

## Presentation of UCT's Capabilities



As of today, 200 employees are working at UCT \* and our staff is constantly growing



Three times UCT \* was the first company among advertising agencies in Ukraine to obtain GoogleTM certification



Company has been on the market since 1991. Since 2008 we have been specializing in Internet advertising and have transformed into a group of companies





UCT <sup>®</sup> Company has its own consulting and training center where the employees are trained



Since 2011 we meet the standards of the Quality Management Systems ISO-9001:2008



UCT® has developed and is constantly perfecting unique software



## Our services, which will make you successful



- **♂** Contextual advertising on search engines;
- ✓ Remarketing/retargeting + dynamic remarketing;
- **♂** Advertising in social media networks;
- ✓ Display advertising (banners on partners sites).



Website building:

- **♂** Corporate catalogue;
- **♂** Online shop.



Website search engine optimization services (SEO). The average time to bring the site to the top of the search results is 6 months.

- ✓ Internal optimization;
- *⊗* External optimization;
- **♂** User and social factors.



- ✓ Professional analytics and assessment of the current and past Internet advertising campaigns;
- ✓ Audit and configuration of accounts in Google Analytics, Google Adwords, Yandex Metrika;





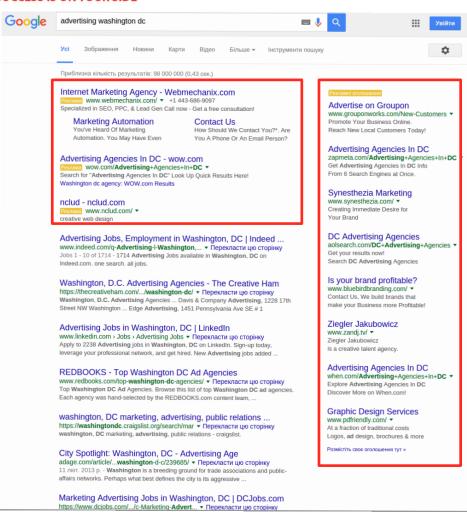






## Contextual Advertising Internet Advertising

#### **UCT - SUCCESS IS ON YOUR SIDE**



**Contextual advertising** is an exclusive placement of information about your company in the most efficient places, specially designated on the first page of the search results.

This instrument is very flexible and allows us to:

- ✓ Launch advertising within short time frames;
- ✓ Quickly make changes to the advertising messages;
- Yhow the preferred pages of a website, which allows us to regulate and to increase the effectiveness of the ads;

Manage the behavior of the consumers and get ahead of the rivals. You can advertise your products around the clock, as well as during chosen time frames, for instance, from 10:00 a.m. to 02:00 p.m. and from 04:00 p.m. to 09:00 p.m.





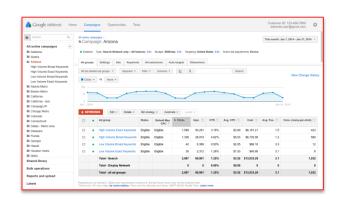






## Analytics of the entire advertising campaign

- **We install** a **Google Analytics code** (a system, which collects analytical information) on your web site.
- **Give you unlimited access**, so you can follow and control the advertising campaign process at any given moment.
- In order to conduct a deeper and higher quality analysis, we connect the accounts in Google Analytics and AdWords.
- **Every month** you receive a **report with recommendations from certified specialists.**







**Google Analytics** 

### Google AdWords

#### The work is directed at:

Attracting traffic of key word inquiries relevant to your subject Increasing response to an advertisement (CTR) and improving its position.

Lowering the price of attracting users to the website (CPC)

**Set up and perfect goals on the site,** which reflect the main marketing goals of the client.

#### Tracking behavior of the visitors.

Analysis of the advertising campaign in terms of quality of the attracted audience.

Optimization of the advertising campaign in order to attract the exact "target audience".

**Expanded capacity to set up remarketing in Google AdWords** and to conduct several campaigns for different segments of the audience.













## Contextual Advertising

SERVICES	PRICES PER MONTH								
1. ADVERTISING CAMPAIGN (AC) IN A SEARCH ENGINE  2. CONTEXTUAL DISPLAY ADVERTISING IN PARTNER	configuration, rep	Launching and conducting an advertising campaign with access granted to view account in GoogleAdwords, installation and configuration, reports in GoogleAnalytics, selection of platforms for placement of display advertising, banner development and optimization of advertising campaign ( <b>the bigger</b> the advertising <b>budget,</b> the <b>more visitors</b> to your website).							
NETWORK GOOGLE	Advertising budget	Advertising budget	Advertising budget	Advertising budget	Advertising budget	Advertising budget			
	up to <b>\$499</b>	from <b>\$500 to \$999</b>	from <b>\$1000 to</b>	from <b>\$2000 to</b>	from <b>\$4000 to 7999</b>	from <b>\$8000</b>			
3. REMARKETING			\$1999	\$3999					
4. ANALYTICS OF ENTIRE AC	(+ \$160 commission)	(+30%commission)	(+ 25%commission)	(+ 20% commission)	(+ 15% commission)	(+10%commission)			

Budget for the service "Contextual Advertising" is spent only for linking to your site.













## Website Optimization (SEO)

**SEO (Search Engine Optimization)** – a set of internal operations on your website, along with external optimization of various sources, directed at **promoting the site on search engines**.

GOOGLE



Yandex





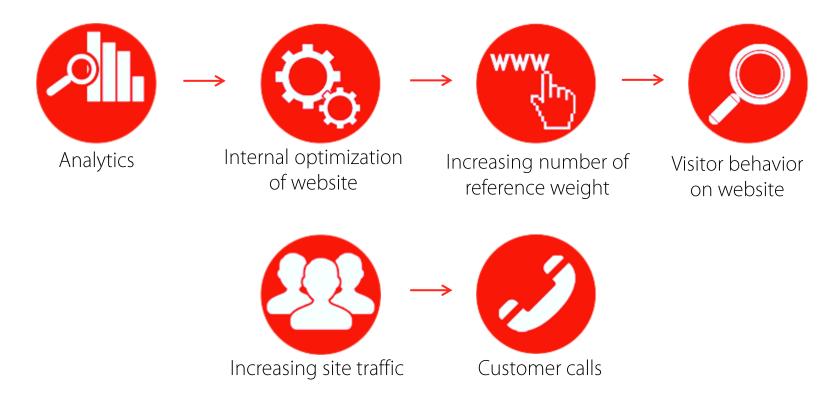








## Outline of SEO operations



If your website is not on the first page of the search results, then your competitors are taking at least 90% of your potential online clients.













# Website Optimization (SEO) Services and Prices

**UCT - SUCCESS IS ON YOUR SIDE** 

Package Service	Guarantees (% of words brought to TOP from the total number)	Bonuses (number of additional key words) Serviced for free.	Warranty services, mos.	Additional conditions (bonus services)	Limit on number of purchased links	Payment sum in USD
All Inclusive	70 %	unlimited (overall optimization)	5	<ul> <li>free copyrighting (up to 500 articles)</li> <li>registration in Google Maps</li> <li>authorship set up</li> <li>managing the project in "manual mode"</li> <li>correction of user factors</li> <li>overall optimization</li> </ul>	Unlimited	\$ 995
Business Plus	70 %	+ 50%	4	- free copyrighting (up to 300 articles) - correction of user factors - partial overall optimization	Up to \$815 for reference weight	\$ 595
Business	50 %	+ 35%	3	- free copyrighting (up to 200 articles) - correction of user factors	Up to \$ 440 for reference weight	\$ 395
Basic	50 %	+ 30%	2	- free copyrighting (up to 100 articles) - correction of user factors	Up to \$ 250 for reference weight	\$ 230











## Website Optimization (SEO) Definitions

## Limits on the number of purchased external links:

This limit is dependent on the type of ordered optimization services and on the number of keyword requests necessary for the given site.

## Guarantees (% of words brought into the top results from overall number):

A percentage guarantee is used as the main guarantee for services rendered. For example, a guarantee of 50% means that by the end of the promotion period, 50% of words MUST be in the top results. Our company guarantees this financially, which is defined in the corresponding points of the contract.

## Bonuses (number of additional key words):

Bonuses in the form of additional key words mean that the manager of our company will choose, and agree upon with the client, FREE additional words in the amount corresponding to the service package. These words will not be covered by the guarantee, nevertheless, the work with them is done and, most likely, they will reach their top positions within the agreed time frames. This is done to widen the semantic nucleus and to obtain additional transactional traffic.

### Warranty service:

This is a time period of free service in case of us failing to fulfill our guarantee obligations to bring key words to the top within the time frame specified in the contract.

## Overall optimization:

Manual analytical search for ALL possible related key word requests for the given site and bringing them to the TOP.











# Display (banner) advertising Online advertising

## **Goals:**

- ✓ Introduce a new product/service entering the market to the target audience (TA)
- ✓ Increase recognition of the brand and popularize it among the Target Audience;
- ✓ Image effect formulate and hold a leadership position in the mind of the consumer.

## **Capabilities:**

- ✓ Visualization of advantages of a product/service in order to communicate them to the TA (vibrant implementation of creative ideas);
- ✓ Targeting according to the interests/hobbies of the TA (through selection of thematic sites, segments, forums, etc.);
- **♥** Exact statistic data recorded for each advertising campaign.











# Display (banner) advertising Online advertising

UCT offers its clients placement of banners on more than 5000 websites of our partners.

## With us you get:

- ✓ Significant increase in brand recognition as a result of visualization;;
- A choice of paying per click or paying for each showing;
- ✓ Regular analytics of target traffic and optimization of location (banners stay on sites from which real clients come, as opposed to those just browsing).











## Social Media Coverage in Ukraine



**SMM** means communication with clients on their own territory.

The number of registered Ukrainian accounts in social networks is reaching the number of country's population.

People across all geographical and professional fields have accounts in social network.

About 90% Internet users in Ukraine use social networks.

60% of them use them on a daily basis.











## SMM Strategy Guide

1. Crafting a strategy





Analyze market and competitors



Discover your target audience











Find your preferred social networks

Choose additional social networks

2. Creating your brand community



Create community

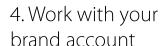


Share content



Create interactive content







Contextual advertising in social media



Consider ways to advertise in partners' communities



Viral content



Respond to comments



Moderate messages



Client support











## Services and Prices

Services	Prices (\$)*								
Services	VKontakte	Facebook	Odnoklassniki	Google + Instagram Twitte		Twitter	Youtube		
Creation									
Creation of community	20	20	20	-	15	15	20		
Creation of the community and filling (up to 1000 photos) it with individual design	40	40	-	40	-	-	40		
Management (administrating)									
Writing 2 posts (tweets) within the community per day (news, entertainment content, including photos and videos (optimization), polls, articles, specials offers)Moderating and client support (cleaning spam, answering user questions) (daily)	150	150	150	100	40	40	60		
Promotion									
Creating a (passive) subscriber base (the more subscribers a group has, the higher it stands in the search results among competitor groups) (from 200 people)	\$3 / 100 ppl -			\$3 / 100 ppl					
Attracting (active) subscribers:	от 20	Cost price + 15 %							
1.1 Through contests (once a month – from 200 people) (prize from the client) 1.2 Though advertising	Cost price + 15 %			-	-	-	-		
2. Addition of people and companies to social media circles	-	-	-	40	-	-	-		
3. Subscription to people, likes of users' photographs, comments under photos in large accounts	-	-	-	-	\$50/3000 units	-	-		
4. Subscription to accounts, retweets.	-	-	-	=	=	40	=		

Cost price + 15 %

Cost price + 15 %

**OUR CERTIFICATES:** 

6. Contextual advertising

5. Promotion of publications to a defined target audience











## Build on-line store on Facebook







A fully integrated online store within community, with the easy browsing of goods, prices, and ability to place orders without visiting the website.

	Prices (\$)*					
Add Items	Monthly (per app)	One-time fee	Additional fees			
10 items	-	15	-			
100 items	15	60	-			
2500 items	35	300	-			
Starting from 3,000 items	99	400 (for 3,000 items)	70 (per each 100 items, after 3,000 items)			
Hourly rate (if needed)		10				











## Build E-commerce within VKontakte

## Подборно Подборно Подборно Подоно по товаран Паранетры ▲ Цена Сортировка От - До руб. По дате добавления ▼

подборка



товаров



Платье длины макси изумрудное с длинным рукавом 3 500 руб.



Платье длины макси мятное с цветочным принтом 3 700 py6.



Платье длины макси шоколадное с крупным цветочным принтом 3 500 руб.



MAY P	По/DУРиН Китайский чай Ижевск / Луэр Годарочные киборы Набор подарочный, фарфор "Элегант" 4600 руб.
	(чайник, чахай, 6 пиал)
AULIUM	Связаться с продавцом Мено группы / навитация / полный каталог

A fully integrated online store within community, with the easy browsing of goods, prices, and the ability to shop without visiting the website.

The online store looks like a storefront with features allowing choosing items directly from your page (with no extra monthly fees). The set of items for selling is being placed on the community's main page. Visitors can browse units and flypages, leave comments and share them, leave thumbs up, as well as contact the seller to get extra details and place their orders.

Add Items	Prices (\$)*
Add items	one-time fee
< 100 items	40
< 1000 items	300
< 10 000 items	2 000
>10 000 товаров	20 (за 100 шт)
Hourly rate (if needed)	30











# A unique, integrated approach "The Code of Success"

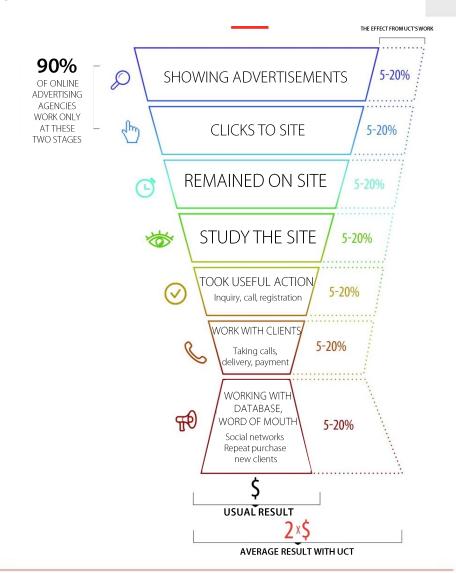
As a result of the company's many years of experience in the field of Internet advertising, as well numerous conducted trials and experiments, we have developed for your company a unique and integrated approach - "The Code of Success".

The solution is optimal and beneficial for all sides. It will allow you to surpass your competitors and multiply the number of clients.

This offer contains experience, professional knowledge, colossal energy and competent management, all of which combine for an effect of synergy, which raises your business to a whole new level – the level of success!

#### **Statistics:**

27% of companies had a 20% increase in orders placed on website. 58% of companies saw a 180% increase in phone calls. 3% of companies had conversion grow by more than 2000%.



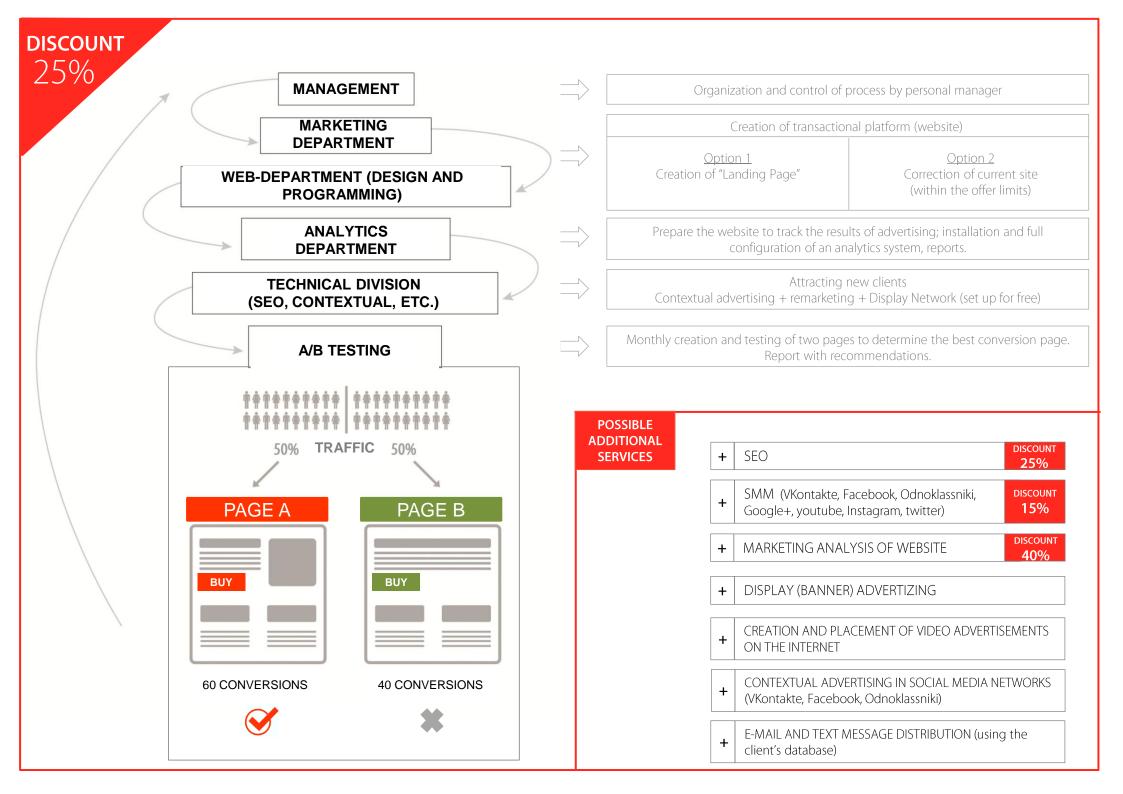














## A unique, integrated approach "The Code of Success"

Basic services (as a package – 25% savings)

#### MANAGEMENT (organization and control of the process)

Overseeing the work of technical subdivisions. Conducting a meeting with client. Explaining the statistics and analytics. Optimization of advertising campaign.

#### MARKETING DEPARTMENT

Participation in creation of the landing page.

Preparing modifications for the improvement of the B-versions for the Web department based on the analysis and recommendations of the analyst on how to improve the page in order to reach set goals.

#### **WEB Department**

**Option 1** Technical creation of the landing page and monthly A/B testing ((preparing modifications to be implemented, based on the analysis and recommendations of an analyst and a marketing specialist, in order to improve the page and to reach the goals).

**Option 2** <u>Correcting an existing site (within the limits of the offer).</u> Finding the problem spots, implementing changes.

Monthly <u>A/B testing</u> (preparing modifications to be implemented based on the analysis and recommendations of an analyst and a marketing specialist in order to improve the page to reach the set goals).

#### ANALYTICS DEPARTMENT (preparing website for advertising, reports)

Setting up the analytics system account, analysis of Google Analytics and Yandex Metrika data, configuration of goals, recommendations to improve the page for reaching set goals, setting up A/B testing. Reports on testing. Preparation of monthly report.

#### CONTEXTUAL ADVERTISING ON SEARCH ENGINES (attracting new clients)

Advertising of "landing page" or website on Google and Yandex search engines. Selection and optimization of key word inquiries. Preparation and optimization of advertisements.

IN AD NETWORKS GOOGLE AND YANDEX + REMARKETING FUNCTIONS.

#### Additional services (as a package 15-40% savings)

## CONTEXTUAL ADVERTISING ON SEARCH ENGINES WITH HIGHER BUDGETS (attracting new clients)

(Additional) advertising of landing page or website in Google and Yandex search engines. Selection and optimization of key word inquiries. Composition and optimization of advertisements.

#### SEO

(attracting new clients)

Brining the website into the TOP of the search engine results for certain key words. Work is done internally on a site (writing texts, optimization of the site's code), as well as externally (purchase and control of inbound links, tweaking behavioral factors, etc.).

**SMM (increasing loyalty of clients)** 1 social network (VKontakte or Facebook) **Building and managing** (first month)

**Management and promotion** (subsequent months) Building a community with individual design, writing 2 posts per day (news, entertainment content, polls, article, special offers...). Moderation and client support. Facilitating 800 (passive) subscribers). Attracting (active) subscribers through contests (once a month – from 200 people) for \$40.

SMM (increasing loyalty of clients) 1 social network (VKontakte or Facebook)

Maintenance of community. Writing 2 posts per week (news, entertainment content, polls, article, special offers...). Moderation and client support. Facilitating 500 (passive) subscribers. Attracting (active) subscribers through contests (once a month – from 200 people) for \$40.

MARKETING ANALYSIS OF WEBSITE. Composing a report with recommendations.











## The basics of unique and integrated approach Description of work and demonstration of benefits

**UCT - SUCCESS IS ON YOUR SIDE** 

Service	Basic price for package	Price for services included in the package	Price for services (without package)	The conditions on which the price is calculated	Additiona I Expenses
Manager's work Oversee the work of the technical divisions. Conduct a meeting with client. Explain statistics and analytics. Optimization of advertising campaign.		\$50			-
Marketing specialist's work  Participate in the construction of a landing page.  Prepare modifications for the improvement of B-versions for the Web department based on the analysis and recommendations of an analyst for improving the page in order to reach the goals.		\$50			-
Web Department's work Option 1 Technical creation of landing page and monthly A/B testing (preparation of modifications to be implemented, based on the analysis and recommendations of an analyst and a marketing specialist, in order to improve the page to reach set goals). Option 2 Correction of existing site (within the limits of the offer). Finding problem spots, implementing changes. Monthly A/B testing (preparing modifications to be implemented, based on the analysis and recommendations of an analyst and a marketing specialist, in order to improve the page to reach the goals).	\$695	\$400	Individual Landing page from \$500	Price depends on number of pages, the complexity of the site, components and modules necessary on the site.	-
Google Analytics specialist's work Set up accounts in analytics systems, analysis of Google Analytics and Yandex Metrika data, setting up goals, recommendations on improving the page in order to reach the goals, setting up A/B testing. Reports on testing. Preparation of final report.		\$100	\$150		-
Contextual advertising on search engines (attracting new clients)  Advertising of "landing page" or website on Google and Yandex search engines.  Selection and optimization of key word inquiries. Preparation and optimization of advertisements.  In ad networks google and yandex + remarketing functions.		\$95 (in basic price) Bonus	\$150	Budget for account up to \$299	+











# Additional services for the unique and integrated approach

Description of work and demonstration of benefits

UCT - SUCCESS IS ON YOUR	R SIDE	
--------------------------	--------	--

Service	Price (in package)	Price for services (without package)	The conditions on which the price is calculated	Additional Expenses
Contextual advertising on search engines with higher budgets (attracting new clients)  Advertising (additional) of landing page or website on Google and Yandex search engines.  Selection and optimization of key word inquiries. Composition and optimization of advertisements.  In ad networks Google and Yandex + remarketing functions.	\$150 \$200 20%, min \$300 20%, min \$500 \$1000	\$200 \$250 25%, min \$400 25%, min \$700 \$1200	Budget for account from \$300 to \$499 Budget for account from \$500 to \$799 from \$800 to \$1999 from \$2000 to \$3499 from \$3500	+
(attracting new clients)  Brining the website into the TOP of the search engine results for certain key words. Work is done internally on a site (writing texts, optimization of the site's code), as well as externally (purchase and control of inbound links, tweaking behavioral factors, etc.).	from \$200 from \$300 from \$450 from \$850	\$230 \$395 \$595 \$995	Number of links up to \$250 and guarantees of 50% of words, free service in case of not reaching TOP in 2 months ("Basic")  Number of links up to \$440 and guarantees of 50% words, free service in case of not reaching TOP in 3 months ("Business")  Number of links up to \$815 and guarantees of 70% words, free service in case of not reaching TOP in 4 months ("Business +")  No limits, guarantee for 70% of words, free service in case of not reaching TOP in 5 months	+ + + +
SMM (increasing loyalty of clients) 1 social network (VKontakte or Facebook) Building and managing (first month) Management and promotion (next months) Building a community with individual design, writing 2 posts per day (news, entertainment content, polls, article, special offers). Moderation and client support. Facilitating 800 (passive) subscribers). Attracting (active) subscribers through contests (once a month – from 200 people) for \$40.	\$165	\$190	No commission of 15% for contextual services in SMM In case of managing several social networks, 10% off for every additional network.	-
SMM (increasing loyalty of clients) 1 social network (VKontakte or Facebook)  Maintenance of community. Writing 2 posts per week (news, entertainment content, polls, article, special offers). Moderation and client support. Facilitating 500 (passive) subscribers. Attracting (active) subscribers through contests (once a month – from 200 people) for \$40.	\$85	\$100	No commission of 15% for contextual services in SMM In case of managing several social networks, 10% off for every additional network.	-
Marketing analysis of the site. Consists of technical analysis, usability analysis, content quality and motivation analysis, and a short analysis of the competitors.	\$150	\$250		











## Analysis and Audit Analysis of current and past advertising campaigns

This service is popular among clients, who have signed a contract with a media agency. Large media agencies are often physically unable to pay enough attention to every communication channel for every client.

## Our company is offering a thorough analysis of past or current Internet advertising campaigns:

Financial audit;

Analysis of Google Adwords account (analysis of conducted contextual campaigns);

Assessment and configuration of a Google Analytics account;

**Strict Strict S** 

Preparation of detailed report with list of recommendations.











## **Contacts**

Address: Kiev Mashinostroitelnaya street, (Gongadze street) 37, 3rd floor office 302, UCT® company

Phone (multiline): (044) 351-17-88

E-mail: sales@uct.ua

Working hours: 9.00 - 18.00 Monday - Friday









