



PRODUCT CATALOG

INDIGIMAR

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ABOUT INDIGIMAR

InDigiMar, Inc. is a leader in automotive advertising offering a full spectrum of targeted, trackable, technology-driven marketing solutions for independent dealerships.

We are an Automotive Marketing Agency for Used Car Dealerships that specializes in dealer websites, Automotive SEO, Social Media for Car Dealerships, and offers one of the best Automotive Marketing Platforms available today.

LEADING TECHNOLOGY

Our clients rely on us to be at the leading edge of advertising technology at all times, and completely understand and navigate the dizzying landscape of programmatic media buying, emerging technologies, impactful trends and best practices.

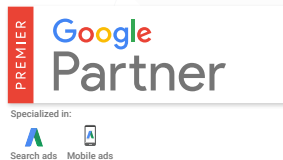
We use the best platforms in the industry, add our own proprietary solutions to fill gaps, and deliver a digital advertising platform that is second-to-none. We have the solutions to the challenges you face.

END TO END SERVICE

There will never be technology that replaces the human touch in advertising. Experienced media planning, campaign building, and optimization still reside at the core of every campaign. It is here that we establish our priceless and long-term value to our partners through vast expertise and a commitment to educating and empowering our clients.

By remaining adaptable and agile, we keep our clients armed with a competitive advantage.

INDUSTRY PARTNERS



CONCRETE RESULTS FOR ADVERTISERS

Our expert media team is hands-on and proactive, constantly monitoring and optimizing your campaigns to pinpoint new opportunities and stay ahead of your competitors. With quantifiable campaign metrics, showing you the leads, calls, and site or in-store visits from your campaigns, your results are tangible.

WHO WE WORK WITH

Our clients are agencies, tier 2 and 3 automotive dealers or groups, and advertisers in every vertical that are looking for the very best in a digital partner.

In addition to being experts in automotive, we have managed successful campaigns for colleges, medical facilities, gyms, sports teams, music festivals, theaters and other diverse industries.

UNIQUE FLEXIBILITY TO FIT YOUR PRECISE NEEDS



FULL SERVICE DIGITAL AGENCY

Plan, implement, deliver and optimize campaigns



MEDIA PROVIDER SCALE & ACCESS

Focus on the highest quality traffic to drive engagement



AD TECH INNOVATION

Evolve new proprietary technology to solve your problems

COMPLIANCE, BRAND SAFETY & VIEWABILITY

We prioritize inventory quality and successful ad placement alongside content that makes you proud as an advertiser. In addition to adhering to the IAB standards, we maintain strict publisher block lists to prevent fraudulent traffic. Our stringent partners in keeping your display campaigns fraud-free and brand-safe include:



DIGITAL MARKETING SOLUTIONS

Deliver the right message to the right person, at the right time.



AWARENESS & INTEREST

Reach consumers who have a general interest in your product or industry. This higher-funnel approach spreads brand awareness through broad reach and generic messaging.

PURCHASE INTENT

Target users who have actively qualified themselves as being currently in-market for your product or service through location, web, and mobile app behavior.

DISPLAY ADVERTISING

Grow brand awareness and increase consumer purchase intent through engaging and precisely targeted online advertising.



Advances in big data and machine learning coupled with increasingly accessible and affordable rich media solutions make this an exciting time for display advertising.

InDigiMar is proud to have maintained our industry leading display advertising to create consistent and quality messaging across essential mediums and devices. Promote brand recognition and buyer recall with our full suite of display advertising products and tools, from media planning and creative execution to trafficking, ad verification, and attribution.

DESIGN

Whether you start from scratch or from dozens of proven creative templates, InDigiMar will help you design and implement a captivating and engaging brand experience for your audience.

OPTIMIZED FOR ANY ENVIRONMENT

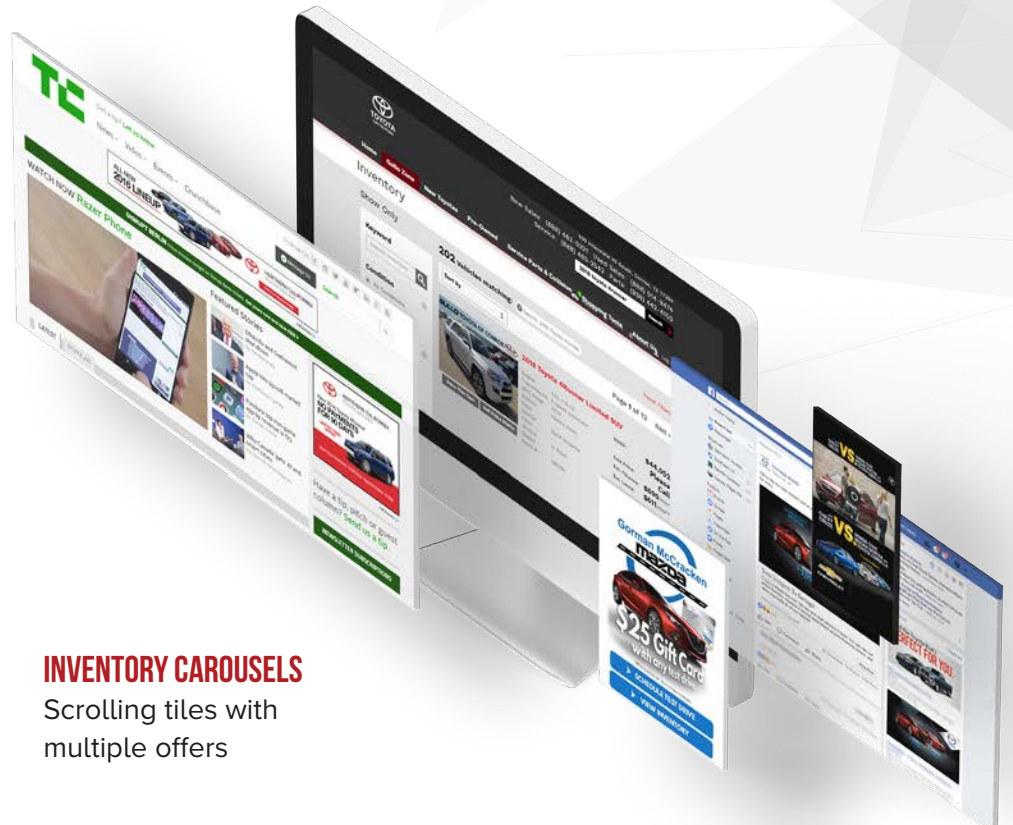
HTML5 for desktop, mobile web, or in app on smartphones and tablets

EXPANDABLE RICH MEDIA

Fully functional landing pages and expandable three panel CTA units

DYNAMIC LOCATION-AWARE UNITS

Personalized 'x distance to nearest location' maps & ad copy



INVENTORY CAROUSELS

Scrolling tiles with multiple offers

MULTI-PANEL RICH MEDIA

Video, mapping, scrolling inventory combined

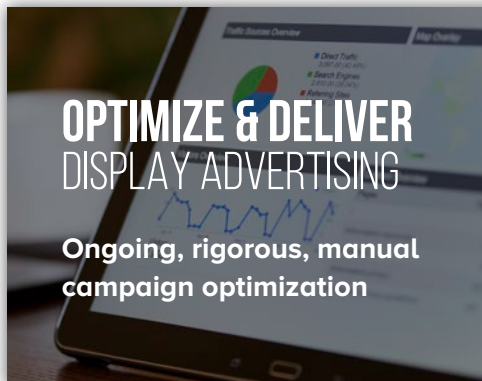
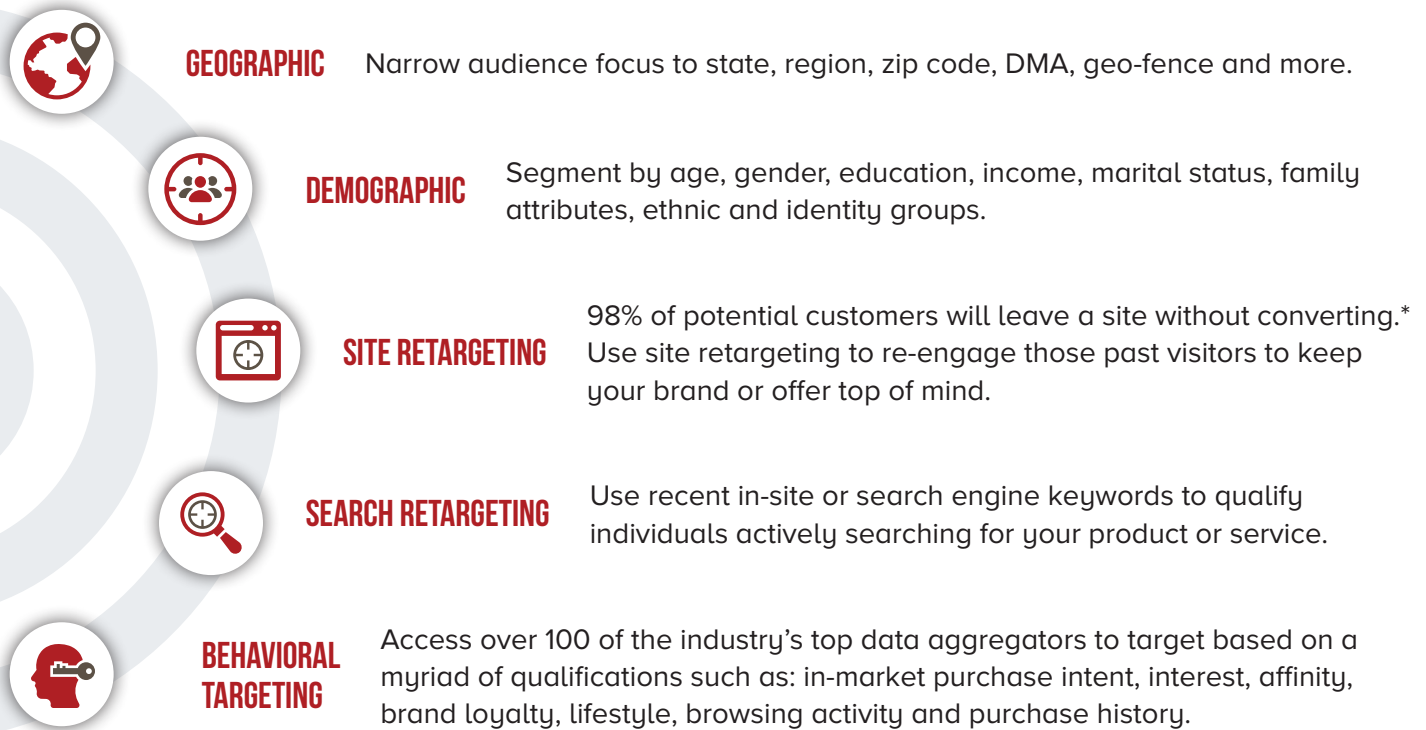
ANIMATED HTML5

Attention grabbing animations and moving objects

TARGETING & DELIVERY

TARGET CUSTOM AUDIENCE SEGMENTS

Combine targeting strategies to create a custom audience for your products or industry. Target shoppers who are the most likely to buy based on first and third-party data points and use unique audience building techniques to retarget potential consumers.

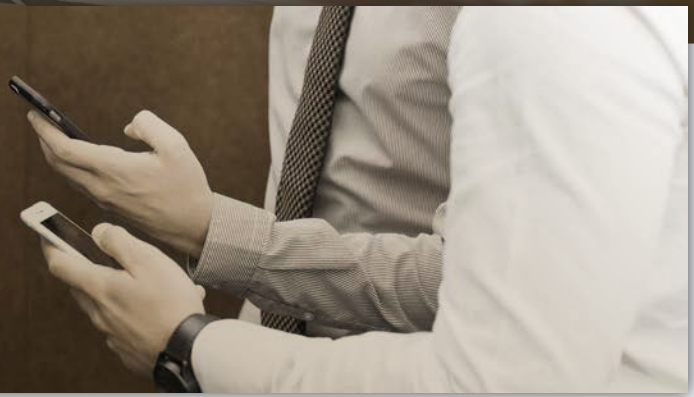


- Routine trimming at the inventory, site, and creative level for higher engagement
- Pre-traffic exchange approval checklist
- Bid scaling
- View-through optimization
- Audience focus
- A/B creative and messaging testing
- Dayparting
- Geo-fence location optimization
- Delivery optimization for smooth and linear fulfillment

*Source: Search Engine Watch, "Google AdWords average conversion rates by industry [study]." Mar. 2016.

MOBILE

Target your audience where they spend the most time consuming content: on their smartphones and tablets.

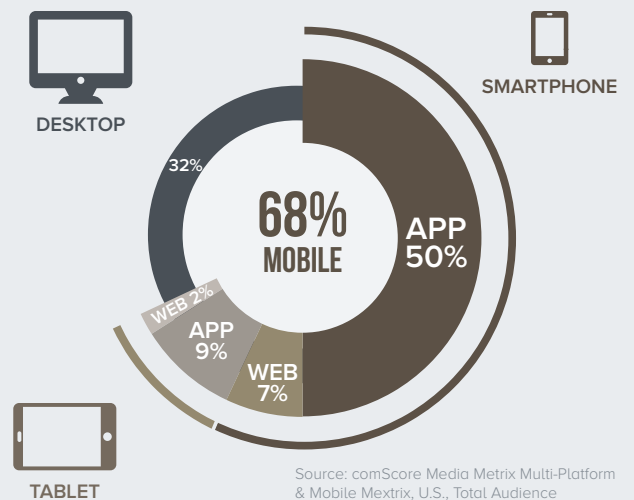


InDigiMar allows you to run effective mobile campaigns by utilizing the most precise geo-fencing technology in the industry.

Target mobile devices based on GPS locations or audience data points to reach your exact customer at any point in the purchase funnel.

- Reach an audience on 10,000+ smart phone apps and mobile sites.
- Increase engagement with custom mobile creative.
- Create dynamic messaging that shows the distance to your physical location.
- Measure the efficacy of mobile ad impressions using our proprietary Registered Showroom Visits™ walk-in conversion metric.

SHARE OF TOTAL DIGITAL TIME SPENT: JULY 2016



WHY INDIGIMAR?



INDUSTRY EXPERTISE

Auto-specific media planning, optimization and agility; first to market innovation



INVENTORY

Access to all major media exchanges and data partners



ACCURACY

Unparalleled accuracy in geo-fencing and device-level attribution



LOCATION TARGETING

Hyper-local targeting to your specific buildings, neighborhoods, city or regions



MEASURE SUCCESS

Among first to market with one-to-one showroom visiting attribution



FULL-SERVICE PARTNERSHIP

Single point solution for all creative, media, data and reporting

DRIVE SHOWROOM VISITS

A unique one-to-one attribution model for your mobile advertising dollars. We match mobile device IDs that were served your ads to the device IDs that enter your dealership, giving you tangible results that take reporting and attribution to the next level.

MOBILE STRATEGY

GEO-FENCING

Use mobile GPS coordinates to create a custom local audience with precise geo-fences around locations you select.

GEO-CONQUESTING

63% of car buyers shop online* while visiting a dealership. Show auto shoppers your ad while they're on your competitors' lots.

GEO-RETARGETING

Retarget customers who visited specific locations with specialized messaging designed to bring them back to your dealership.

THE PATH TO AN RSV

- 1 Designate multiple geo-fences targeting competing dealers.
- 2 A customer visits an established geo-fence and is served your ad.
- 3 In the following days/weeks, they visit your location, triggering an **RSV conversion**, validating your ad efficacy and spending.




CUSTOM MOBILE CREATIVE

Run engaging and interactive ads with embedded video, maps, and dynamic distance messaging for your dealership.

*Source: Cars.com and Placed, Inc., "Mobile Device Use At The Dealership: How Smartphone Shopping Is Impacting Automotive Retailing." Jan. 2014.

SUCCESS STORIES

Case studies of mobile campaigns



BMW DEALER
SOUTHERN CALIFORNIA
Luxury in-market auto

STRATEGY

InDigiMar partnered with a single rooftop BMW dealer in Southern California to influence showroom visits from competing luxury auto retailers in their PMA.

Geo-fences were set up around all luxury dealerships in the target DMA.

SOLUTION

- Geo-conquested and geo-retargeted 12 competing dealers: BMW, Audi, Lexus, Infiniti, Acura, and Mercedes Benz.
- 320x50 and 300x250 dynamic banners where the 320x50 accounted for 87% of the total RSVs.

91 TOTAL RSVS	\$41.54 PER RSV	2,950 CLICKS	.87% CTR
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FORD DEALER
SOUTHERN CALIFORNIA
Hispanic in-market auto

STRATEGY

The single rooftop Ford dealer drove showroom visits from shoppers with Spanish messaging on mobile sites and apps that indexed highly with Spanish speaking consumers.

Geo-fences were set up around all competing dealerships and device IDs were geo-retargeted.

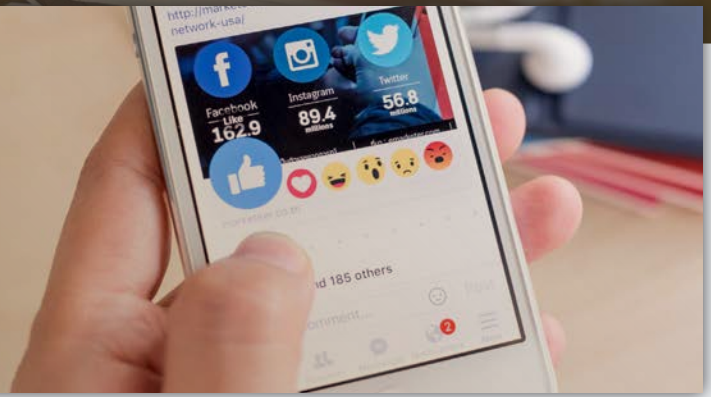
SOLUTION

- 320x50 and 300x250 dynamic banners with both offer specific and general brand messaging.
- The general brand message accounted for 65% of the total RSVs; the 320x50 accounted for 92% of the total RSVs.

96 TOTAL RSVS	\$54.69 PER RSV	2,097 CLICKS	.54% CTR
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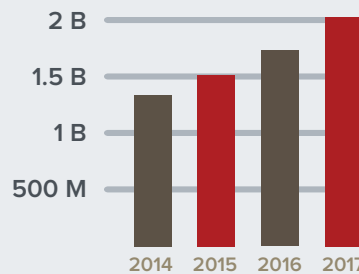
FACEBOOK & SOCIAL

Display targeted, actionable custom banner and video ads to a highly engaged audience



InDigiMar stresses the importance of reaching customers where they frequent most, and leveraging powerful demographic and interest data afforded by the platform. Our expertise in dynamic inventory advertising allows you to connect your inventory to each unique car shopper on Facebook with relevant and timely ads. The results have been predictably remarkable, with click-through rate increases as high as 200% over conventional mobile ads.

FACEBOOK MONTHLY ACTIVE USERS: JUNE 2017



2.07 BILLION
MONTHLY ACTIVE USERS

1 IN 5 MINUTES
PEOPLE IN THE U.S. SPEND ON MOBILE IS ON FACEBOOK OR INSTAGRAM

TARGETING TECHNIQUES

Facebook's wealth of audience data is unique in its comprehensive nature, as users volunteer information through profile information, affinities, etc. which gives the advertiser an intimate view of the prospective audience.

POSSIBLE GOALS FOR A FACEBOOK ADVERTISING CAMPAIGN

- Promote your Facebook page, posts or videos.
- Boost traffic and conversions on your website.
- Increase installs of your app.
- Advertise hyper-locally near your business.
- Increase event attendance.
- Generate lead form submissions or offer redemptions.



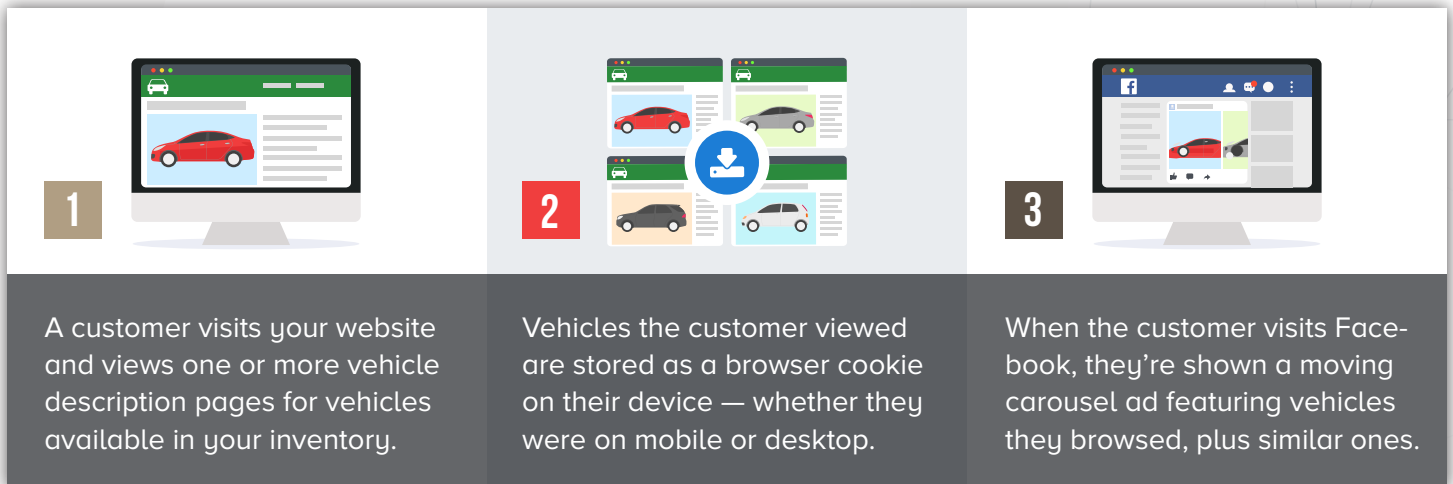
Source: Facebook, monthly active users as of June 30, 2017.

FACEBOOK DYNAMIC ADS

DRIVE SHOPPERS BACK TO YOUR WEBSITE

With engagement of up to 17 times greater than a typical display ad, Facebook Dynamic Ads allow you to show auto buyers highly relevant, personalized ads on the #1 social media platform.

- Connect your large inventory to each unique car shopper with relevant and timely inventory ads.
- Automatically display Facebook carousel ads that feature up to 5 vehicles to attract shoppers back to your website.



WHY INDIGIMAR?



ORACLE DATA — MORE EFFECTIVE TARGETING

We use Oracle's powerful 3rd party data in addition to Facebook's user data



FACEBOOK ADVERTISING SINCE 2013

Leverage our extensive experience on the Facebook platform



AUTOMOTIVE FOCUS

We specialize in the specific challenges of auto inventory feeds and ensure your ads are co-op compliant

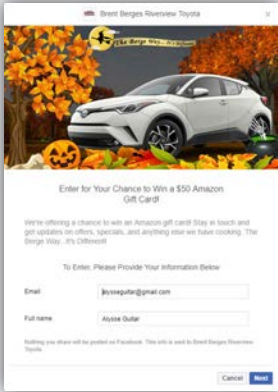


CUSTOM CREATIVE

Overlay text and creative elements on your vehicle images to spotlight OEM promotions and seasonal campaigns

SOCIAL MEDIA AD PLACEMENTS

Convey your message with seamless and interactive creative on social media.



FACEBOOK CONTACT

Generate leads with ads that display a contact form when clicked.



FACEBOOK ADVERTISING

Ads in the desktop news feed and right column, mobile news feed, and Facebook Audience Network.



INSTAGRAM ADS

Visually engage users with photo, video, carousel and stories ads to drive awareness and increase customers.



LINKEDIN ADS

Promote your company and generate leads by targeting professionals based on job title, function, industry, location and more.

SUCCESS STORY

ARIZONA MULTI-FRANCHISE DEALER GROUP

We partnered with a multi-franchise dealer group to run a dynamic Facebook campaign to retarget web visitors with a scrolling carousel advertisement of vehicles they had previously viewed. By spending \$1500, they were able to reach in-market auto shoppers and drive interactions (Facebook likes, shares, comments, swipes or clicks) and achieved these successful results in one month.

22,000
AVERAGE
IMPRESSIONS

4,350
UNIQUE
INDIVIDUALS

1000+
INTERACTIONS

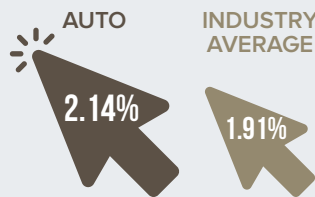
3.75%
AVERAGE CTR

SEARCH ENGINE MARKETING

Unparalleled search engine marketing (SEM) with algorithmic modeling and hands-on management

Not all markets are the same, so we don't believe in cookie cutter campaigns. InDigiMar takes a strong scientific approach to our building and optimization tactics, using proven statistical analysis to make our optimization decisions.

AVERAGE CLICK-THROUGH RATES GOOGLE ADWORDS SEARCH NETWORK



TOP QUESTIONS ON GOOGLE SEARCH DIGITAL TRENDS: AUTO SHOPPERS JULY 2016

- when is the best time to buy a new car
- what car should i buy
- what time do car dealerships close

WHY INDIGIMAR?



ONLY QUALITY TRAFFIC

Top search engines, limited exposure to display networks, and monitored search terms and keyword opportunities



DESIGNED FOR YOU

Ad groups, offers and messaging based on each specific store backed up by a proactive optimization approach



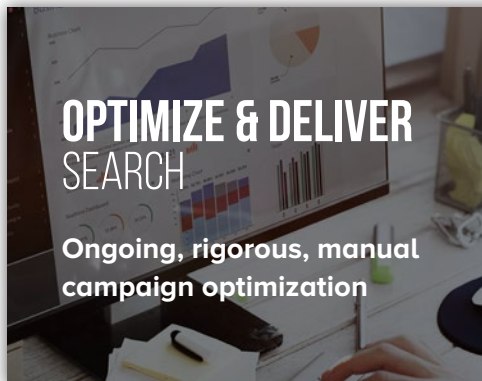
CERTIFIED EXPERTS

Google AdWords, Google Analytics and Bing Ads certified



PROVEN BEST PRACTICES

Methods statistically proven over time using Chi-Squared Analysis



OPTIMIZE & DELIVER SEARCH

Ongoing, rigorous, manual campaign optimization

- Mobile optimized ad copy
- Comprehensive ad extension implementation
- Optimization to any KPI; set goals and meet them
- Conversion tracking
- Irrelevant search query screening
- Negative keyword matching
- Broad match modification
- A/B ad copy testing
- Traffic quality by device
- Strategic budget allocation
- Landing page audits
- Dayparting & time of day analysis

Source: Word Stream, "Average CTR (Click-Through Rate): Learn How Your CTR Compares." n.d. Web. 7 Nov. 2017. Think with Google, "Digital Trends: Auto Shoppers July 2016." Google, n.d. Web. 7 Nov. 2017.

INVENTORY MARKETING

Dynamic ads and keywords that automatically update to reflect your inventory

In 2009, InDigiMar developed proprietary technology to connect SEM campaigns to your vehicle inventory feed, enabling you to deliver ultra-targeted and waste-free search campaigns that only advertise the vehicles you have in stock.

We allow you to customize campaigns to focus on specific criteria-based segments to drive auto shoppers directly to your VDPs.

SEGMENT INVENTORY TO CUSTOMIZE CAMPAIGNS

PRICE RANGE MAKE, MODEL, YEAR MILEAGE DAYS ON LOT VIN & STOCK NUMBER



WHY INDIGIMAR?



UNIQUE TO YOUR LIVE INVENTORY

Daily inventory feed generates thousands of keywords and ad text specific to your actual inventory



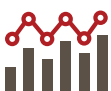
90% NEW & UNIQUE VISITS

Reach a completely new audience searching for your in-stock inventory; capitalize on off-brand searches



FOCUS ON INVENTORY

Maximize your higher margin inventory or control volume by customizing focus



PERFORMANCE & TRACKING

Track results by search engine, keyword and dealer stock numbers

SUCCESS STORIES



NEW CAR INVENTORY MARKETING CAMPAIGN
ADVERTISED 450 NEW KIA VEHICLES
JAN. 1 – APR. 30, 2015

246
CARS SOLD

77
PHONE CALLS



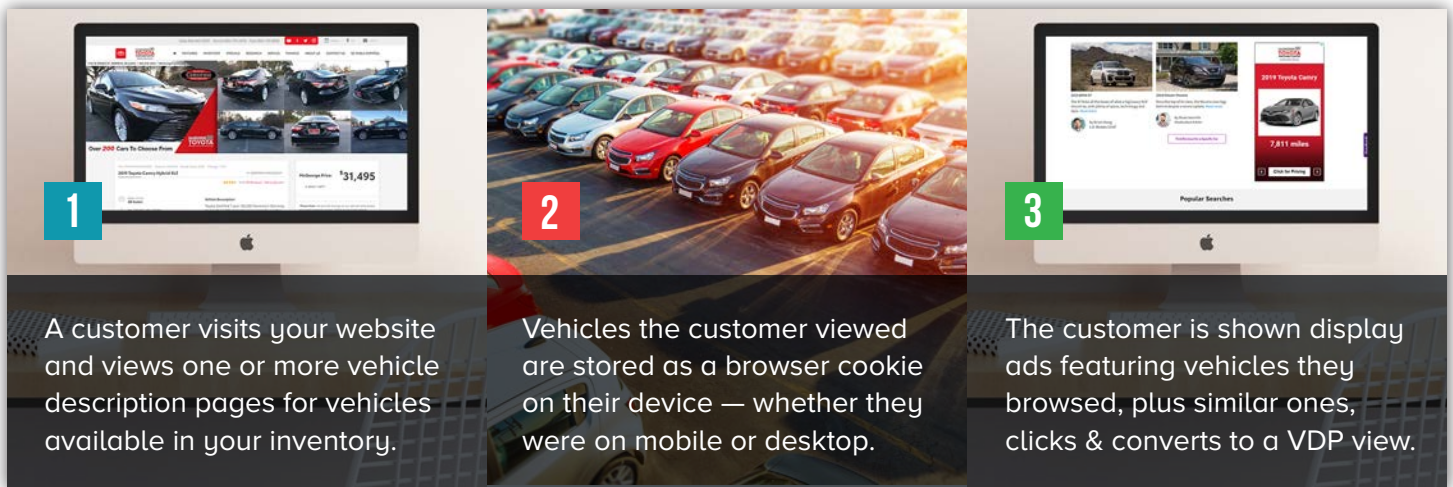
NEW KIA, USED CAR, AND INVENTORY MARKETING CAMPAIGNS
JAN. 1 – APR. 30, 2015

302
PHONE CALLS

44
EMAIL LEADS

DYNAMIC INVENTORY DISPLAY

VDP or VIN-specific marketing leverages the combined capabilities of inventory management systems and ad technology. This technology allows deeper personalization by displaying inventory that buyers are most interested in, and driving them straight to your VDP (vehicle details page).



SHOWCASE SPECIFIC LIVE INVENTORY

Retarget in-market shoppers with ads featuring relevant vehicles from your daily live inventory feed, along with your logo and custom message.



WHY INDIGIMAR?



DYNAMIC CONTENT OPTIMIZATION

Inventory listings are refreshed daily to show the most up-to-date vehicles



HIGHER AD ENGAGEMENT FOR CAR SHOPPERS

Match vehicles to buyers based on site visits, search history and demographics



CROSS-CHANNEL MARKETING

Integrates with VIN search to take advantage of traffic and intelligence

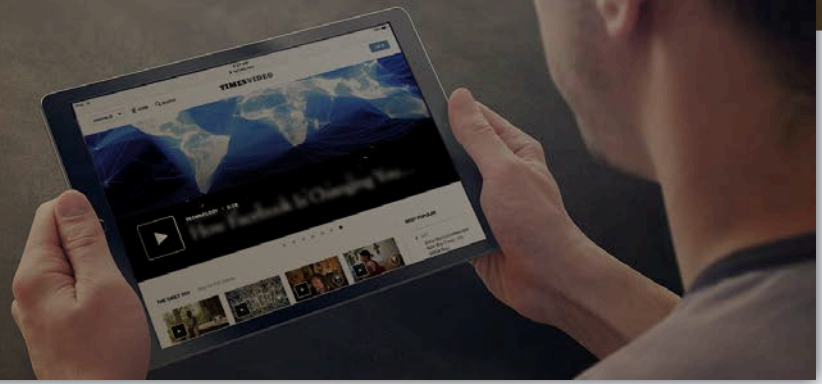


PARTNERSHIP WITH INDUSTRY LEADERS

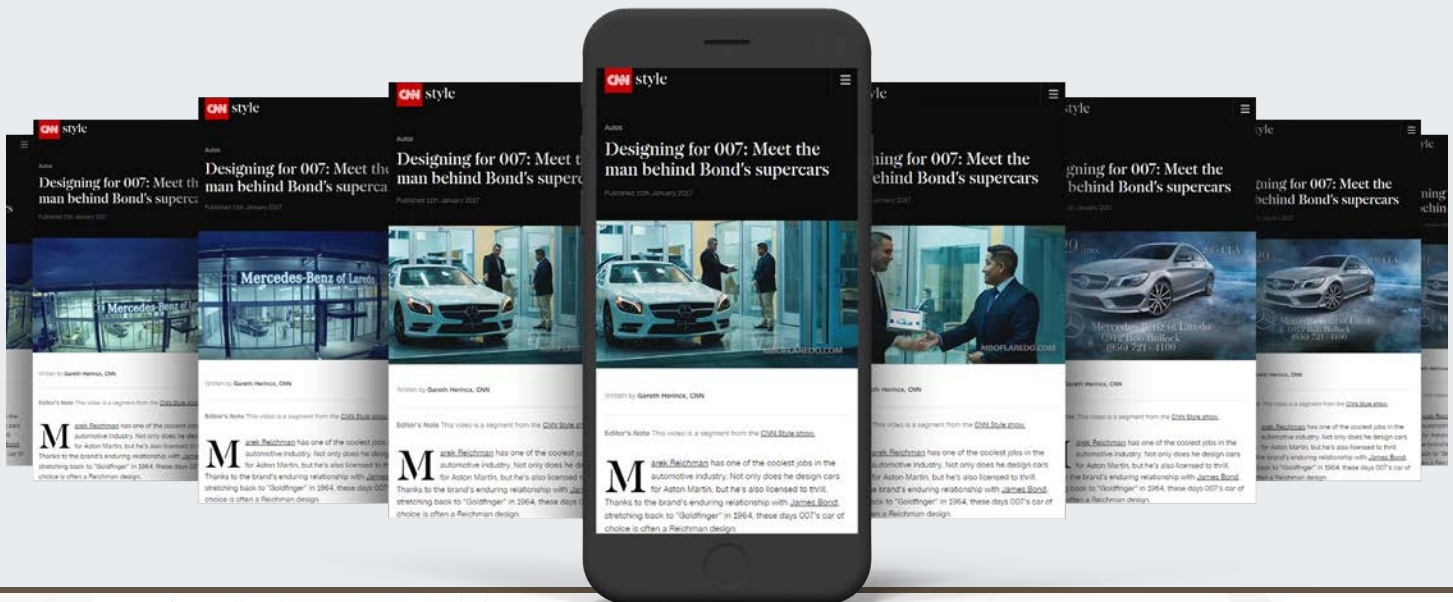
Utilize inventory management systems and data providers

VIDEO

Deliver compelling, highly focused and measurable video content



Video is one of the fastest growing methods of digital advertising and a crucial component for achieving continuity between traditional television spots and digital messaging. InDigiMar's video offering provides maximum flexibility in utilizing existing assets to reach your audience anywhere they consume video content.



CUSTOMIZED VIDEO OPTIONS



HIGHLY INTERACTIVE

Optional interactive overlays, expand on rollover capability and full microsites to increase engagement



MOBILE TAP TO PLAY

Videos that use the tactile nature of tablets and smartphones to promote interaction



NON-INTRUSIVE

Option for video ads that are skippable by consumers to protect your brand



OPTIMIZED, SMART DESIGN

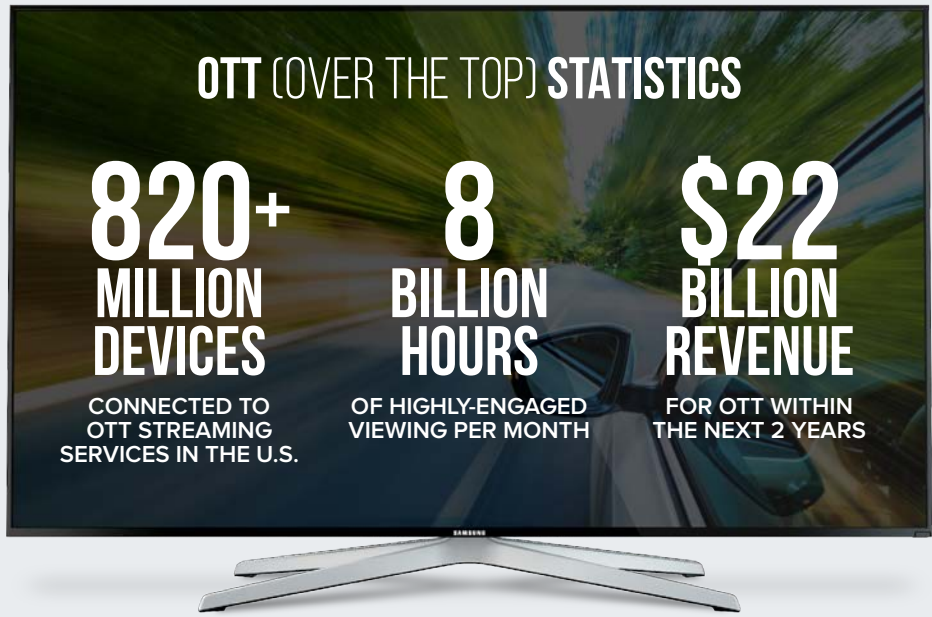
Fast load times, high quality viewing experience on each screen size; device-specific interactive buttons and pages

CONNECTED TV (CTV)

Reach the most valuable audiences with a high-quality, immersive large screen branding experience



InDigiMar helps you harness the fastest growing video segment: long-form television content. Connect with your audiences on big screen smart TVs, streaming devices, or consoles.



Source: Zype, 25 Linear TV & OTT Statistics That Will Shock You (2019 Edition)

AD QUALITY

High definition ads with stereo sound to boost brand exposure, loyalty and remembrance

DATA-INFORMED AUDIENCE TARGETING

Transcend linear television with precise, granular targeting of demographic, psychographic and behavioral data

BIG SCREEN, BIG IMPACT

Optional large screen only device selection for maximum resolution

WHY INDIGIMAR?



UNPARALLELED AD PLACEMENT

Hand-picked private marketplace inventory and household names in tv content



94% COMPLETION RATE

Engaged audiences and assurance your message has been received in full



CROSS-DEVICE CONTINUITY

Seamless multi-channel media for immersive campaigns



CTV SPECIFIC REPORTING & ATTRIBUTION

Measure success using digital or traditional media planning and KPIs

VIDEO INVENTORY

Combine the power of television with the reach and targeting of the internet.



OVER ONE
BILLION USERS



Youtube is the most familiar video player and our integration uses cost per completion pricing to assure you only pay for the ads that are not skipped. Target highly engaged in-market shoppers on desktop, mobile, connected TVs and gaming consoles.

AD PLACEMENT & FORMATS

- 1 Video ads**
 - Skippable video ads
 - Bumper ads (non-skippable, up to 6 seconds)
- 2 Overlay ads**
- 3 Sponsored cards** (displays content relevant to video, such as related products)
- 4 Display ads**
- 5 TrueView video discovery ads** (appear on search results and watch pages)

STANDARD PRE-ROLL

71% OF ADVERTISERS
BELIEVE DIGITAL VIDEO
IS AS OR MORE
EFFECTIVE THAN TV



Maximize your video production investments and television assets by serving your content in front of your local in-market audience online on countless web and in-app video players far beyond the reach of Youtube.

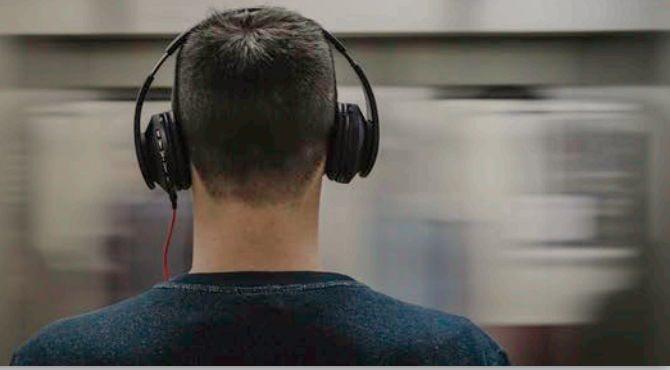
AD PLACEMENT & FORMATS

- 1 Video ads**
 - Appear on hundreds of thousands of sites including national & local news
 - Non-skippable inventory (over 90% are non-skippable, averaging a 70% full view through rate)
 - Short or long form video inventory
 - Pre-roll, mid-roll, end-roll
 - In-banner, in-line, interstitial, out-stream
 - Linear and nonlinear video overlays
 - Cost per completion or CPM pricing
 - VPAID: add messaging, button layers
 - Audience targeting
- 2 Display ads** (companion banners)

Source: YouTube, "YouTube for Press.", n.d. Web. 7 Nov. 2017.
BrightRoll, "4 Video Advertising Trends to Watch in 2017, Jun. 2017.

AUDIO

Digital audio advertising on premier digital radio and podcast inventory



As content consumption shifts rapidly to mobile and connected devices, users are increasingly listening to, rather than viewing their content. Digital audio presents an unmatched opportunity for advertisers today due to strong engagement, high completion rates, and premium inventory virtually devoid of fraudulent traffic or low quality publishers.

WHY INDIGIMAR?



EFFECTIVENESS

True 1 to 1 engagement to the user; ads are on even when screens are not



MAXIMIZE MESSAGING

Repurpose your current traditional radio messaging for consistent message delivery across multiple media platforms



AUDIENCE REACH

10,000+ digital audio players (live, podcast, simulcast, on demand) on mobile, desktop, and connected devices



PREMIUM AUDIENCES

Target by subscription, behavior, geography, demographic, category, device and more



CUSTOM REPORTING

Audio specific reporting KPIs including uniques, listen through rate (LTR), exposure time and companion banner impressions

DIGITAL AUDIO GROWTH

61%

OF AMERICANS 12+ LISTEN TO ONLINE RADIO



48%+

OF LISTENING ON MOBILE IS STREAMING AUDIO



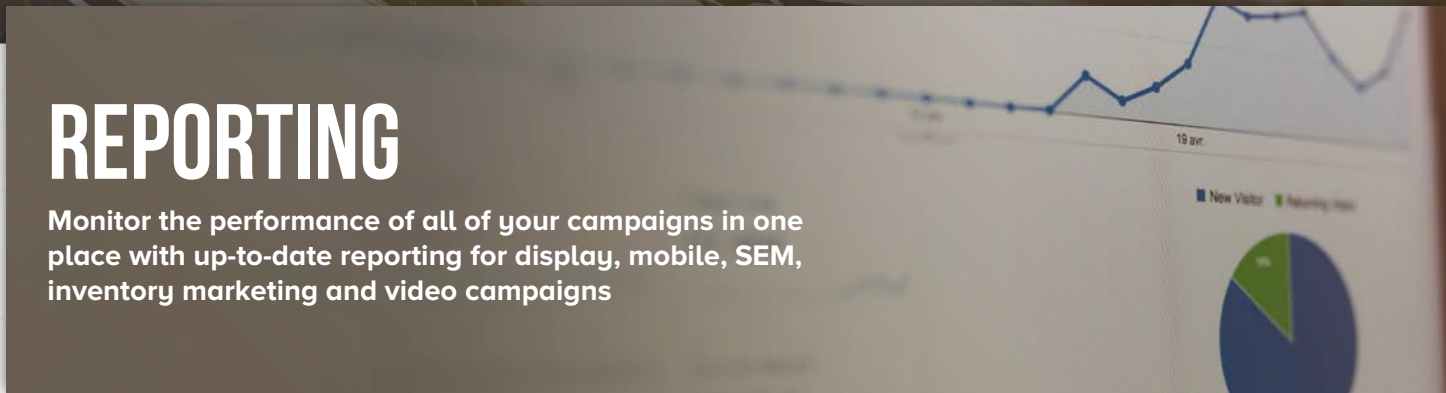
PREMIUM CHANNELS



Source: Edison Research, "The Infinite Dial 2017," Mar. 2017.

REPORTING

Monitor the performance of all of your campaigns in one place with up-to-date reporting for display, mobile, SEM, inventory marketing and video campaigns



UNIFY YOUR ANALYTICS & METRICS

Your dealership meets big data. We're integrated with top web analytics platforms for a complete view of your marketing efforts. Track conversions, web analytics and post click performance for paid and organic traffic. Our dashboards are always included at no additional cost.



CUSTOM REPORTING

Including share of voice and hourly & near real-time metrics



DATA BY ROOFTOP

Analyze campaigns by rooftop to better focus your marketing



EASY COLLABORATION

Share data access with team members; view on all devices



INCREASE CUSTOMER SERVICE

Listen to sales phone calls and follow up with customers

AGENCY REPORTING

Unified reporting; demonstrated value. We've made monitoring campaign performance and reporting to your clients an easy process. Partnering with InDigiMar gives you the ability to brand our proprietary reporting platform with your agency's logo. You'll get features that you and your clients need.



BIRD'S EYE AGENCY VIEW

Performance for all your client campaigns in one place



INDIVIDUAL DEALER ACCESS

Give your clients direct access to their reporting



TRACK EACH CAMPAIGN

Track and listen to phone calls for each campaign



AGENCY BRANDED REPORTS

Reports with your logo, exportable for offline access



START MEASURING RESULTS

READY TO DRIVE TRAFFIC?

We can help you sell more cars. Contact us to learn more about digital advertising opportunities for your business.

- 📞 757-809-3959
- ✉️ info@indigimar.com
- 🌐 www.indigimar.com

INDIGIMAR