

# WHOWEARE



# ABOUT METHODGROUPE



- We are a full-service advertising and advanced digital technology solutions company
- We are strategic thinkers leveraging technology to provide solutions for our clients' business and marketing challenges
- We are agile and adaptable, with principals actively involved in your business
- We are a diverse, highly experienced team who specialize in digital and traditional advertising across the U.S. General Market, U.S. Hispanic & Latin America
- We strive to grow everyday, to be specialists within our core competencies and provide value to our partners







# **OUR LEADERS**



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"We are thought leaders with decades of combined experience across many industries, ethnicities and competencies, leading to strategic, results-oriented, high-level execution for our clients."



# SOME OF OUR CLIENT PARTNERS

























# WHAT WE DO



# A FULL SERVICE AGENCY

# Services We Offer at MethodGroupe

Web Development & Programming

**Direct Marketing** 

Strategic Planning

Social Media

Digital Media Planning & Buying

Traditional Media Planning & Buying

Campaign Trafficking, Tagging, Q&A

Campaign Reporting & Analytics

**Events & Community Marketing** 

Creative Development & Production

**Promotions** 

Research

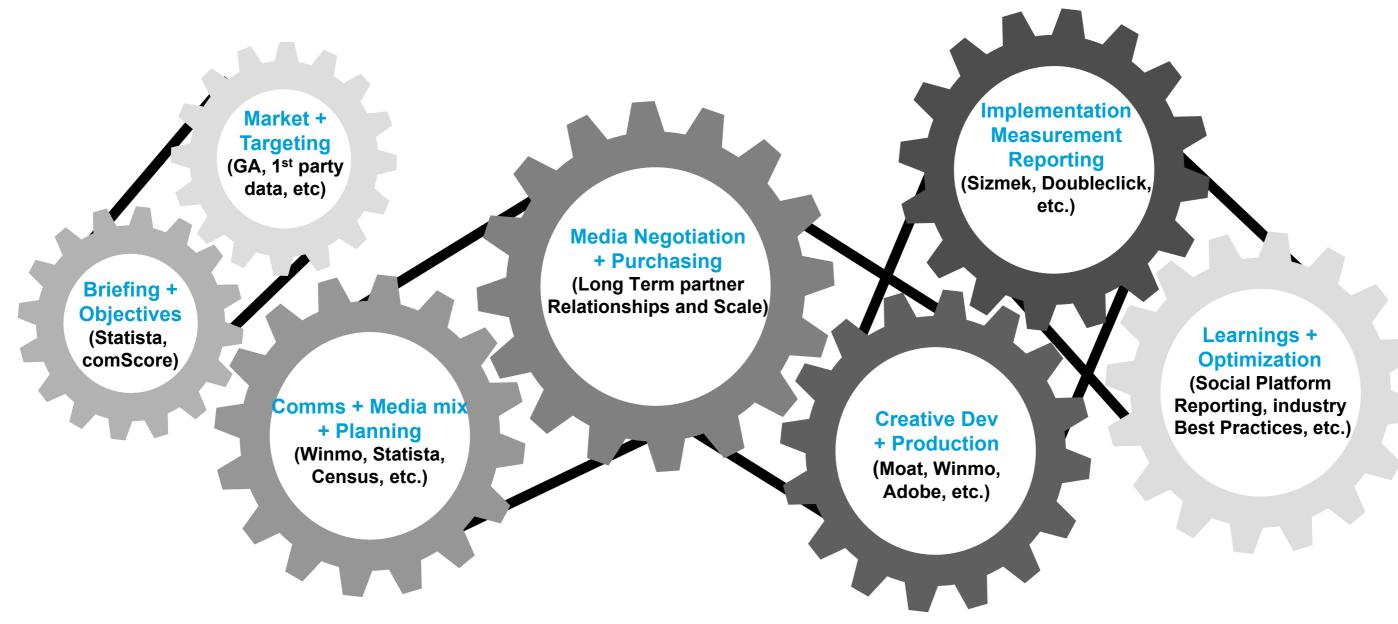
Merchant Service Platforms



# **AGENCY TOOLS**



# AGENCY PROCESS & METHODOLOGY





# SOME MORE OF OUR WORK



# **AETNA: NATIONAL & REGIONAL**

#### STRATEGY + MEDIA + CREATIVE + PRODUCTION

MethodGroupe has been working with Aetna for over 5 years across various campaigns and initiatives, producing a large body of work for Medicare prospects in both Hispanic and General Markets. These efforts include strategic, media planning & creative development for TV, Newspapers/FSI, DM, Radio, Outdoor, Social, and Digital Display ads amongst others. We also developed and piloted a unique cost-sharing program and microsite which offered co-op marketing packages for Aetna and the providers within their network.



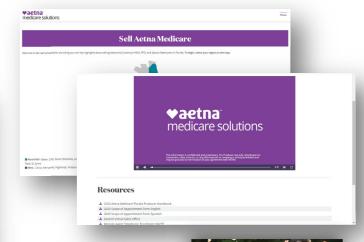
















METHOD GROUPE

## **WAKEFERN:**

# STRATEGY + LPS + DISPLAY + SOCIAL + ONLINE VIDEO + STREAMING + CREATIVE + ANALYTICS

MethodGroupe has managed all digital campaigns for ShopRite, Price Rite and The Fresh Grocer brands under Wakefern Food Corp. for the last 7 years, covering off on Digital Marketing in the General U.S. and

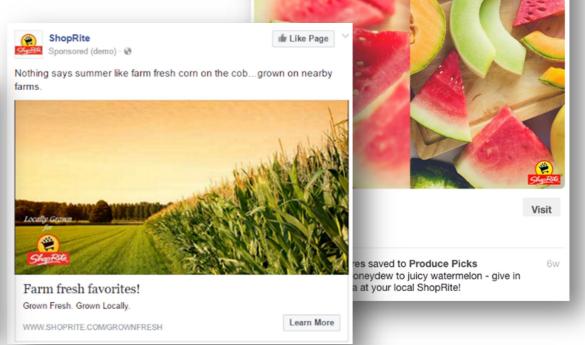
Hispanic Markets for over 350 stores in the Northeast.

- All initial social integration testing: Facebook, Twitter, Instagram, Pinterest, and Snapchat
- Acquisition campaign: Improved efficiencies over time
- Facebook Nearby Locations: Connecting all local ShopRite pages to a main ShopRite FB page
- Ongoing competitive analysis: All grocery and non-grocery
- Reporting: Detailed, visual end-of-campaign reports
- Education: on latest advertising and social platform technologies











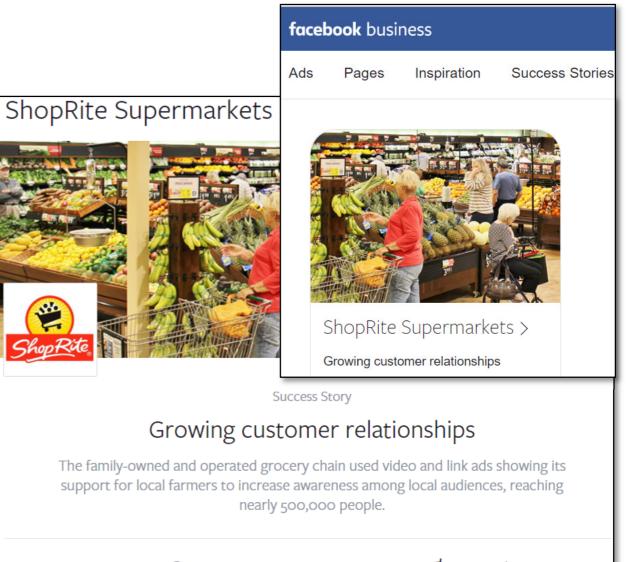
## **WAKEFERN:**

#### SHOPRITE FACEBOOK SUCCESS STORY

- ShopRite's "Locally Grown" Campaign was recognized by Facebook as a top performing example and asked to be a part of their Success Stories (still live)
- The Goal of the campaign has been to develop customer awareness and discussions about Locally Grown offering
- Overall the campaign was highly effective with a very low cost per view and an impressive volume of reach







491,380

people reached

METHOD GROUPE

MethodGroupe Credentials 2021

\$0.06

cost per video view

# SHOPRITE:

#### HISPANIC COUPON MAILER

Created a Hispanic focused coupon mailer for ShopRite's Hispanic customers with emphasis on summer fun, family and friends. The mailer offered Hispanic relevant content, coupons and customized offers with on-brand visuals. This piece received an 8% coupon redemption rate.









# SHOPRITE:

### HISPANIC HOLIDAY COUPON BOOKLET



Holiday Booklet was developed with the Hispanic target in mind from recipe selection to look and feel and language. These booklets were provided in-store at ShopRite and were told they were overwhelmingly picked up with a coupon redemption at about ~ 10%



## WAKEFERN RESULTS

#### WAKEFERN BY THE NUMBERS\*

- ▶ 7 Year Partnership
- ➤ 690+ Campaigns (over 15K placements)
- > 441K+ New Social Followers
- > 14+ Million Clicks
- ➤ 182+ Million Completed Video Views
- **> 213+** Million Engagements
- ➤ 627+ Million Social Impressions FB is 502M
- ➤ 1+ Billion Impressions Served
- ➤ Video Completion Rates (VCR) rates highly increased in effectiveness from 2018 to 2019 Fiscal (from 54% to 77%) with consistent efficiency for CPCV of \$0.05

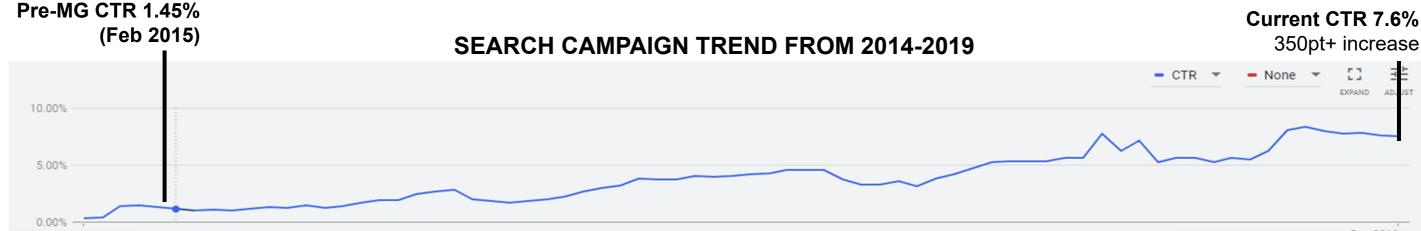


\*As of April 2020



## THE COLLECTION:

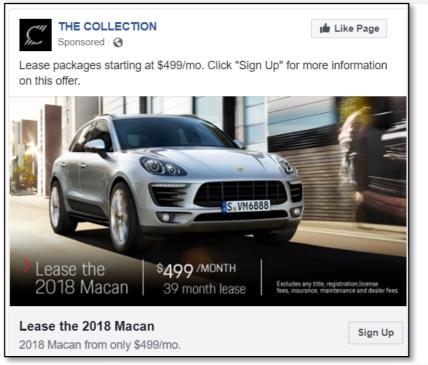
#### PAID SEARCH + SOCIAL + DISPLAY



MethodGroupe's relationship with The Collection over 5 years ago with just taking over Paid Search campaigns across 8 luxury brands and after a full audit have grown to include a holistic methodology of display and social driving from engagements to leads.

Paid Search increased by 615 points due to our consistent optimizations and improvement to relevancy scoring and campaign structure changes. Today our average CTR is over 7.5%, inclusive of competitor campaigns which tend to have a lower CTR. Additionally, call volumes have increased by 616% since 2015!

Social launched in 2018 and has contributed to 20% of all lead generation for display.





















# H.I.G. CAPITAL:

# SITE BUILD + HOSTING + MANAGEMENT + EMAIL MKTG

MethodGroupe created through concept a customized database solution with over 30 sites in 6 languages under the umbrella brand of H.I.G. Capital, a middle-market private equity firm. Currently managing, hosting and daily updates to all content for the past 11 years.

All of the sites are on a dedicated server and have 24 hour monitoring. The site was created with SEO best practices to achieve optimal search results for the brand and sub brands.



#### **CENTRAL HUB**



**OVERVIEW PAGE** 



**NEWSFEED PAGE (SEO)** 



**SECTOR NAVIGATION** 

HTTP://WWW.HIGCAPITAL.COM



# U.S. DEPARTMENT OF AGRICULTURE: MILK

#### STRATEGY + SOCIAL/PR + DIGITAL ADVERTISING

The Bigote de Leche (Milk Mustache) Breakfast Project Campaign, part of the "Got Milk?" campaign, aimed to improve nutrition through a balanced breakfast that includes milk. Targeting Hispanic moms, we communicated milk's nutritional science in emotional, relevant and fun ways across social media, print and TV.





# U.S. DEPARTMENT OF INTERIOR: DISCOVER THE FOREST

#### WEBSITE REDEVELOPMENT





This website was originally created using what had become an outdated format by the Ad Council.

MethodGroupe was tasked to reconstruct the framework to showcase the current best practices encompassing a new structure in order to increase speed to add new individual interactive modules. The site was also converted into Spanish and included social integration populating in real time.

ENGLISH HOMEPAGE SPANISH HOMEPAGE



# SOUTHEAST TOYOTA: TUNDRA

#### US HISPANIC TV + DIGITAL + VIDEO + WEB

The Full Size Pick Up (FSPU) segment among Hispanics is consistently one of the largest volume segments. In the general market, a truck's main purpose is hard-work capabilities and secondarily for recreation. Hispanics have a deeper relationship with their trucks; the truck serves for both work/recreational purposes and also as a family vehicle.

For a Hispanic man, his FSPU is a reflection of himself: people depend on him so he needs a dependable, reliable and solid truck. In this all-important category, domestic trucks – Ford and Chevy primarily – have dominated Hispanic truck sales. This campaign is a series of executions for a range of models, where Toyota demonstrate the benefit of distinct features to Hispanic men.





# SOUTHEAST TOYOTA: RAV4

#### US HISPANIC WEB WITH IFRAME MODULES



These iFrame Modules were created and supported on the MethodGroupe servers, independently from the Toyota website. When the section is called up on the Toyota website, it is ported seamlessly into the iFrame on the site.





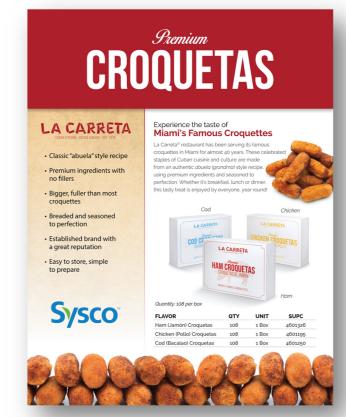
## LA CARRETA:

#### PACKAGING + BRANDING + BROCHURE

MethodGroupe created La Carreta logo design and design of packaging for Cuban coffee and croquetas (for retail sale) for this Cuban restaurant and Miami staple. We also designed logo and signage and provided branding recommendations for Florida International University campus location of La Carreta, conducted research into targeting millennials and millennial interest in premium espresso coffee for La Carreta Cuban espresso















# HBO GO LATINO:

#### MOBILE SITE

Created a mobile microsite for HBO GO updated seasonally. This allowed users to view schedules, trailers, social integration, images and videos of actors.

Complete revamp of functionality and format to create a better user experience with the brand.

















MAIN HOME PAGE

# DHL: MICROSITE INTEGRATION

Microsite development to include B to B Connectivity for the DHL Shipping Support Center.

MethodGroupe created site architecture, navigation functionality, programming and mobile responsiveness. We also manage all traffic to the site and maintain all server software updates on a dedicated server. This site contains more than 500 unique pages that allow users to isolate specific information for their needs. A custom CMS (content management system) was developed to manage updates to the site.





**NEWS** 



SHIPPING CENTER

http://goglobal.dhl-usa.com



## MAGEFESA: EXPERIENTIAL



Magefesa Cookware was challenged by getting into the US market and asked MethodGroupe to develop an idea to stimulate response and interest with retail buyers.

We created a unique approach to gain interest from buyers by celebrating the rich history (60+ years) of the brand and traditions of the Spanish culture.

Custom, authentic package design as a gift to store or department managers

Gift of olive oil from Spain which highlights the unique/local flavors

Brochure that tells the story of the history of the brand



# THANKYOU!

