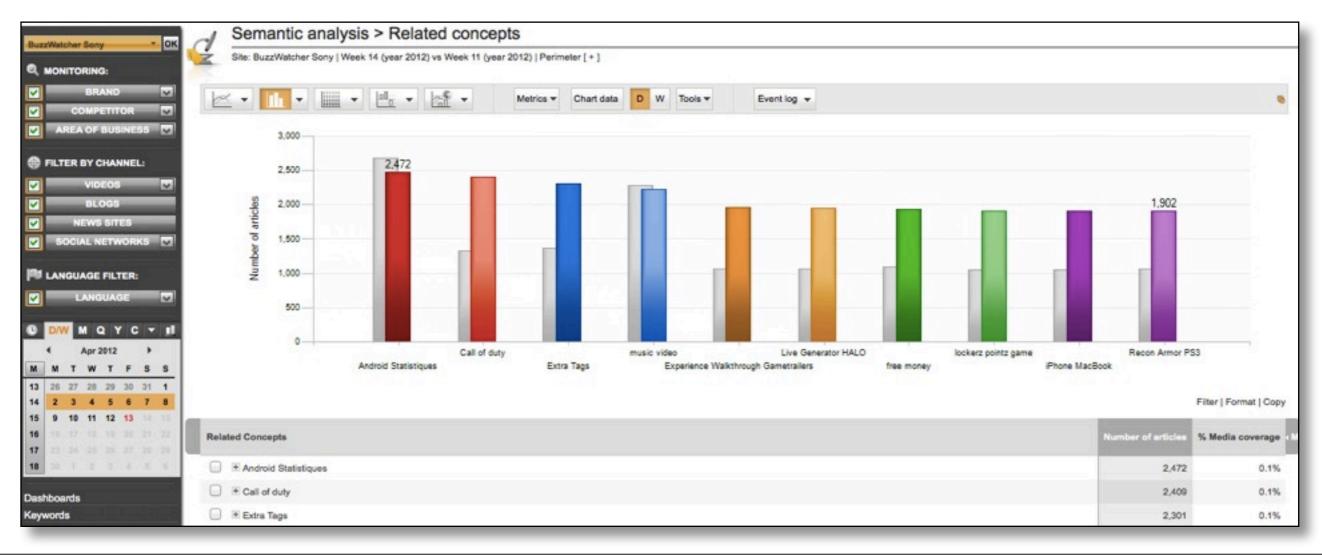


Future of Social

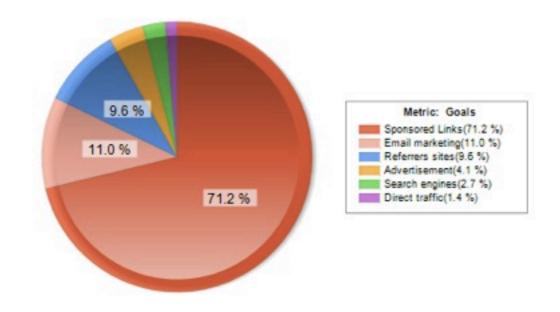


Semantificationsultants

Analysis



Multi-Chaninesic



Filter | Format | Copy

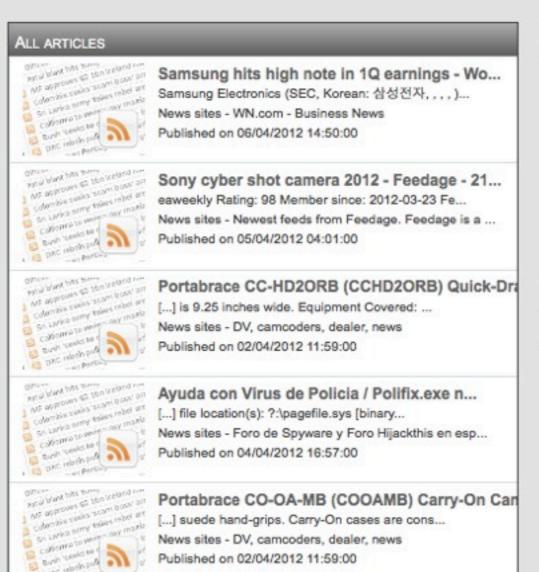
Channels	Goals	Variation	Sales	Variation	Sales/orders	Variation	Orders	Variation
Sponsored Links	52	(=) (0)	€1,794,706.09	-18.8% (-416.140,55 €	€34,513.58	-18.8% (-8.002,70 €) ↓	52	2 (=) (0)
Email marketing	8	-46.7% (-7) 4	€450,935.43	-47.7% (-411.647,72 €	€56,366.93	-8.5% (-5.246,15 €) ¥	8	3 -42.9% (-8) 4
Referrers sites	7	+40.0% (+2) 1	€124,525.43	+2.7% (+3.247,97 €) ≥	€17,789.35	-26.7% (-6.466,14 €) ↓	7	+40.0% (+2) ↑
Advertisement	3	(=) (0)	€663,159.30	>+999% (+662.112,39	€)↑ €221,053.10	>+999% (+220.704,13 €	1 3	3 (=) (0)
Search engines	2	+100.0% (+1) ↑	€100,033.65	-49.9% (-99.686,45 €)	€50,016.83	-75.0% (-149.703,28 €) √	. 2	+100.0% (+1) 1
☐ Direct traffic	1	(-) (+1)	€950.88	(-) (+950,88 €)	€950.88	(-) (+950,88 €)	1	(-) (+1)
Total (6 Items)	73	-4.0% (-3) 'a	€3,134,310.78	-7.7% (-261.163,48 €)	¥ €42,935.76	-5.2% (-2.337,23 €) ¥	7:	3 -2.7% (-2) ≥
% ♥ ffr ▼				0	Variation	-	Rows	: 10 20 30 50 100

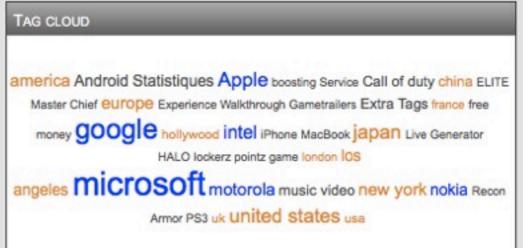
Integratistassic



DASHBOARD (BUZZWATCHER)

Site: BuzzWatcher Sony | Week 14 (year 2012) vs Week 11 (year 2012) | Perimeter [+]

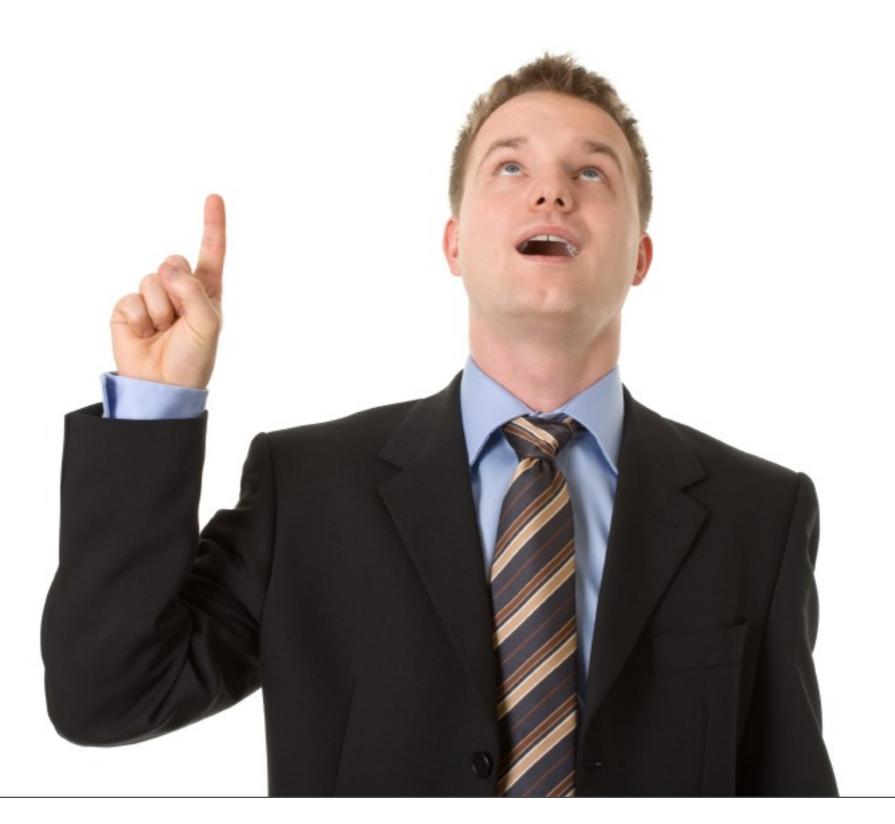




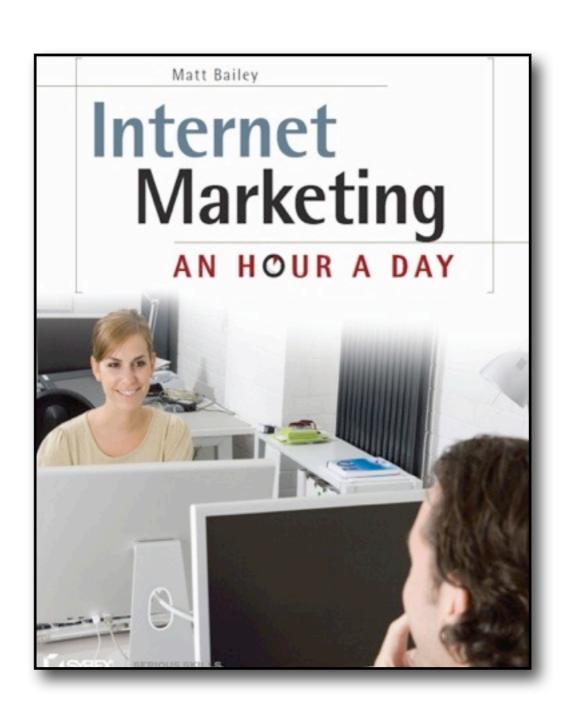


Channels -2	Campaigns -2	Channels -1	Campaigns -1	Last channels	Last campaigns	Goals	Sales	duration/goals
			(4)	Sponsored Links	Sponsored links 2 (SEC-2)	6	€296,269.69	03min 17s
-				Sponsored Links	Sponsored links 1 (SEC-1)	5	€52,794.56	01min 10s
-				Referrers sites		4	€124,267.81	02min 16s
	(*			Search engines		2	€100,033.65	01min 18s
ă.	e.	Email marketing	Clients emailings (EPR-5)	Sponsored Links	Sponsored links 1 (SEC-1)	2	€3,379.35	04min 33s
-		Sponsored Links	Sponsored links 2 (SEC-2)	Sponsored Links	Sponsored links 2 (SEC-2)	2	€101,465.51	01min 44s
	59	*		Email marketing	Clients emailings (EPR-5)	1	€558.46	01min 44s
-		125		Sponsored Links	Sponsored links 3 (SEC-3)	1	€358.89	02min 06s
-	4	Email marketing	Clients emailings (EPR-5)	Sponsored Links	Sponsored links 2 (SEC-2)	1	€14,445.83	12min 03s
-	97	Sponsored Links	Sponsored links 1 (SEC-1)	Sponsored Links	Spansored links 1 (SEC-1)	1	€1,679.43	02min 42s
5	0.5	Sponsored Links	Sponsored links 1 (SEC-1)	Sponsored Links	Sponsored links 2 (SEC-2)	1	€1,249.53	05min 02s
5		Sponsored Links	Sponsored links 1 (SEC-1)	Advertisement	Products Ads (AD-6)	1	€210.42	08min 20s
	9	Sponsored Links	Sponsored links 2 (SEC-2)	Referrers sites	£1	1	€70.14	23h06
-	1.	Sponsored Links	Sponsored links 3 (SEC-3)	Sponsored Links	Sponsored links 2 (SEC-2)	1	€147.66	1D 00h33
-	84	Referrers sites	•	Sponsored Links	Sponsored links 1 (SEC-1)	1	€2,426.97	01min 54s
Sponsored Links	Sponsored links 1 (SEC-1)	Sponsored Links	Sponsored links 2 (SEC-2)	Sponsored Links	Sponsored links 2 (SEC-2)	1	€815.05	03min 20s
Sponsored Links	Sponsored links 1 (SEC-1)	Sponsored Links	Sponsored links 2 (SEC-2)	Sponsored Links	Sponsored links 3 (SEC-3)	1	€263,288.30	1D 00h59
Sponsored Links	Sponsored links 2 (SEC-2)	Sponsored Links	Sponsored links 1 (SEC-1)	Sponsored Links	Sponsored links 2 (SEC-2)	1	€324.07	02min 51s
Sponsored Links	Sponsored links 2 (SEC-2)	Advertisement	Website news (AD-7)	Sponsored Links	Sponsored links 2 (SEC-2)	1	€100,020.00	17min 15s
Sponsored Links	Sponsored links 3 (SEC-3)	Sponsored Links	Sponsored links 1 (SEC-1)	Referrers sites	-	1	€113,65	1D 00h18
Sponsored Links	Sponsored links 3 (SEC-3)	Sponsored Links	Sponsored links 2 (SEC-2)	Email marketing	Clients emailings (EPR-5)	1	€263,288.30	01min 22s
Advertisement	Products Ads (AD-6)	Email marketing	Clients emailings (EPR-5)	Sponsored Links	Sponsored links 1 (SEC-1)	1	€1,420.57	02min 56s
Direct traffic	i -	Sponsored Links	Sponsored links 3 (SEC-3)	Email marketing	Clients emailings (EPR-5)	1	€119.63	12D 01h40

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http://amzn.to/BaileylM









Matt Bailey
President, SiteLogic
@MattBaileySays
Matt@SiteLogic.com