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# Acquire. Engage. Retain. Convert.

Leverage Deep Insights for Effective & Automated Marketing for Superior User Engagement



# Marketing Automation : Actionable BigData

- Everything you need to grow your App



In-App Referrals



Remarketing



**Prediction Analysis** 







Geo-fencing



User Flow



Funnels & Cohort



**Drip Campaign** 



Deep Insights



A/B Testing



**Real Time Analytics** 

In-App Messages

**Push Notifications** 





#### Dashboard

- Comprehensive Dashboard
- Customizable
- Daily Metrics Mails
- Deep dive based on interest



# Omni-Channel Dashboard

- Real-time App Installs
- Current Active Users
- Average Session Time
- Total current events



#### **User Profile**

- Complete user details Name, Email, Mobile No, Device details, Activity Timeline
- Connect data from different sources to get a Single View of the Customer



# Single View of a Customer

- Flexible Tier & Product configuration as per business requirements
- Flexible Rule Engine
- Seamless Integration
- Rich Analytics



# Insights – Funnel Analysis

- Create user flows track drop
   off points & Target
- Get accurate analysis of the screens where users mostly lose interest
- Create specific campaigns to target them to move them further into the funnel for increased conversions

Install Date	•	Total Installations		1	2		3	4	5		6
February 22, 2018		1811	35	0.32%	15.24%	9	.94 %	29.98%	27.50%	6	23.96
February 23, 2018		1823	19	0.53%	10.26 %	33	3.24%	28.30%	22.05%	5	
February 24, 2018		1094	19	0.47 %	34.00%	27	/.42%	23.31%			
February 25, 2018		842	40	).26 %	29.45%	24	1113				
February 26, 2018		2077	43	3.67%	33.17%						
February 27, 2018		1921	31	7.64%							
February 28, 2018		1351									
	February 22	2018	1811	39.32%	15.24%	9.94%	29.98%	27/50%	23/95/3	-	
Avg. Session	February 23	,2018	1823	19.53 %	10.26%	33.24%	28:30%	22.05%			
Current Active Session	February 24	,2018	1094	19.47%	34.00%	27.42%	23.31%				
	February 25	,2018	842	40.25 %	29.45%	24115					
Installs	February 26	,2018	2077	43.67%	33 17 %						
Uninstalls	February 27	,2018	1921	37.64%							
Report Generation	February 28	2018	1351								

# Insights - Cohort Analytics & Retention Marketing

- Track returning users with smart cohort analytics
- Analyze the days having majority of non-returning users
- Monitor the activities accordingly
- Plan personalized campaigns to bring them before they churn



# Journey Builder

- Cross-Channel Marketing campaigns
- Customer Lifecycle
   Management
- Drive Engagement, Conversion and Retention
- Web, Email, SMS, In-App and Push triggers



#### A/B Testing

- Create variations and Run
   experiments
- Increase conversions
- Analyze Results & Manage effectiveness
- Personalized Messages

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Name:	10-Piec	ce Bucket					
Description:	There a	are a maximum of 50 10-Piec	e Bucket achievement:	S			
Icon:	Choos	e File achievement_icon.jpg	1				
Game Name:	Legend	ary					
When							
Assign this Achie	evement badge to the us	ers who have done	for 10	tim	es 🗙		
•					-		
DURATION							
Start Date :	2016-09-02	<b>#</b>	Start Time :	1:15 AM	O		
End Date :	2016-09-30		End Time :	3:45 AM	O		
chievements							
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Gum On My Shoe				ho have done		Enabled	Se Edit
Gum On My Shoe Secret Achieveme	nt Assign t	this Achievement bad Y for 78 times for Le	ge to the users w gendary game.		0		

Area backager Der State Der Sta

#### **Achievement Service**

 Assign badge or achievement to your app users. Using this service you can manage achievements by allowing the user to create, earn, get achievements etc.

d Gift								
Info								
Name:		Lifes						
Display Name:		lifes						
Tag Name:		Earn lifes						
Description:		earn lifes when level clear						
Icon:	-	Choose File gift.png						
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When								
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**P**B

#### Gift Management

• Enable gift creation, retrieval, updates and distribution to users in their apps & games.

Info							
Name:	A Smart Move						
Points:	2000						
Description:	How to Earn it : 1. Download the App			<b>^</b>			
	2. Create Account/ Sign 3. Fill in all fields for Cor			*			
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Game Name:	Legendary			Ŧ	Create Game		
Albert							
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The Resurrector	Assign this Rewa	ard badge to th	e users who ha		Ψ	Enabled	🛷 Edit

Assign this Reward badge to the users who have done FILTER\_BY

for 65 times for Legendary game

Enabled

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Speedrun

#### **Reward Management**

 Reward management lets the developers assign and redeem rewards. Score, Scoreboard, Reward, Reward Points, Achievement, Gifting, etc. can be used in conjunction to implement a game center. Operations are also available to get Top Reward Earners, Top in Groups/Buddy list etc.

	Mailing Virality Campaign		2° S
	← Back to list		
AppHQ > Appd2 MA ship campaign togs Maing Vestion	Give a name to your Mailing Virality Campaign About your Virality Campaign	Mailing Campaign name Enter description	
echevers - Best to list Info Channels Face Who Corport	Channels Facebook Disabled	WhatsApp Twitter Who Everyone Existing Segments New User Segments Target users:	E-mail Users who have installed app in last 60 Days.
Rewards When © ©		60 Days     •       Rewards       When	
		<ul> <li>Send emails.</li> <li>Send manual email.</li> </ul>	

#### Virality Campaign

- Supports all major platforms i.e. Facebook, Twitter, LinkedIn, Mail etc.
- Deep Analytics
- Viral Coefficients metrics
- Linked Reward Management
- Can be combined with Campaign Management, Gamification – Leaderboards & Achievements

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#### Loyalty Program

- Flexible Tier & Product configuration as per business requirements
- Flexible Rule Engine
- Seamless Integration
- Rich Analytics



#### **User Flow**

- Visualize Complete Customer Life Cycle
- Map Customer Journey
- Reduce Drop-offs
- Improve Retention
- Omni-channel Targeting
- Increase Conversion
- Improve UX



# **Geo-Fencing**

- Interactive map to select the ٠ multiple Geo Fences
- A fence can be as small as 50 ٠ meters
- Users can be targeted based on following cases
  - Entering the fenced area
  - Exiting the fenced area
  - Dwelling inside the fenced area

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# Geo-Targeting

- Interactive map for selecting the users in a particular location
- Select Country, State, City to send targeted push
  - Getting Geo location of various users and then segmenting them to send targeted Push messages
- Campaigns can be built for automated targeting to the users on the specific geo locations



#### **Prediction Analysis**

- Propensity to buy/churn
- Customer Life Time Value
- Customer Segmentation
- Up-sell & Cross-sell
- Lead Scoring
- Improved Content Distribution
- Analyzing optimal campaign channels , content & time
- Document Automation
- Image Recognition

# Thank You