

## CDK Digital Marketing Case Addressing Channel Conflict with Data Analytics

**2012: Renewing 2007 contract between General Motors and CDK Digital, to manage websites/online advertising for GM automobile dealers (independent franchises BUT contract is a collaborative decision)**

- Come up with proposed program for GM
- Original value proposition: control of dealer websites (brand consistency)
- Conflict: between GM and its dealers → CDK's solution should be acceptable to BOTH parties

### **US Automobile Retailing**

- US manufactures sell automobiles through franchised dealers = local knowledge, minimum sales & service levels agreement (pretty autonomous otherwise)
- 1949-2011: significant decline in number of dealerships (49,200 → 19,947) because more urbanized and by 2011, dealers sold multiple car brands

### **Marketing & Advertising**

- Auto manufactures (original equipment manufacturers, OEM) = responsible for creating awareness
- Dealers = drive customers the last mile = why buy today? Why from me? (own objectives) = ~1% of sales spent on advertising (so spending varies based on dealer size)
  - o In 2001, newspapers = top advertising medium (53.1%)
  - o In 2011, Internet (24.8%), Television (20.1%), Newspaper (20%)→ Most dealers did not have a marketing person & decisions made based on "rule of thumb" rather than historical data

### **Consumer Behavior**

- Traditionally: Consumers aware of cars (manufacturers resp.) → Consumers are sold the cars (dealers)
- Not the case: 63% success in manufacturers' consumer awareness → less than ¼ bought the make/model of the car advertised → rely on web searches, competitive manufacturers → independent research & lead-generation sites lead customers to other brands/models
  - o CDK highlighted importance of Digital Marketing
  - o Dealership adv. & OEM messages not aligned/coordinated: conflicting goals

### **Dealer Websites**

- Manufacturers could require dealer to have website, but *dealer had ultimate control*: multiple websites used (some independently run)
  - o CDK Digital runs GM websites: only 43% of dealers used GM website for primary online presence (2007)

# Cdk Digital Marketing Websites Features Summary

**PenZen Summaries**



## **Cdk Digital Marketing Websites Features Summary:**

**Return on Engagement** Tim Frick, Kate Eyler-Werve, 2014-07-17 In the world of web design if one wants to create a successful web site one needs an effective content strategy Return on Engagement shows web designers and developers how to implement an effective content strategy and how to stay ahead in the rapidly changing industry of web design It presents best practices in terms of web design through a marketing function content strategy SEO social media marketing and success measurement to help web designers implement a strategy that ensures success for the site they are building Return on Engagement shows web designers and developers how to not just design an aesthetically pleasing functional website This book shows those professionals how to implement marketing strategies and analysis into their website thus ensuring its success Nearly 3 years since the previous edition published new best practices have been formed Tools in which web developers use to analyze website metrics have advanced New social media networks and communities have cropped up New research in how audiences read and receive content has been done subsequently refining best digital marketing practices Return on Engagement features a step by step breakdown of how to use new tools techniques and technologies The new edition also includes updated case studies of industry leaders who implement best practices on projects Return on Engagement also features a regularly updated companion site that offers readers sample content easy sharing tools and web based resources to help measure marketing viability of web properties

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meatus the vaginal opening hymen and bartholin s and skene s vestibular glands

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