

CASE STUDY: PANDORA

OBJECTIVE:

Drive traffic to Pandora Jewelers, in four mall locations, by promoting a free ornament with a purchase of \$125 or more.

EXECUTION DETAILS:

- Campaign Flight: Nov. 16, 2015 – Jan. 10, 2016 (12 weeks)
- Media buy: 9 billboards in Miami
- Geofence: 5 mile radius around OOH assets

SIGNIFICANT RESULTS:

- SAR was optimized for, with 15.4% of consumers completing a second action, a 135% lift from the benchmark.
- Attribute Pandora's huge lift in SAR to a combination of OOH priming, contextual relevance of the holiday season, and the featured promotion.
- Pandora secured 1,134 consumer engagements (directions, clicks to call, Facebook follows, clicks to the website).

