

## **ONRAD**

# Partner Marketing 2024

All parts of success

## Agenda

- > About us
- > Target group
- > Online marketing campaigns
  - > Conrad website
  - > Online campaign
  - > Newsletter
- > Social media
- > Offline marketing campaigns
  - > Press release
  - > Parcel insert
- > Price list

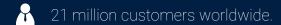


## Numbers count

Our facts







200 million online shop visits in all Conrad shops



Over 6,000 brands.

Over 11 million shipments/year.



## Our focus topics



Research & Development

"Especially for my prototyping I need an innovative partner who supports and simplifies my development processes."



Procurement & Purchasing

"I count on consistently good quality and service. On a purchasing process that is simple and reduces my costs."



## Service & maintenance

"I want to find all products quickly and easily. With a reliable partner who minimises my process costs."



#### **Education**

"Finding personalised solutions for my educational institutions is essential. Specialist advice is very important for me."





## Tomorrow has always been a chance

Our common future

#### FROM RETAILER TO SOURCING PLATFORM.

For much more than just products and services.

#### FROM PURCHASING TO AUTOMATED PROCUREMENT.

For efficiency and short distances in the digital age.

#### FROM INDIVIDUAL PURCHASES TO ALL-ROUND ORDERING.

For a comprehensive and personalised customer experience.



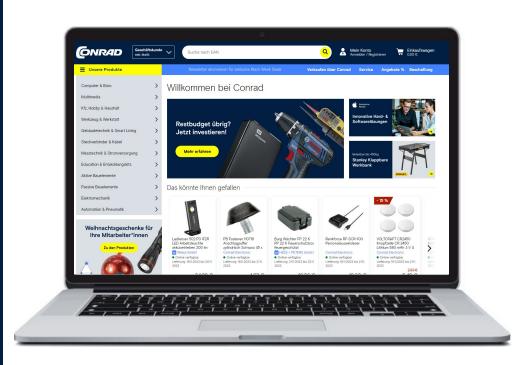
## Procurement through all channels



Our aim: Making procurement as simple as possible, customised to the customer's needs!



## Online marketing campaigns





#### Brand shop



- Holistic presentation of your brand with the complete product range
- Brand shop with the look and feel of the brand
- Summary of the most important information:
  - Description of the product portfolio (link to the product range)
  - Integration of content/news
  - Product and image videos, tips & tricks, libraries etc.
  - Possibility of sales-promoting links (promotional linking)
- Findability in the shop
  - Overview page "Brand shops"
  - All logos

     (e.g. product results list, product detail page)
  - Entry of the brand name in the internal shop search
  - o SEO
- Duration:

1 year, after that term extension/update necessary



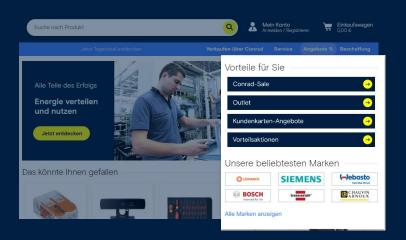


- Creation of a landing pagee.g. as a subpage in a brand shop
- The page can focus on a specific topic
  - new product series
  - brand values
  - o time-limited promotions
  - Products in need of explanation
- Duration:

1 year, thereafter term extension/update necessary



#### Header



#### Top manufacturer logo

- High reach
- Integration in the header at the top right under "Brands" and therefore visible throughout the shop
- Duration: 1 month



## Website Homepage

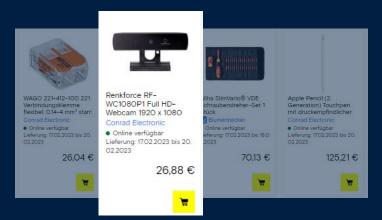


#### Homepage banner

- Top advertising space with high reach
- Link to
  - product list 0
  - Product category 0
  - Brand shop 0
  - Landing page 0



## Website Homepage



#### Product placement

- Top advertising space with high reach
- Product placements are automatically generated by our shop system
- Only one product
- Rotating playout



## Website Homepage



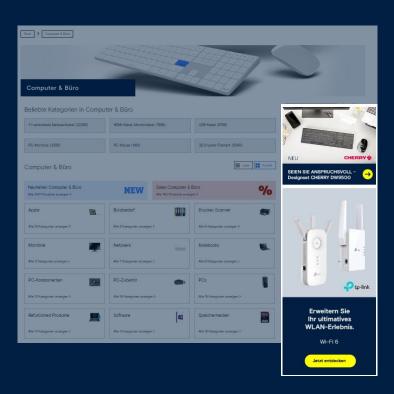


#### Image/text combination

- Less promotional presentation
- Text can be integrated for teasers
- Link to a product, product list, brand shop or landing page



### Area entry



#### Banner in area entry / category entry

- Addressing demand-oriented customers
- 2 banners (300x250 and 300x600) alternating weekly (banners in the area entry)
- 2 banners (both 300x250) alternating every 2 weeks (banner in the category)
- Link to
  - product
  - product list
  - Brand shop
  - Landing page



## Website Area Entry

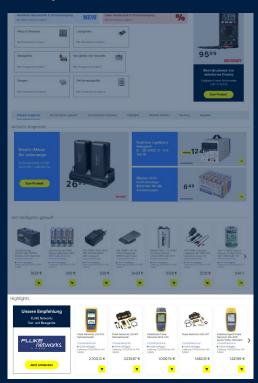


#### Top manufacturer logo

- Ideal for brand awareness in
- relevant category
- Highlighting as a "top manufacturer"
- Linking of the brand shop or entire product range
- Monthly change



### Area Entry



#### Product-Reco

- Linking to several products possible (min. 8 and max. 12 product placements)
- Product placements are automatically generated by the shop system
- 2-weekly change



## Medium Rectangle Banner



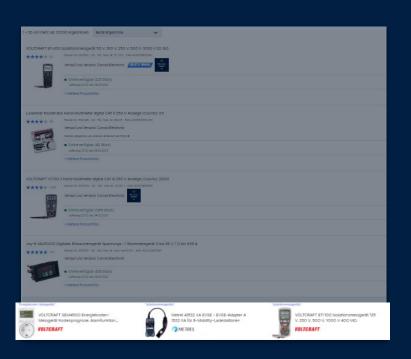
#### Medium Rectangle Banner

- Rotating positioning on traffic strong pages in the shop:
  - Search result lists
  - Product detail pages
  - Category pages
- ~17,000 impressions per day
- Linking to

- product list
- product category
- Brand shop
- Landing page



## Website Sponsored Products



#### **Sponsored Products**

- Product appears after the 5th product in the organic search
- Targeted addressing of customers
- No delivery of advertising material necessary
- Duration: 1 month
- 5 keywords can be booked per search promotion

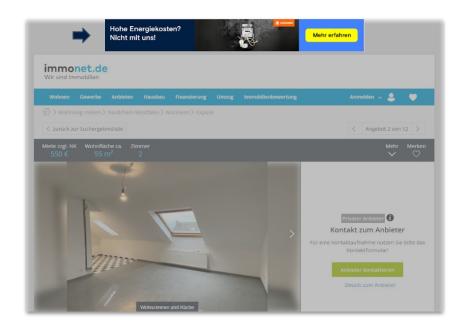


## Online Campaign

## Retargeting Banner on third-party sides

#### Retargeting banner on third-party sites

- Tracking of Conrad customers who have shown a certain behaviour on conrad.de
- Subsequent display on third-party sites (e.g. web.de, wetter.com, gmx.de, autobild.de, etc.) with a Conrad banner
- Link to one or more products on conrad.de
- Duration: Depending on the impressions until impressions have been reached (Standard: 270,000 impressions)





## Online Campaign

#### SEA Sitelink

#### **SEA Sitelink**

- Visibility in the general Conrad SEA ad for the search term "Conrad"
- Clearly understandable headline, subline 1 and subline 2 (No article or product names)
- Promotion of manufacturer-specific special offers

#### Conrad.de | Conrad Electronic | Ihr Onlineshop für Technik

(Anzeige) www.conrad.de/ >

Jetzt auch auf Rechnung einkaufen! 30 Tage Rückgaberecht. Gratis Lieferung ab 59,5€. Kauf auf Rechnung, Marken: Apple, Samsung, Conrad.

#### Die Conrad Filialen

Unsere Filialen -

Technik-Sale

confidential

#### Technik hautnah erleben!

Beste Technik radikal reduziertl Entdecken Sie unsere Angebote.

#### Technik im Fokus

Die Beschaffungsplattform für Ihren Automationsbedarf

#### Vielfalt an Samsung SSDs

Hohe Leistung für den Arbeitsalltag Interner SSD Speicher, 1TB und 2TB



## Newsletter B2B

#### Hero placement

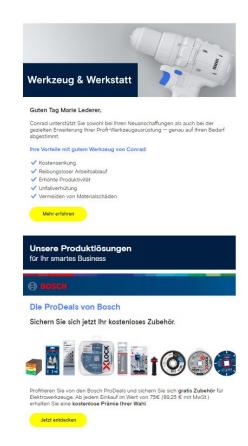
#### Description:

Banner is integrated at the top of a thematically appropriate newsletter immediately after the general introductory text or special offer.

	B2B
Range:	~ 180.000 recipients in DE
Dispatch	> Every two weeks  > Placement is integrated into a thematically appropriate newsletter

#### Content:

- Initial screen
- 450 characters of text
- 1-2 product images





## Newsletter B2B

## Banner integration

Description:

Banner is integrated into a thematically appropriate newsletter

	B2B
Range:	~ 180,000 recipients in DE
Dispatch:	> Every two weeks  > Placement is integrated into a thematically appropriate newsletter





## Newsletter Education

#### Description:

Dedicated newsletter that can be used for learning, school and study.

- Outreach Education Newsletter:
  - Approx. 7,000 recipients in DE
- Dispatch:
  - Wednesdays
- Possibilities:
  - Banner integration
  - Hero placement
  - Standalone

#### Hint:

Only possible for education products.

#### Neue Methoden

Inspirationen für Ihre Unterrichtsgestaltung und Erweiterung



#### Guten Tag,

erweitern Sie Ihren Unterricht mit neuen und kreativen Produkten. Virtual Reality-Brillen verbessern durch eine hohe Sinneswahrnehmung die Informationsaufnahme. Drohnen sorgen für eine spannende Abwechslung im Unterricht und helfen bei der Erstellung von Erklärvideos.

Wir unterstützen Sie mit markenunabhängiger Beratung und individuellen Lösungen für Ihre Unterrichtsgestaltung.

Mit freundlichen Grüßen Ihr Conrad Education Team

#### didacta

L-Bank Forum (Halle 1). Stand: 1H61





**Unsere Highlights** für Ihre Bildungseinrichtung

#### Meta Quest

- Meta Quest Virtual Reality Brille 2
- Benötigt keinerlei. zusätzliche Hardware Hautnahe Erlebnisse
- · Haptisches Feedback











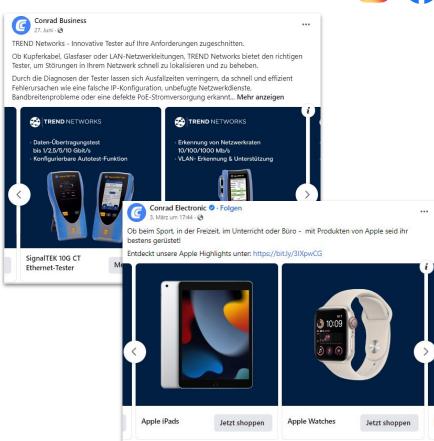


## 0



#### META Product carousel

- Authentic marketing presence on social media (Conrad has been represented on social media platforms since 2005)
- Target group-specific targeting
- Presentation of products in a product carousel on the social media platform Facebook and/or Instagram
  - Storage of Conrad article numbers similar to the product placement on the start page
  - Possibility of release is given
- Content:
- Focus product or product family
- Each slide links to the respective product detail page
- Design: In Conrad design

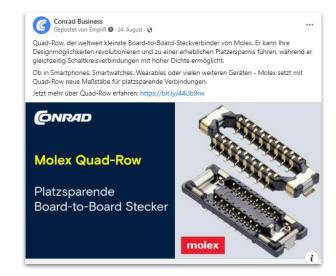






## META Picture post or video post

- Picture post or video post on the social media platform Facebook and/or Instagram
- Target group-specific targeting
- Posts will be edited by our social media department if necessary:
  - Creative and standardised design of the contributions
  - o Possibility of release is given
- Design: In Conrad design





## 0

## Instagram Story

- Story with link to brand shop or product detail page
- Focus: Storytelling and engagement
- 2-4 story frequencies
- Content is online 24 hours a day
- Story frequencies are prepared by our social media department if necessary:
  - Creative and standardised design of the contributions
- Design: In Conrad design



## in

#### LinkedIn Picture post

- As a business platform, LinkedIn is characterised by a specific target group (C-level, management)
- Target group-specific targeting
- Posts will be edited by our social media department if necessary:
  - Creative and standardised design of the contributions
  - Possibility of release is given
- Content:
- Focus on use cases (problem -> solution/benefits), partnership or product selection in the field of electronic components & systems, automation and robotics, ICT
- A link to the landing page is possible
- Design: In Conrad design



## Offline Marketing campaigns





## Press Release

#### Description:

We send out press releases via our international PR agency in order to reach suitable B2B target groups via editorial coverage

- Topics can be:
  - B2B product range expansion (Complete range + new products)
  - B2B product innovations
- We work with you to create the press release, which is approved by you before publication and (if desired) is also sent out on an agreed date.
- Translation of the press release into up to 13 languages and distribution in up to 15 countries in Europe
- (if product is distributed via other Conradlocalshops)

#### Hint:

The topic should always have a "news character"!





### Parcel insert

#### Description:

Flyers are placed in the parcels sent to our business customers.

- If you are interested, we will be happy to send you a separate presentation with detailed information on preparation and delivery.
- Printing and delivery are the responsibility of the manufacturer

#### To Do's Supplier:

Send your flyers to the following address:

Conrad Electronic SE z.H. Teamleitung Warenausgang Klaus-Conrad-Str. 2 92530 Wernberg

#### Hint:

- Products must be agreed with Conrad
- Spreading from 2024 is now done by machine -> Please note formats!





#### Innovations News

#### Description:

Physical print advertising material about new product releases, innovative products and services sent by post to the best B2B customers, including new customers.

Print run: 180,000 copies

Format: DIN A4

• Scope: 24 pages of editorial contributions

Publication dates 2024: CW09, CW18, CW30, CW40

• In addition, a 16-page, merchandise-carrying supplement is sent out with Innovation News.

#### Hint:

Your content will be edited by our agency.





## B2B Mailing

#### Description:

Physical print advertising material with attractive highlight articles sent by post to the best B2B customers, including new customers.

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Print run: 100,000 copies

Format: DIN A4

Extent: 8 pages goods-carrying

Publication dates: KW12, KW25, KW44

What we need from you:

max. 6 products



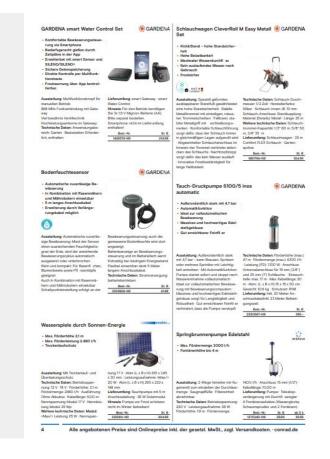


## B2C Mailing

#### Description:

Physical print advertising material with attractive highlight articles sent by post to the best B2C customers, including new customers.

- Print run: 50,000 copies
- Format: DIN A4
- Extent: 8 pages goods-carrying
- Publication dates: KW02, KW12, KW21, KW44
- What we need from you:
  - max. 6 products





## B2B Action catalogue

#### Description:

Physical print advertising material with attractive highlight articles sent by post to the best B2B customers, including new customers.

- Target group: B2B customers and professional B2C customers, small print run also available in shops
- Print run: 160,000 copies
- Format: DIN A4
- Length: 72 pages
- Publication date 2024: week 36
- What we need from you:
  - max. 6 products
  - Banner in your corporate design (optional)







## **Education Catalogue**

#### Description:

Physical print advertising material with matching educational articles sent by post to the best EDU customers, including new customers.

 Target group: Educational institutions, training centres, universities, schools

Print run: 25,000

Format: DIN A4

• Length: 96 pages of goods

Publication dates 2024: CW18

- What we need from you:
  - o max. 6 products
  - Banner in your corporate design (optional)







## Price list

All parts of success

Campaign	Duration	Costs	Campaign	Duration	Costs
Sellershop first creation	1 year	Price on request	Homepage banner	3 days in Q1, Q2, Q3 3 days in Q4* 7 days in Q1, Q2, Q3 7 days in Q4*	4.000€ 5.000€ 10.000€ 12.000€
Content Page	1 year	Price on request			
Newsletter B2B Banner integration	One-time dispatch	Q1 - Q3: 3.500€ Q4: 4.000€	Top manufacturer logo in header	1 month	Price on request
Newsletter B2B Hero-Integration	One-time dispatch	Price on request	Product placement on the homepage	1 week	2.000 €
Newsletter B2C Product integration	One-time dispatch	2.500€	Image/text combination on the homepage	1 week	4.500 €
Newsletter Education Banner integration	One-time dispatch	2.000€	Banner in the area entry	1 week	1.500 €
Newsletter Education Hero/Standalone	One-time dispatch	Price on request	Banner in the category	Min. 2 weeks	1.500 €
			Top manufacturer logo in area entry	1 month	Price on request
			Product reco in the area entry	2 weeks	Price on request
			Medium Rectangle Banner	3 days 7 days	4.000 € 7.000 €
			Retargeting banners on third-party sites	Standard: 270,000 impressions	7.000 €
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Campaign	Duration	Costs	Please note: Prices differ during Black Week/Cybermonday Subject to price adjustments during the year	
Sponsored Products á 5 Keywords	1 month	1.500 €		
Google SEA Sitelink	2 week	3.000 €		
Parcel insert B2B	Q1- Q3: 40,000 pieces Q4: 30,000 pieces	Q1-3: 5.000€ Q4: 4.500€		
Press Release B2B	One-time dispatch	3.000€		
Social Media - META Product carousel	One-time publication	Price on request		
Social Media - META Picture post or video post	One-time publication	Price on request		
Social Media - META Instagram Story	One-time publication	Price on request		
Social Media LinkedIn Picture post	One-time publication	Price on request		
Education catalogue	One-time printing	1x Seite: 3.500 € double page: 5.000 €		
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## Thank you for your attention

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## All parts of success