## **Global Digital Networks**

David Sable, Wunderman

WPP Digital

### With the best possible pedigree in traditional direct marketing, Wunderman has become a real presence in the Web design field as well.

Forrester





### **Working on WPP's Largest Clients**







About Wunderman Blast Radius and Buddy Media



the **wunderman** network

WPP



"We are living in an age of repersonalization.... People, products and services are all seeking an individual identity....

A computer can know and select such personal details as who prefers strong coffee, imported beer, new fashions, bright colors...

New marketing forms which will link these facts to advertising and selling must evolve – where advertising and buying become a single action.

Those marketers who ignore the implications of our new individualized information society will be left behind..."

November 29, 1967 American Marketing Association, MIT



## Forrester Wave US Interactive Agencies, Q3 2009



Source: Forrester Research Inc

WPP

# There is no Digital without 0 2 2

## All Digital is Direct

Jan Marine



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## ALL RELATIONSHIPS ARE LOCAL<sup>™</sup>



### **OurHeritagen**



for development a Our Net of high-quality Refinances pro as well as means of the proas well as means of the pro-

Marketers will thus increasingly lean off agencies such as Blast Radius and Buz offices viedto as well as ventations such as

the best ways to build

Commitment to Excellence ADWEEK FORRESTER campaign AdvertisingAge

### AdvertisingAg

d the Listening

WPP







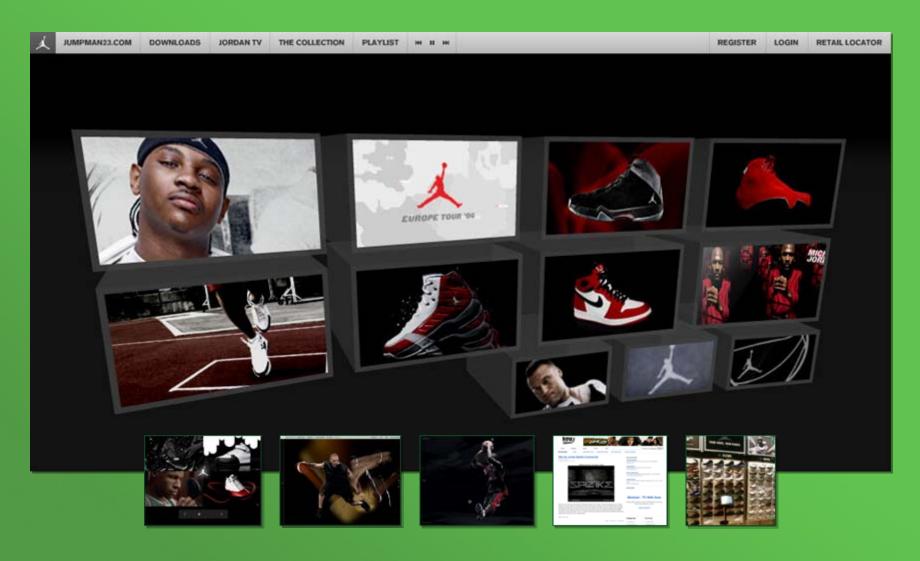






























WPP

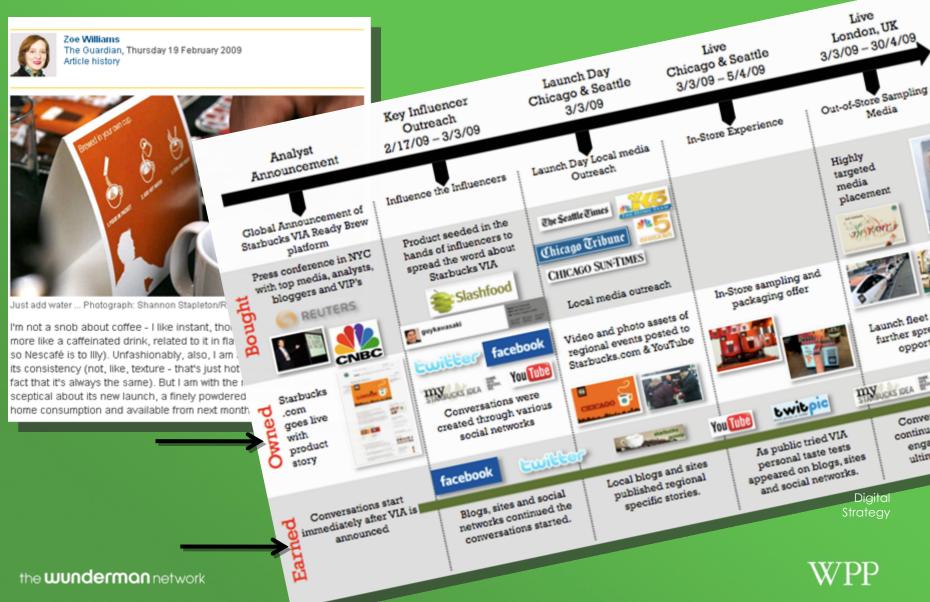


### Starbucks.com

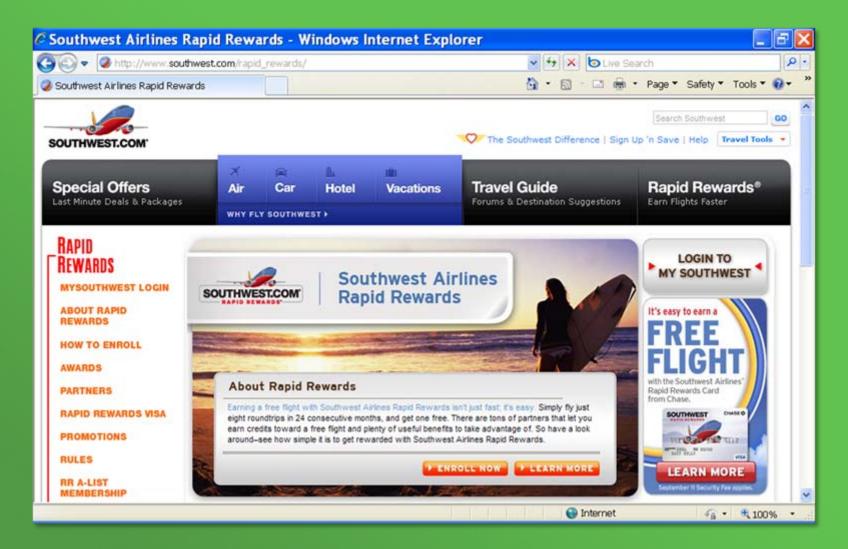




## **Starbucks Via**













## **Ref** Oversharers



UK Torn 2 Mar 2000 \$1 30mm

**About Wunderman** 

underman's acquisition of ractive and web analytics agencies st Radius a**QuizHeritage**ng them. Pan on agencies such as Blast Radius and Buddy Media as well as vendors such as **commissions** to show them becellence ways to build

### **Our Network**

North America 33 Offices 1,500+ Employees EMEA 57 Offices 2,000+ Employees

Asia/Pacific 27 Offices 1,000+ Employees LATAM 13 Offices 700+ Employees Digital Leadership And Innovation

AdvertisingAge

## What do clients really need from a global digital network?



Access to best-in-class resources Unified platform Consistent reporting and analytics Ability to trans-create/translate/ localize Local insight and accountability Global standards and accountability

## **WPP Global Partners in Digital**





WPP

### **Unified Global Platform**

**Reporting, Insights and Optimization** 

### **Global Intelligence and Optimization**



## Service Centers

- Outsourced marketing execution
- High-skilled, lowcost regional hubs
- Built for Microsoft
- 50,000 service requests

- CORE SERVICES
- List pulls
- Event Setup
- Email Execution
- Online
   Registration
- Newsletter
   Delivery
- Campaign
   Setup

- ADV. SERVICES

  Data gauntlet
  Data visualization
  Analytics / RPS
- Global program exec, lead generation MMRP
- Platform rollouts

#### PEOPLE

- Centralized
  Area based
  Lower cost
  Highly skilled
- <sup>n</sup> ■Time zone P ready

Consistent

PROCESS

- Process
- Privacy
   Compliant
- SLA driven

uenos Aires • Cairo • Delhi • Prague • Buenos Aires • Cairo • Delhi • Prague • Buenos Aires • Cairo • Delhi • Prag



Deliver 🦉

## **Global Digital Production**

#### WEB

- Website development
- Microsites and sitelets
- Operations and maintenance
- Content updates

#### EMAIL

- HTML emails
- Templates
- Versioning
- Localization

- ONLINE ADVERTISING
- Flash and rich media banners
- Resizing
- Localization
- Landing page and microsites

#### DIGITAL PRODUCTION MANAGEMENT

- Production scoping and staffing
- Workflow and communications development
- Production management, QA and support
- Localization

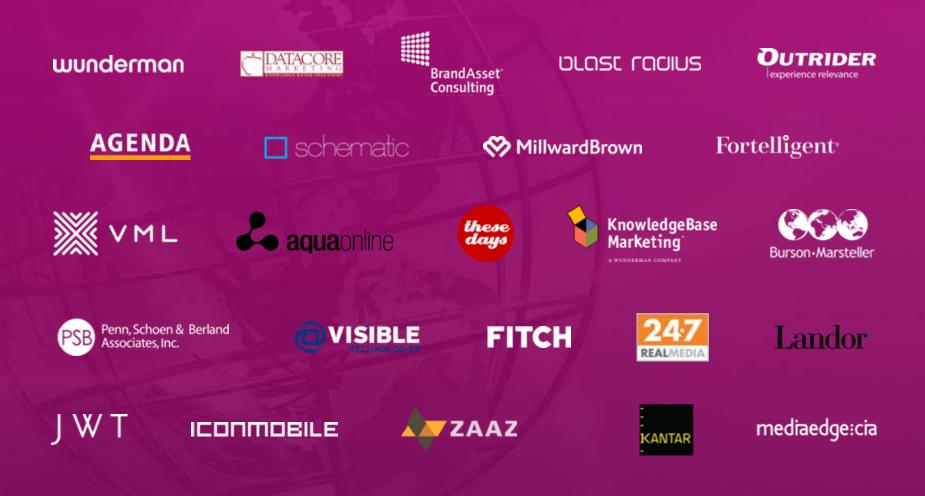
## 9 hubs span all time zones

## Saves Clients 20-50%

Bogatá • São Paula\* • Buenos Aires\* • Johannesburg\* • Moscow\* • New Delhi\* • Singapore • Costa Rica • Bogatá •

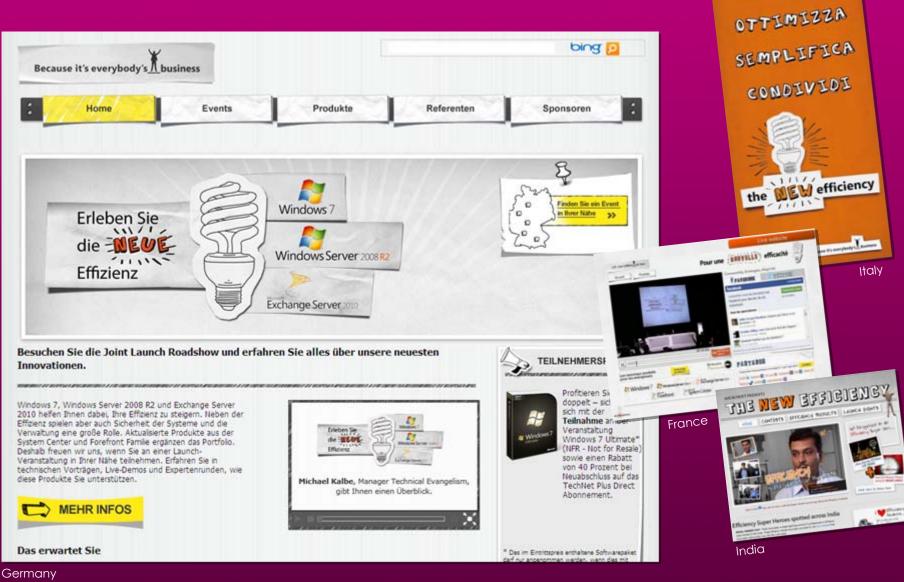








### Microsoft Windows 7



#### the **wunderman** network

### WPP

Microsoft







## NOKIA NOKIA.COM

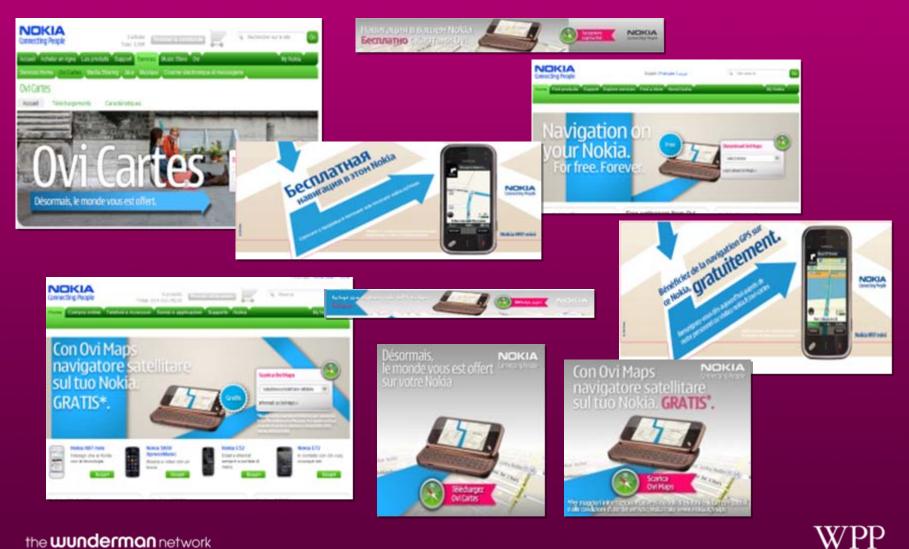


Tunisia Arabic

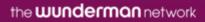
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## Global Campaign Deployment













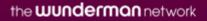






WPP

Czech Rep.





Malcolm Muggeridge