

CASE STUDY

GFIN/R





CAMPAIGN OBJECTIVE



Generate interest among the TG & expand consumer base



Brand/product awareness + Brand/product recall

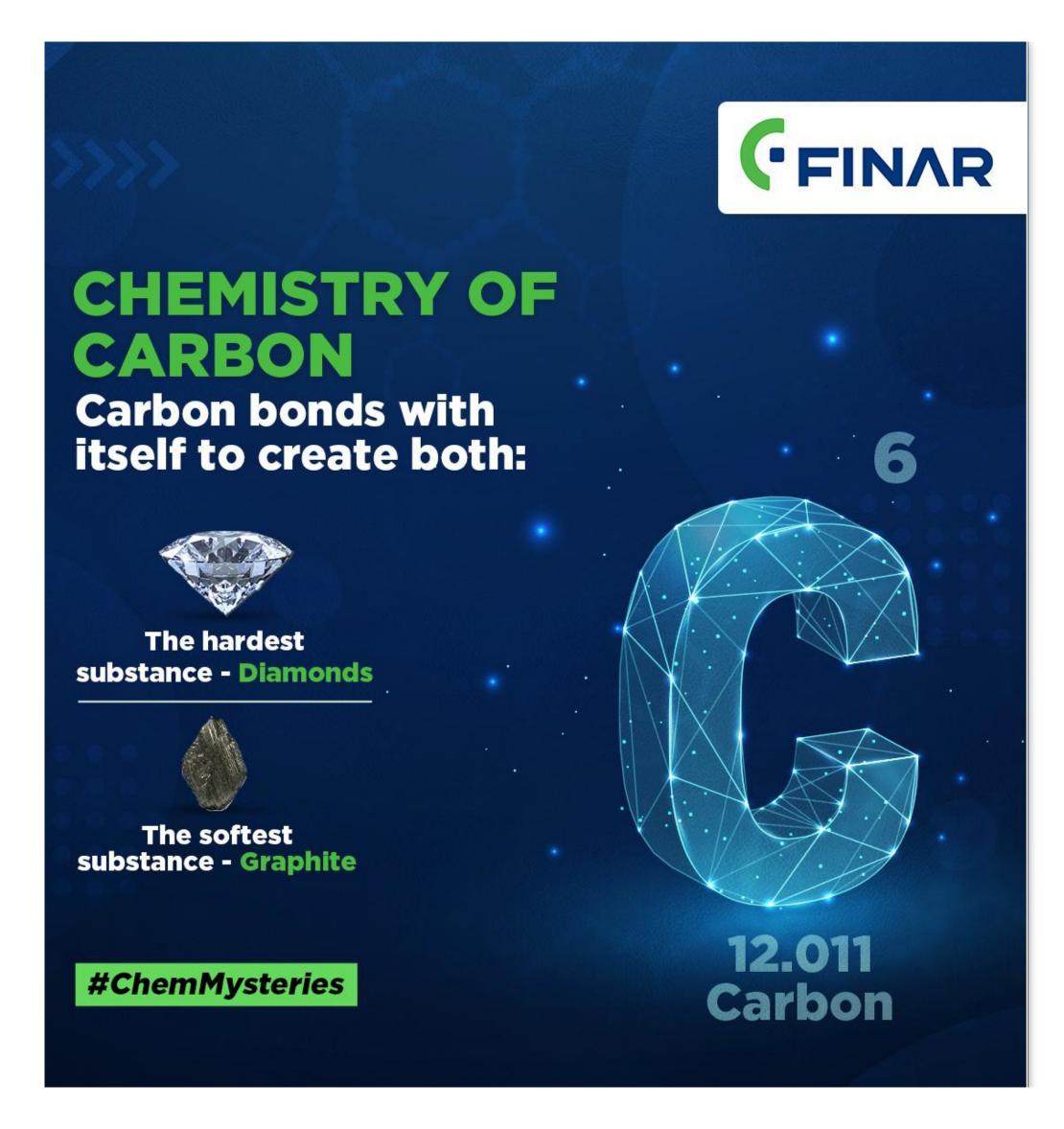


COMMUNICATION ROUTE

- Highlighted the credibility, certifications, legacy etc.
- Highlighted various products catering to different industries
- Highlighted Finar's state-of-the-art R&D facilities
- Talked about national & international certifications
- Shared interesting updates/discoveries in the field of science (chemistry)
- Launched two biggest & crucial product offering by Finar





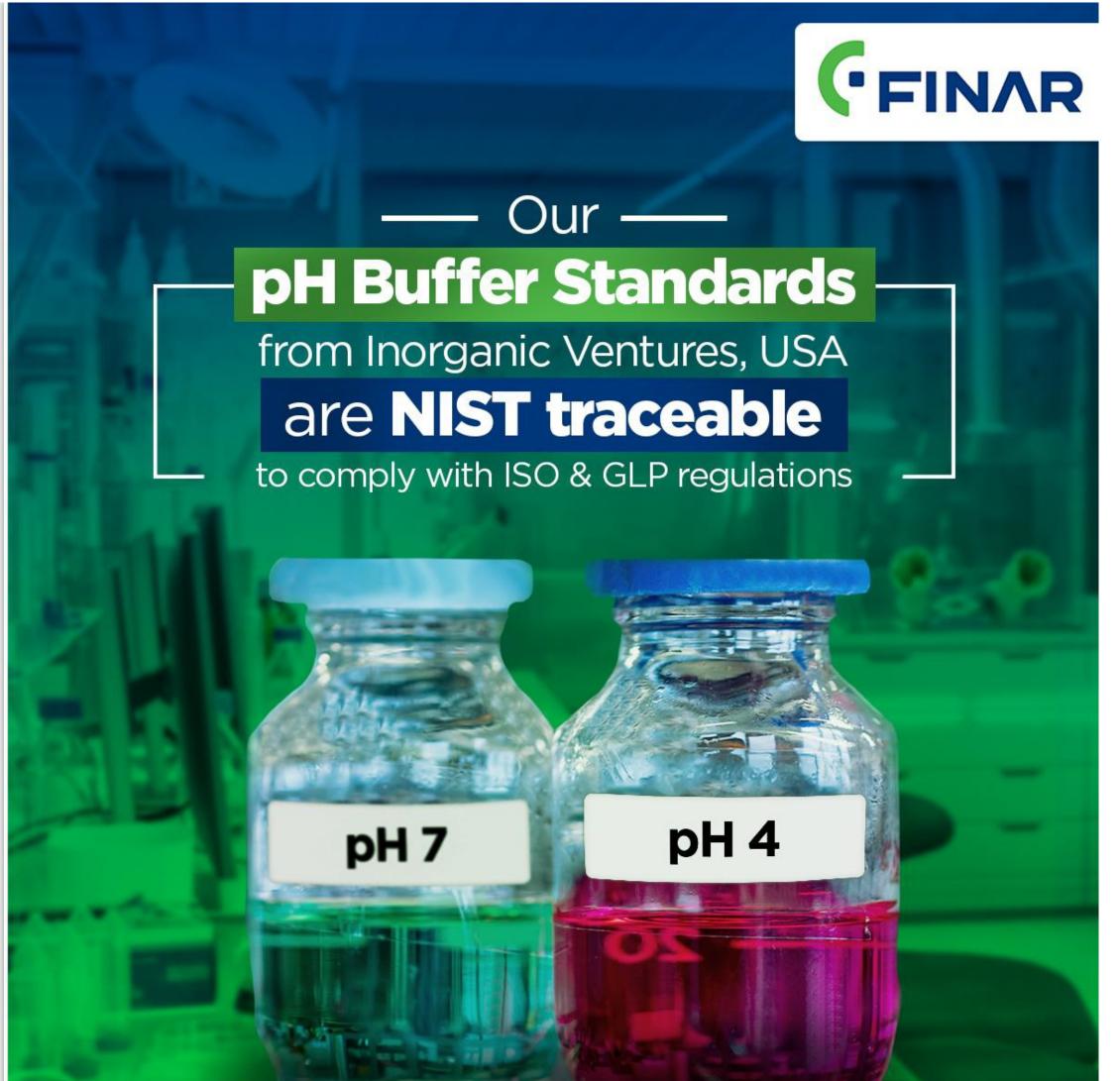






















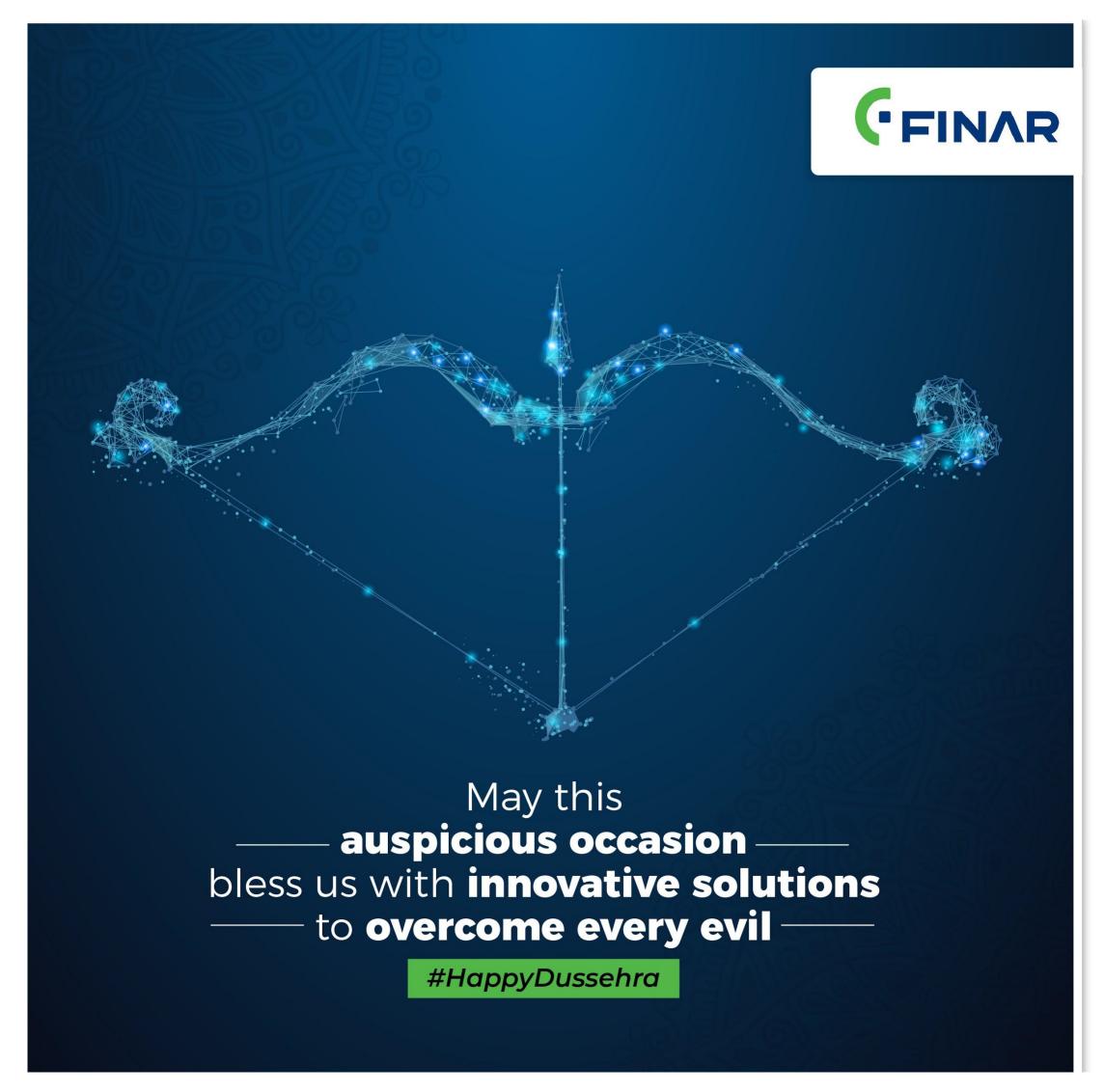








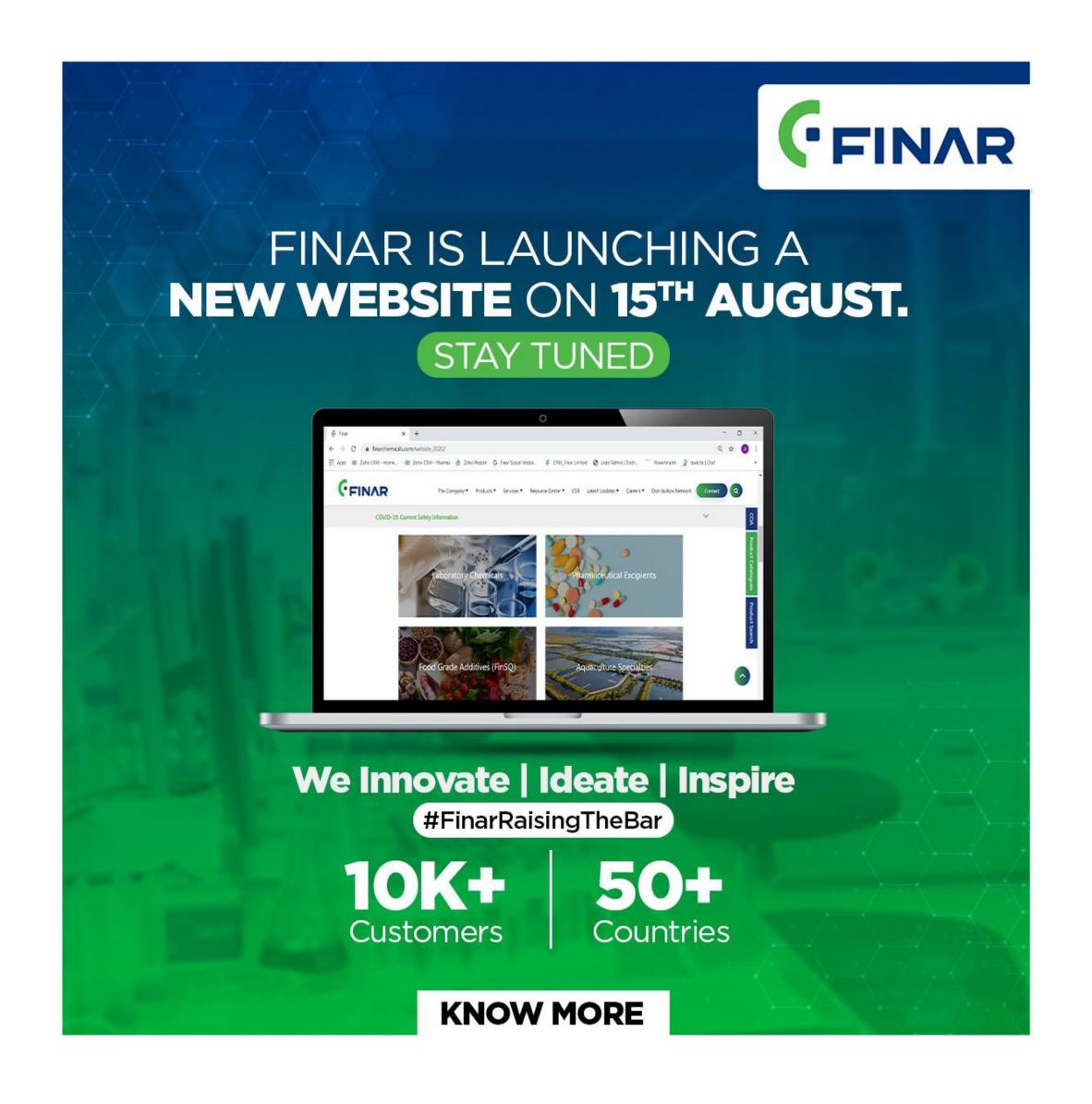








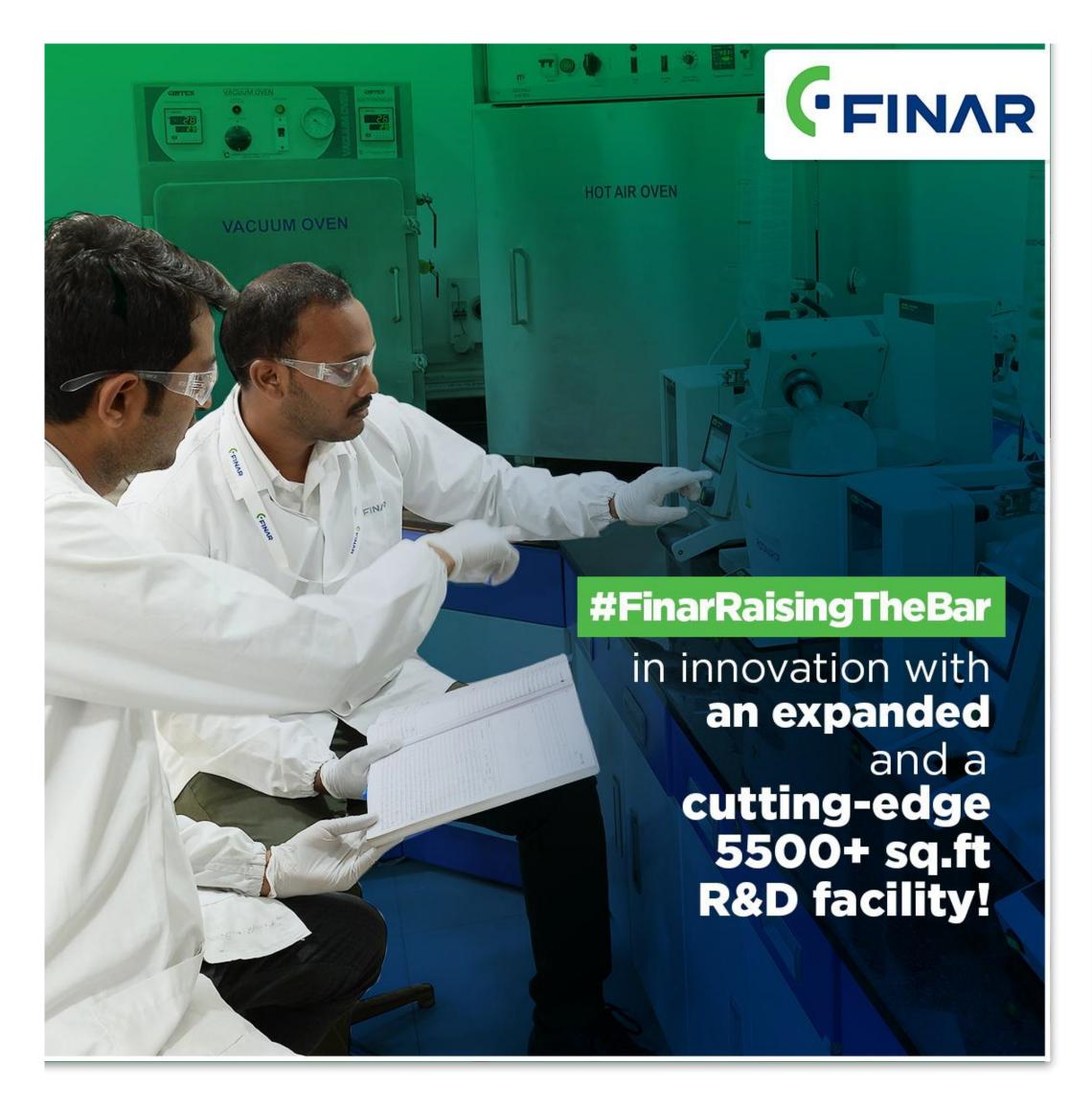


















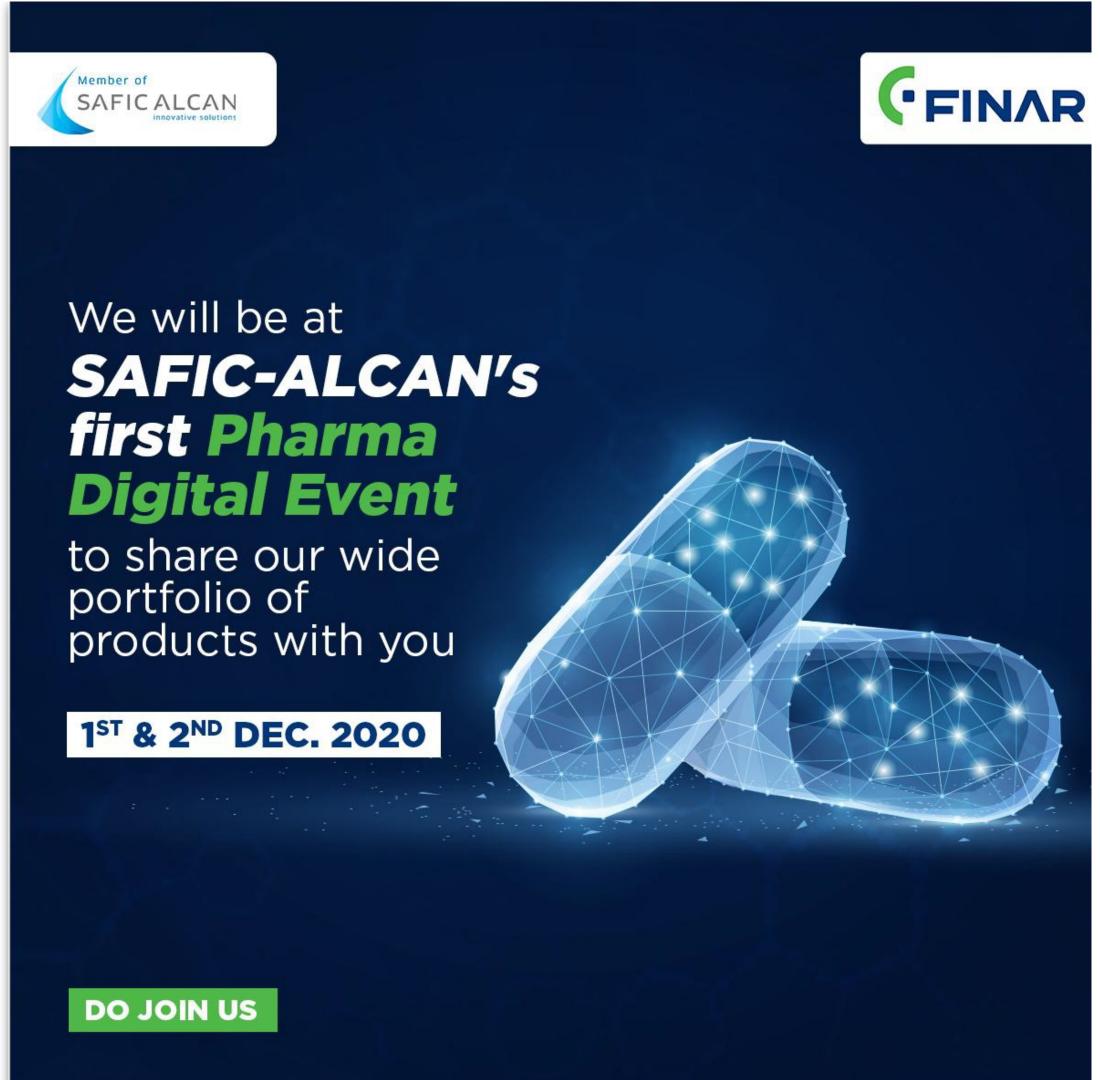
















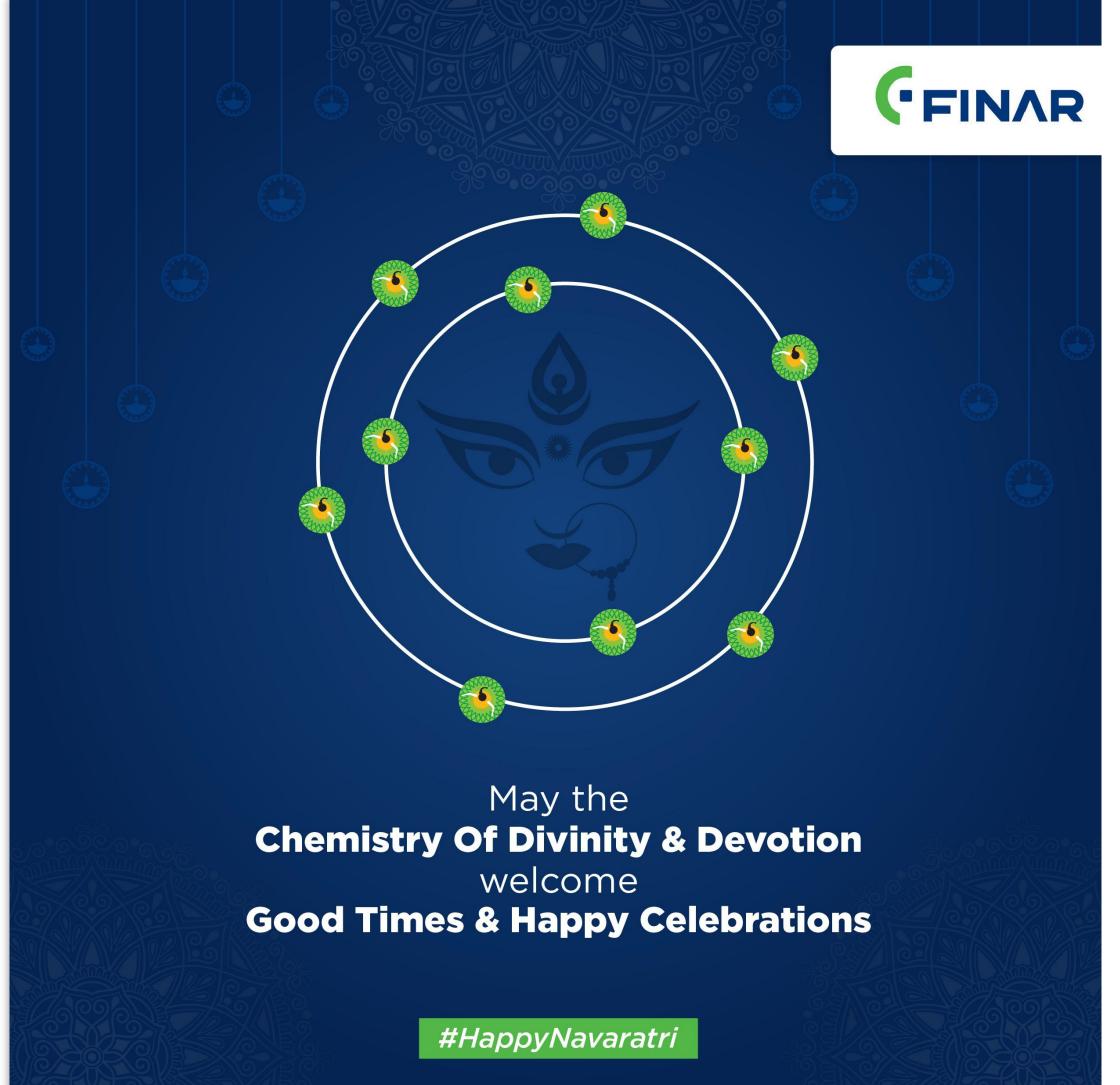














CFINAR























































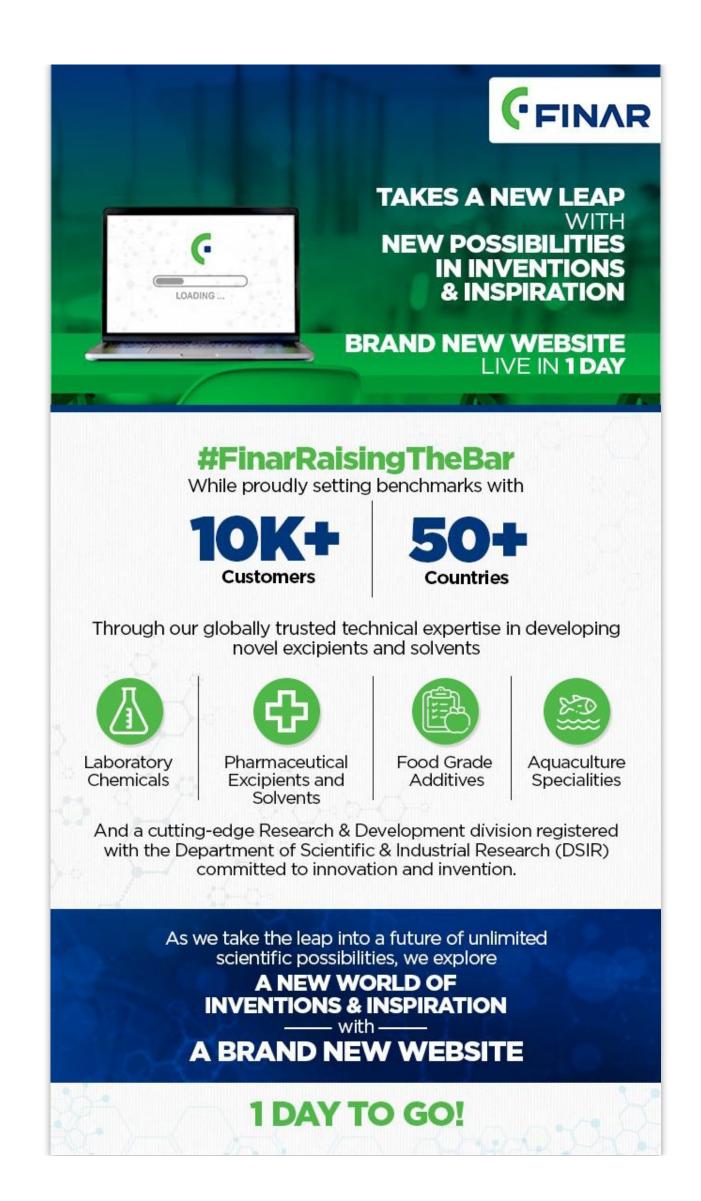


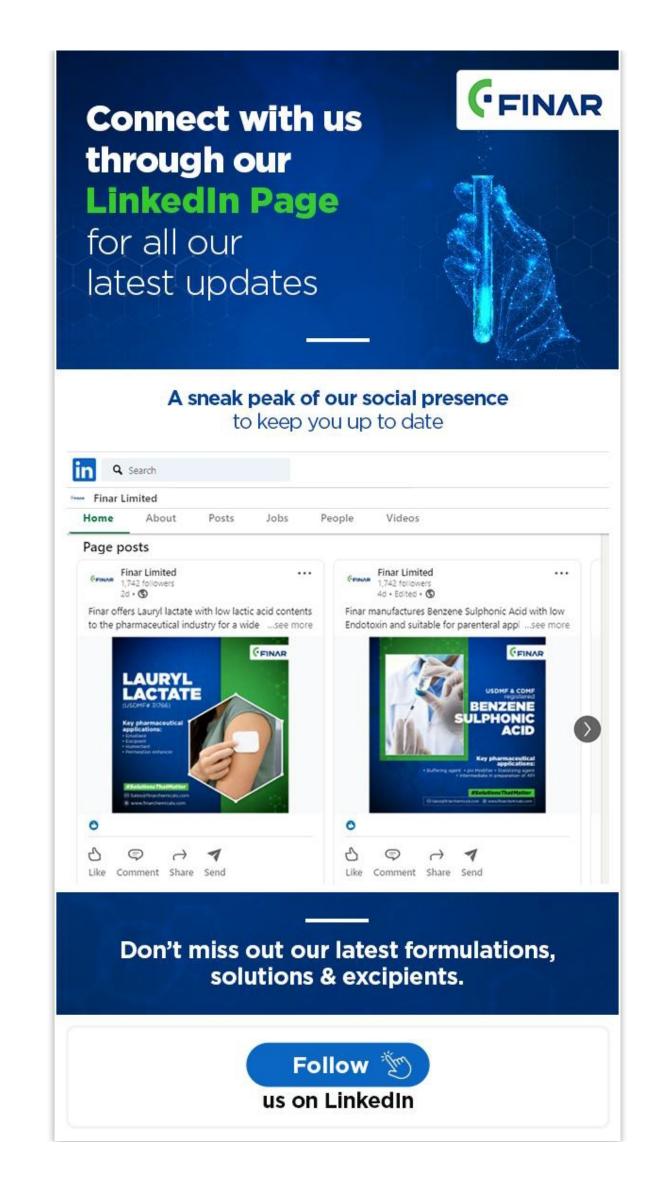








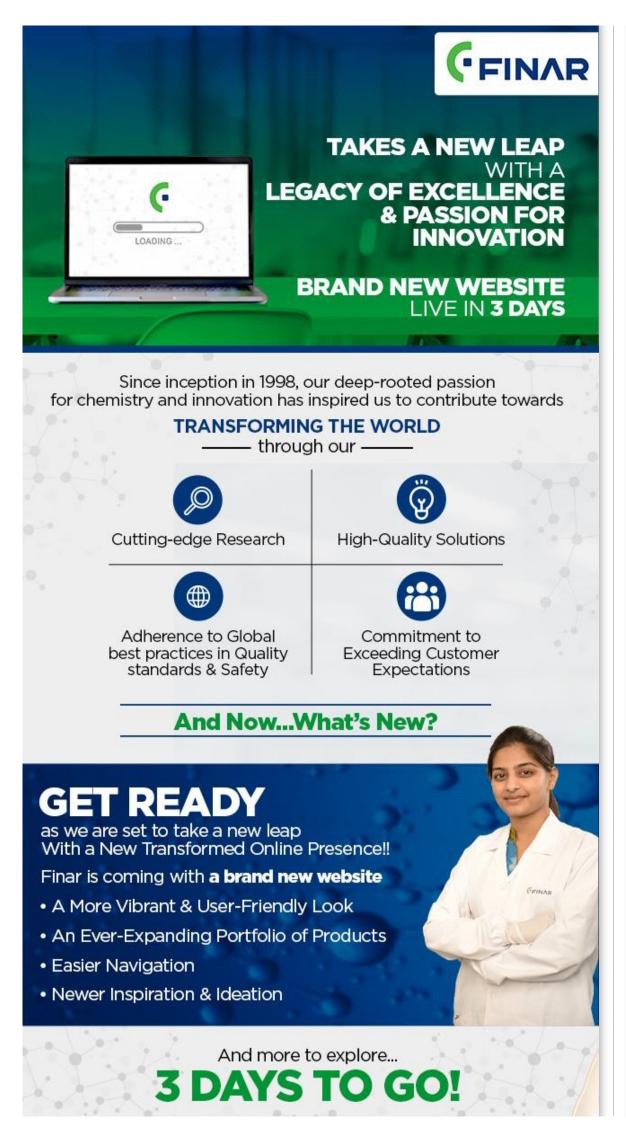


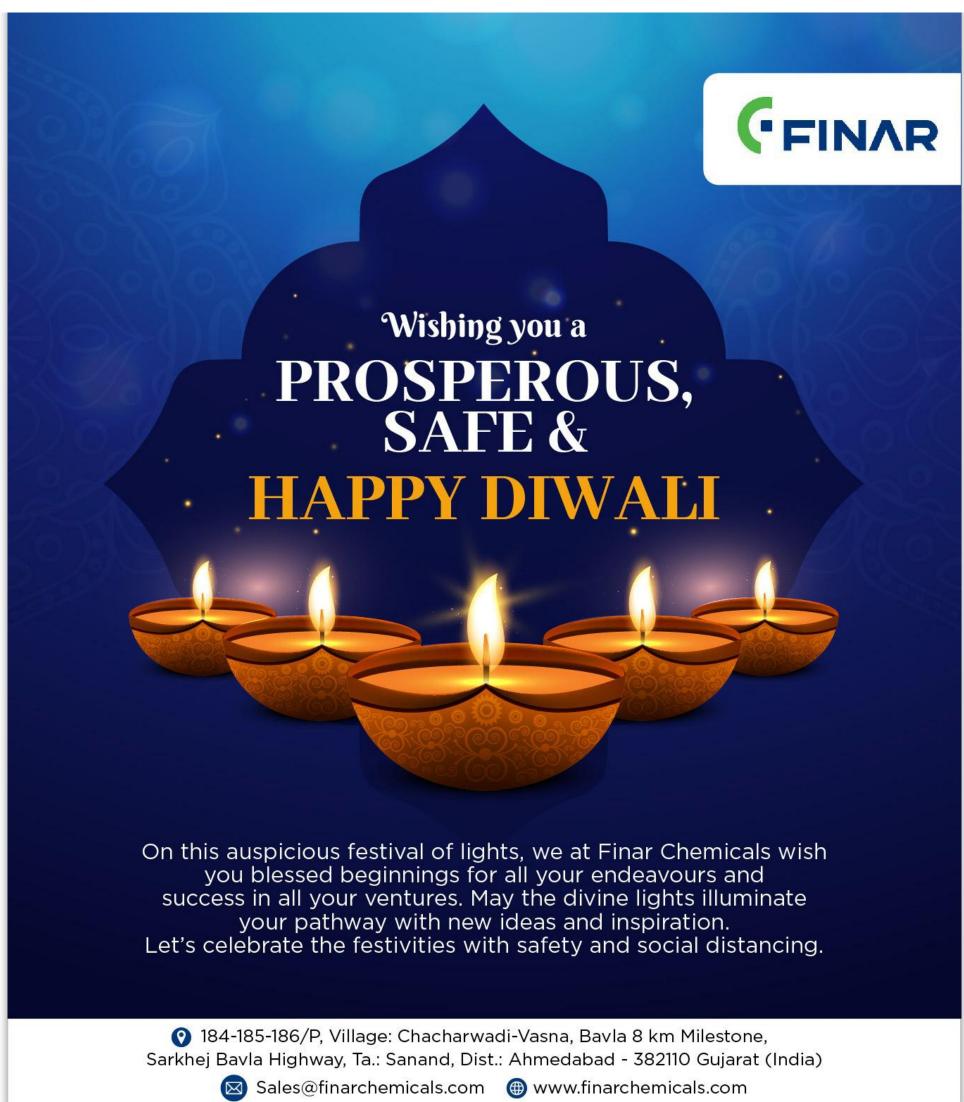


















PRODUCT LAUNCH

Duksan HPLC & LCMS Solvents





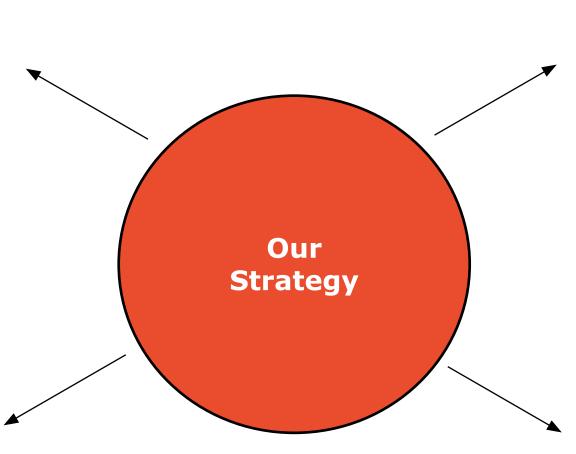






Building excitement

Started promotion 7 days before the launch where we didn't reveal about the product and just communicated that something big is coming soon



Email Marketing

All the communication focused towards product promotion was also sent through email

Social Media Strategy

Leveraged the follower base on social media for every stage of product promotion

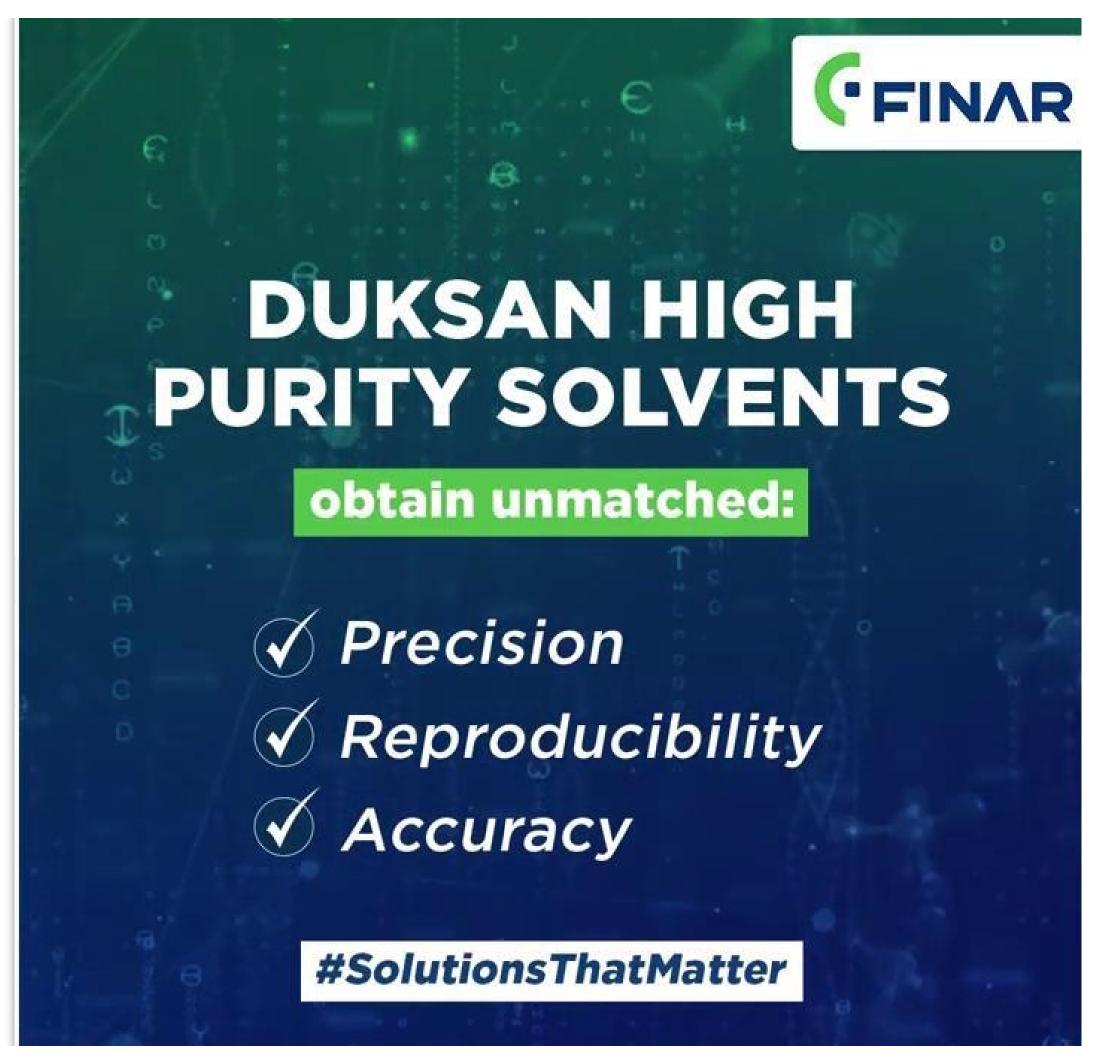
Leveraging the website traffic

A click to subscribe button was installed on web page and visitors were motivated to subscribe for new update. This helped us in creating a database of interested customers. Cookies were also used to make our ad strategy more effective.

































KEY RESULTS

Duksan HPLC & LCMS Solvents







FAR REACHING IMPACT



82%~

More impressions than all previous months



46%~

More impressions than all previous months



7 Lacs

Impressions generated through Google Search Ads in just 7 days





ALL TIME HIGH ENGAGEMENT



20%~

More engagement than all previous months



21% ~

More engagement than all previous months



30.15%

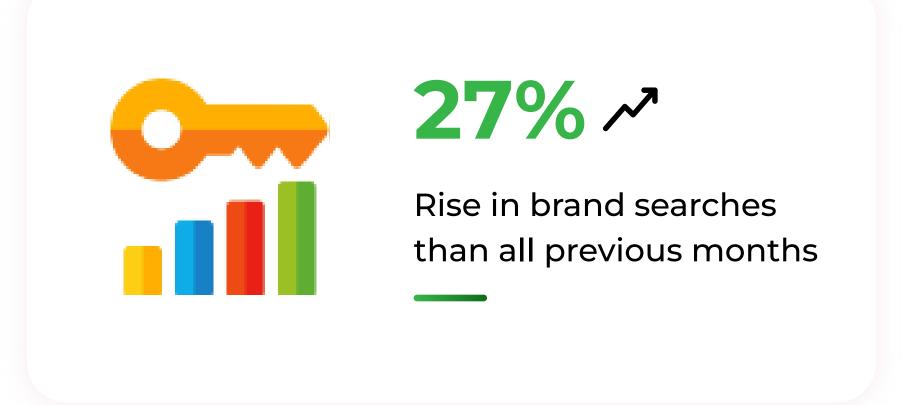
Rise in average session duration in comparison to all previous months





BRAND RECALL REJUVENATED









AND ALL OF THIS.....

With

50% less

budget spent in all previous months





KEY RESULTS

Overall Project







IMPACTFUL RESULTS...



28.65

Increase Brand search



66.66

Drop in average sales cycle



24.80

More leads than committed



50.40%

Quality Leads













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