

# DIGITAL SOLUTIONS

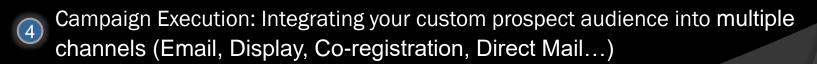
## **Digital Solutions For Advertisers**

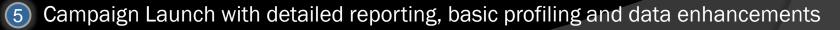
KMA applies a direct marketing approach to our comprehensive digital solutions to meet advertiser needs whether it be data enhancement, qualified branding, list building, lead generation or customer acquisition.

We simply leverage our years of database marketing expertise to produce highly responsive digital campaigns.

Our proven campaign execution begins with...

- 1) Profiling Your Existing Customers
- 2 Building A Custom Prospect Audience From KMA's SMART Database
- 3 Creating A Marketing Plan That Fits Budgets & Goals







# 1 Profile Your Existing Customers

The first step is learning who your customers are. We compare your customer list against our SMART Data Engine giving you in-depth insight into your customer base.

- Demographic Breakdown
- Geographic Breakdown
- Interest & Purchase Breakdown
- Nationwide Comparison
- Top 40 Variables
- Bottom 40 Variables

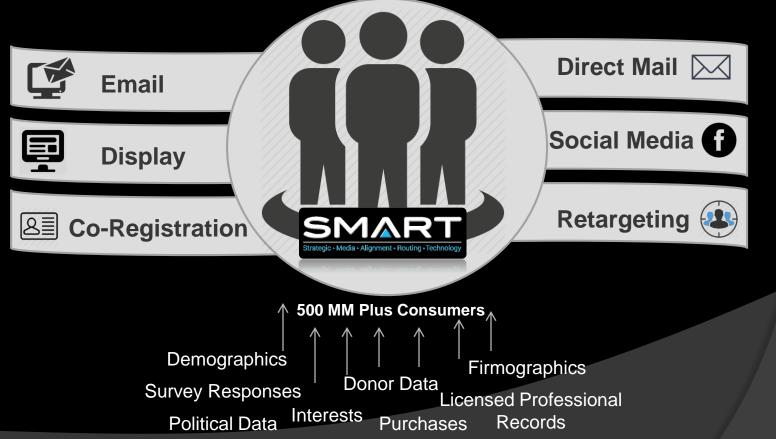




# 2 Build Your Custom Prospect Audience

Our SMART Marketing Engine utilizes your profile to build a model of your best customers using online and offline demographic, psychographic and transactional data.

We then integrate your custom audience within our channel partner network enabling advertisers to run multi-channel marketing campaigns.





## Hundreds of Consumer Data Points Available

#### Demographics

- ✓ DOB /Age data
- ✓ Income
- ✓ Presence of children
- ✓ Home owner / renter
- ✓ Length of residence
- ✓ Dwelling type
- ✓ Political party
- ✓ Occupation
- ✓ Education level

#### Interest/Lifestyle

✓ Over 30 categories

#### **Catalog Buyer**

✓ Over 25 categories

#### **Magazine Subscriber**

✓ Over 20 categories

#### Biz Ops / Money Making Opportunity Seekers

#### Connectivity

- ✓ Cell phone provider
- ✓ TV service provider
- ✓ ISP
- ✓ Internet connection type

#### Auto/Vehicle Data

- ✓ Insurance expire date
- ✓ Make/model/year
- ✓ Insurance quote seeker
- ✓ Plan to buy/lease car
- ✓ Motorcycle
- ✓ RV / ATV / PWC I

#### Insurance Information/Seekers

- ✓ Auto
- ✓ Health
- ✓ Life
- ✓ Home

#### **Online Data**

- ✓ Email addresses
- ✓ ISP / Connectivity
- ✓ Gambling
- ✓ Dating service
- ✓ Gaming
- ✓ Investing /Trading
- ✓ Auctions

 $\checkmark$ 

- ✓ Music downloads
- ✓ Travel bookings
  - Insurance seekers

#### Donors

- ✓ Humanitarian
- ✓ Children's
- ✓ Cultural
- ✓ Health
- ✓ Environmental
- ✓ Political
- ✓ Religious

#### **Music Preferences**

#### Pets

- ✓ Dog
- ✓ Cat
- Breed selections

#### Travel

- ✓ Domestic
- ✓ Foreign
- ✓ Cruise
- ✓ Timeshare
- ✓ Casino
- ✓ Family Vacation
- ✓ Frequent Flier
- ✓ Theme Park
- ✓ Island Travel
- ✓ RV
- ✓ Beach

#### **Ailment Data**

- ✓ Over 800 Ailment & RX
- ✓ Smokers
- Prescriptions
- ✓ Over 30 RX brands

#### Self Improvement

- Career Advancement
- ✓ Home Study Courses
- ✓ Continuing Education

#### Sports

- ✓ Baseball
- ✓ Basketball
- ✓ Extreme Sports
- ✓ Football
- ✓ Golf
- ✓ Hockey
- ✓ NASCAR Scuba Diving
- ✓ Snow Skiing/ Boarding
- ✓ Soccer
- Tennis
- ✓ Water Sports



## Create Marketing Plan Based On Budgets & Goals

We will build a plan based on your acquisition budgets and goals. Minimum Budgets and Pricing are determined on your engagement strategy, channel and offer type.

### • List Building

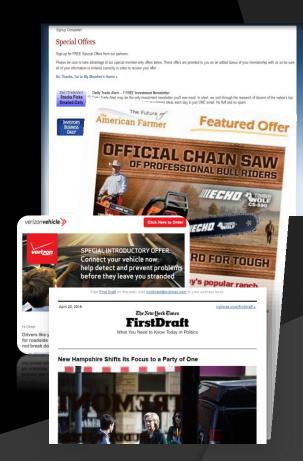
• Co-Registration using custom audience targeting

### Lead Generation

- Direct Response Email Invite
- Match & Deploy Email Marketing
- Display Advertising (Acquisition/Re-Targeting)
- Social Marketing to custom audience

### • Customer Acquisition

- Direct Response Email Invite
- Match & Deploy Email Marketing
- Display (CPM)
- Email List Rental (CPM)
- Affiliate Marketing (CPA)
- Direct Mail



# **4** Campaign Execution

KMA integrates our custom audience into the digital channels selected so that only consumers that are on your pre-qualified custom audience see your offer.



KMA integrates audience into the marketing channel (i.e. coreg audience loaded, email segments created for match & deploy, cookie audience accessible...).



Creatives approved.



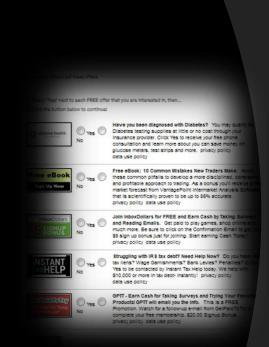
KMA or Advertiser launches campaign



KMA or Advertiser optimizes campaign by adjusting placement, creative or audience segments.



Profiling and analysis of click, lead and acquisitions to make any necessary adjustments.





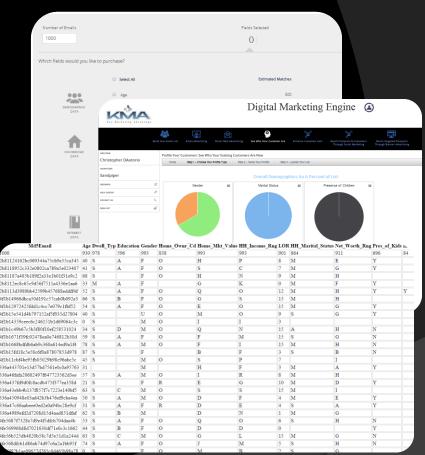
# 5 Reporting, Profiling & Lead Enhancements

All gross leads reporting will be available including a basic profile of those leads. KMA also offers the ability to append additional data points to the leads including demographic data, interest data and B2B data.

**Reporting:** Gross lead or click numbers.

**Basic Profile:** You will have access to a basic consumer profile of your leads which includes demographic and interest breakdowns.

**Lead Enhancements:** We can append data points on the fly in real-time or in batch.







# Digital Solutions How They Work



# Digital Solutions Co-Registration

## **Co-Registration Channel Solutions For Advertisers**

KMA leverages the high volume, cost-effectiveness of co-registration and applies a direct marketing, data modeling approach to generate pre-qualified leads and sales for advertisers. Prospective consumers will never see your offer unless they are on the KMA pre-qualified audience.

Our proven co-registration campaign execution begins with...

- 1 Profiling Your Existing Customers
- 2 Building A Custom Prospect Audience From KMA's SMART Database
- 3
- Creating A Marketing Plan That Fits Budgets & Goals
- 4
- Campaign Execution: Integrating your custom prospect audience into our coregistration partner network and setting up your engagement strategy
- Campaign Launch with detailed reporting, basic profiling and data enhancements



## **Co-Registration: 3 Types of Engagment Strategies**

You can utilize the co-registration channel in a number of ways based on your acquisition budgets and goals. Pricing is determined on your engagement strategy and offer type.

**Email List Building:** Generate new pre-qualified subscribers to your email list by collecting email addresses and any other required fields.

**CRM Reactivation/Enhancement:** Great way to re-activate emails of consumers who may have previously unsubscribed or gain emails where you only have your customer postal address.

**Special Email Invite:** Solution tailored for direct response advertisers who are looking to generate sales, leads or just website traffic. Consumers check a box to request your special offer emailed directly to them in real-time. You only pay if the consumer clicks on your dedicated email.





# **Co-Reg: Email List Building**

KMA Enhances Co-Registration Quality Through Custom Prospect Audience Matching. Only pre-qualified consumers see your offer.

## At The Point Of Registration

# Consumers register on websites within our partner network.

	n Up To Get Alerts On Leading Edge sumer Products
Ema	ail
	following offers are Free. Check the box next to ones you like and click the submit button below
	Global Test Market We'd like to invite you to the Global Test Market research panel that rewards you for sharing your valued opinions on consumer goods, commercials, pre-release movies and more! privacy policy data use policy
	Daily leadership insights Get a daily summary of insights on innovation, mentoring, management, and more. Smartflief searches thousands of articles to bring you a quick tec-minute snepshot of the hottest topics. Features news from Fast Co., Harvard Bus. Review, and othes privacy policy data use policy

#### SMART Custom Prospect Audience Check

Email address is converted to MD5 Hash and checked against your custom prospect audience.



#### **Offer Delivered**

Qualified consumers who match are then presented with your offer.





# **Co-Reg: CRM Reactivation/Enhancement**

Reactivate your customers that have unsubscribed or find emails of existing customers asking them to provide you with their email address while they are registering online.



#### KMA Runs Email Hash Append To Your CRM

KMA will take your customer file including name, postal and phone (if available) that is missing email addresses and match that against our smart data base to identify the email hash of those customers. We will also add in your current unsubscribes and build a "Customer Reactivation/Enhancement Audience".



#### At The Point Of Registration

Consumers register on websites within our partner network.



#### **SMART Customer Reactivation/Enhancement Audience Check**

Email address is converted to MD5 Hash and checked against your customer reactivation/enhancement audience.



#### Your Offer Is Presented

Only consumers who match are then presented with your offer.



#### Consumers Opt-In and are added to your CRM

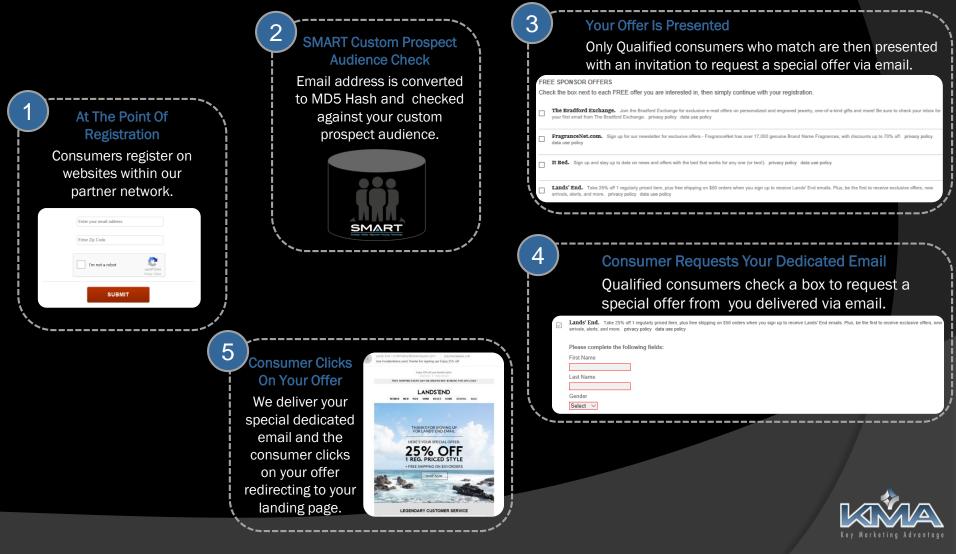
We post the email address to you to be added to your CRM where you send your email welcome series.





## **Co-Reg: Direct Response Email Invite**

Solution tailored for direct response advertisers who are looking to generate sales, leads or just website traffic. Consumers check a box to request your special offer emailed directly to them in real-time. You only pay if the consumer clicks on your dedicated email.





# Digital Solutions Email Prospecting

## How Custom Prospect Audiences Work With Email

KMA is changing how email rental works. We create custom prospect audiences from our 500 Plus Million SMART Email Database, then identify those emails within our email partner network. We can then blast dedicated emails or place banner sponsorships to those specific consumers.

### SMART Custom Prospect Audience Creation

We create a custom audience from our SMART database based on your target consumers.

# Emails Matched On Branded & Non-Branded Lists.

Your custom audience is checked against our email publisher network.

### Email Campaign Delivered

KMA identifies those consumers on various lists and delivers email campaign.







## **Types Of Email Marketing Campaigns**

### Custom Prospect Audience Targeting Match & Deploy Email:

Your custom audience is matched up against our email publishers allowing you to email market to specific customers on their list. We work with branded publishers and networks including Hearst Publications, TravelGuidesFree, Tribune, Conde Nast, Flex Marketing, LiveIntent and more...

### O Dedicated Email Marketing:

We hand-pick lists from our email network that are a good fit for your offer based on past performance.

### O Newsletter Placements:

We hand-pick lists from our email network and integrate with networks such as LiveIntent to get your ad to the consumers who are on your custom audience list.





### **Newsletter Advertising Using Custom Audience Data Targeting**

We hand-pick lists and interest categories from our email network as well as integrate your **SMART Custom Audience** with networks such as **LiveIntent** to get your ad in front of pre-qualified consumers.

LiveIntent -

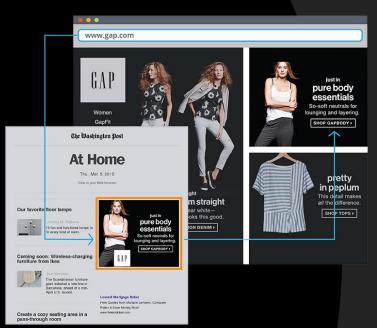
Bringing the power of web display to the inbox

#### **Over 140MM Unique People**

Tap into an audience larger than Twitter, Snapchat, Pinterest, and Pandora.

#### **Over 1600 Brands and Publishers**

Be seen in content sent by hundreds of the world's biggest and most trusted brands and publishers.





## How Custom Prospect Audiences Work With Newsletters

SMART Custom Prospect Audience Creation & Integrated with LiveIntent

We create a custom audience from our SMART database based on your target consumers which is then integrated with LiveIntent.



Consumer Opens Newsletter & Email Address Is Matched Against Your Custom Audience

Your custom audience is checked against our email publisher network.

Email Address Matched against your custom audience.

> SMART tells ad server to serve only audience matches.

Banner Ad Is Served Inside Newsletter To Audience Matches

KMA identifies those consumers on various lists and delivers email campaign.





## **Email Newsletter Categories & Premium Publishers**

Arts & Entertainment Automotive **Business** Careers Education Family & Parenting Food & Drink **Health & Fitness** Hobbies & Interests Home & Garden Law, Gov't & Politics News **Personal Finance** Pets **Real Estate Religion & Spirituality** Science Shopping Society Sports Style & Fashion **Technology & Computing** Travel Uncategorized





# Digital Solutions Programmatic Display

## How Custom Prospect Audiences Work With Display

KMA takes display marketing to the next level . We create custom prospect audiences from our 500 Plus Million SMART Email Database, then match cookies against that list. We can run display campaigns to those specific consumers.

### SMART Custom Prospect Audience Creation

We create a custom audience from our SMART database based on your target consumers.



### **Cookies Matched To Your Custom Prospect Audience**

We match your custom prospect audience to our cookie pool, matching approximately 40-50%. We will then make accessible your custom audience in your DSP.

### Display Ads Are Served To Your Custom Prospect Audience

KMA's or Advertiser's Programmatic Media Team manages your campaign.



