The all-in-one marketing suite for Umbraco



Jeffrey Schoemaker

Owner Perplex Digital / Software Engineer / Umbraco, security and accessibility enthusiast

Hello, my name is...

Jeffrey Schoemaker

- Working with Umbraco since 2010
- Umbraco MVP 2017 & 2018 & 2019
- Security & Umbraco-enthusiast



Perplex Digital

- Digital & Marketing agency
- Based in Arnhem, The Netherlands
- Umbraco Gold Partner
- 44 digital specialists
 - Two Umbraco MVPs
- Packages
 - PerplexMail
 - Forms on Steroids
 - Security & GDPR package







Winner 'Best Custom Solution'



2019

Winner

'Best Gold Partner Solution'



2018

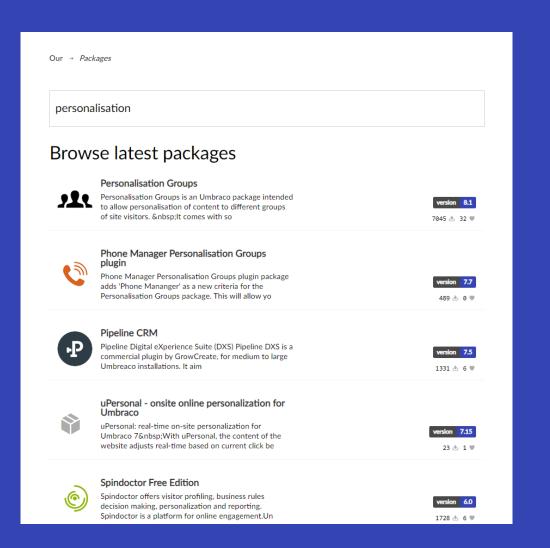
Winner 'Best Editing Experience'



Marketing & Umbraco

Not a happy marriage right now

Almost no marketing packages



Our → Packages marketing Browse latest packages Phone Manager Field types for Umbraco This package adds 'Phone Manager' field types that you can use with your Umbraco Forms: TelephoneNumber Campaign Code Alt Marketing Code They 195 📥 0 🖤 MailChimp Integration Email is the biggest social network online. People will probably use the same email for many years. Therefore, email marketing is the most powerfu 1334 📥 2 🖤 Phone Manager Phone Manager is an Umbraco package to manage and version 7.7 display marketing campaign phone numbers on your site to your visitors. Based on various criteria, a 549 📥 0 🖤 Bronto Workflow for Umbraco Forms A custom Umbraco Forms workflow to allow users to save a new marketing contact to a Bronto (https://bronto.com) contact and associated list, using 130 📥 0 🖤 **Footprint** Footprint is a Behavioral targeting, marketing automation and footprinting package. Footprint tracks

And if you find a package...

- Integration with another system
 - MailChimp
 - Google Optimize
 - Mail2CMS
 - Bronto.com
- You need a developer
- Visually not that attractive
- Mostly build for v7

Best-of-Breed strategy

- Pick the best system for each function
 - Email newsletters
 - A/B testing
 - Personalization
 - CRM
- And try to integrate it

Disadvantages of a best-of-breed strategy

- Users have to learn multiple systems
- Data sharing is hard
- True integrations are hard
- GDPR risk; you are sharing customer data with others
- The systems are most of the time NOT Umbraco
 - No way to adjust it to your needs
 - "Magic" happens
 - SaaS solutions with possible conflicts about data ownership

Some simple examples

What do we want to achieve

Cases

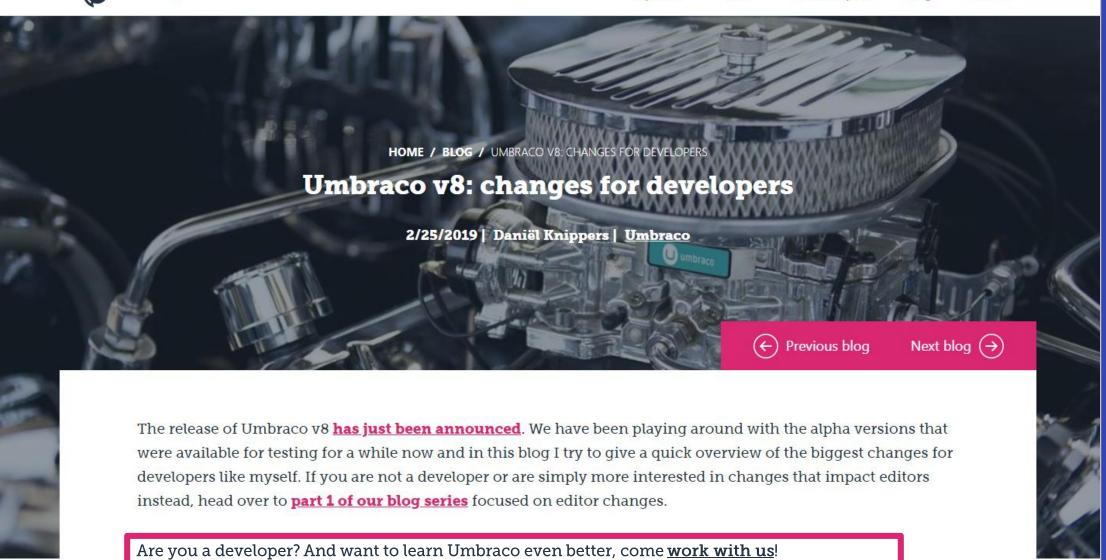
Expertise





Contact







Nederland

Reviews

Zakelijk bestellen

Contact

Winkelwagen

Aantal producten: 3

Home

Alle cadeaus

Cadeautip TOP 10

Levertijd

Veelgestelde vragen





Nederland

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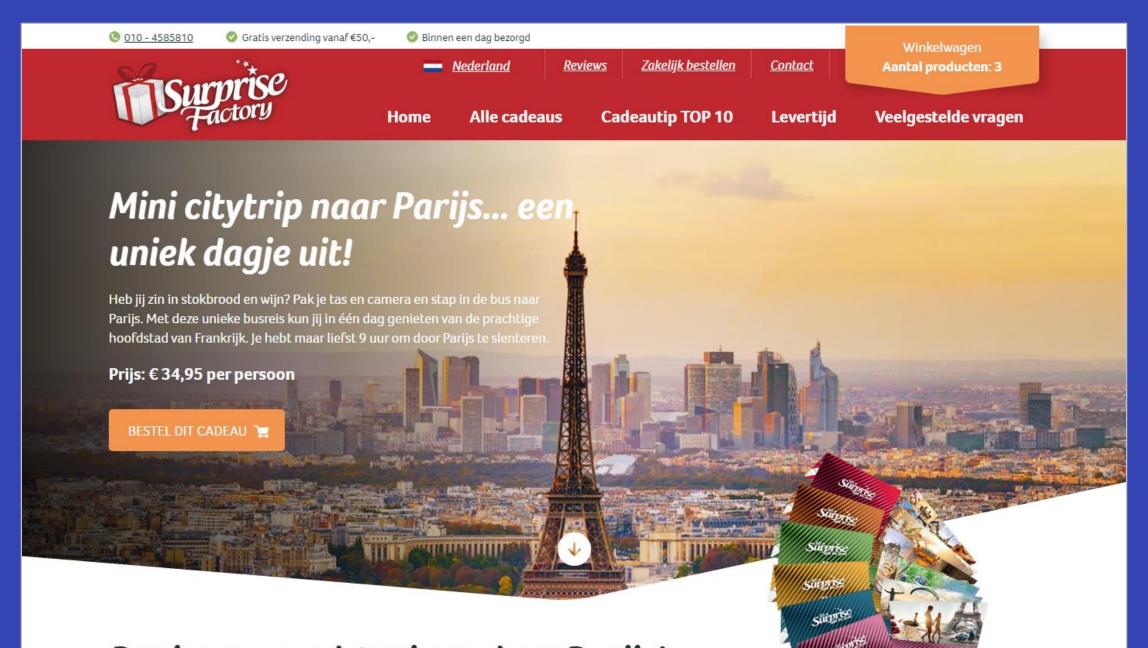
Alle cadeaus

Cadeautip TOP 10

Levertijd

Veelgestelde vragen





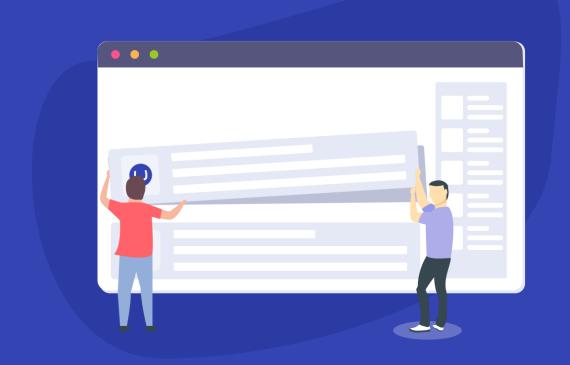
Bonjour... rondstruinen door Parijs!

Umbraco cannot do this out-of-the-box

- "But it's only content we're editing?"
- We need a developer to implement this

The impact for us all

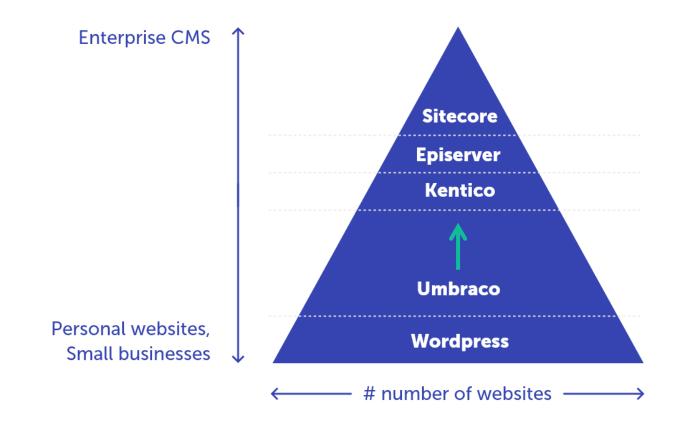
- Perplex is an Umbraco-only company
- Umbraco isn't seen as an enterprise CMS
 - Sitecore
 - Episerver
 - Kentico
- Our agency isn't invited for pitches



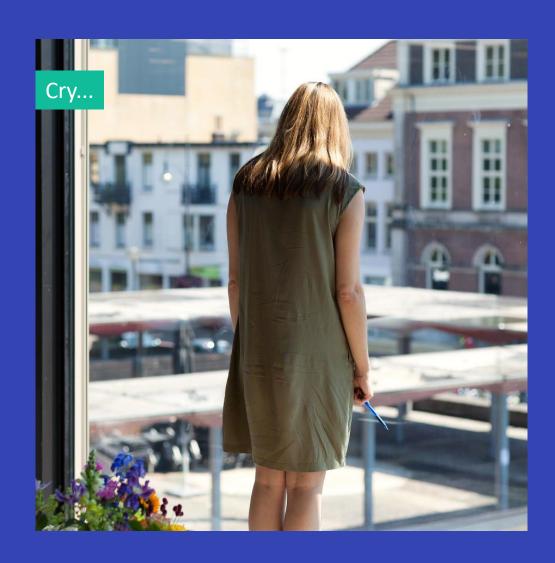
2. Our dreams

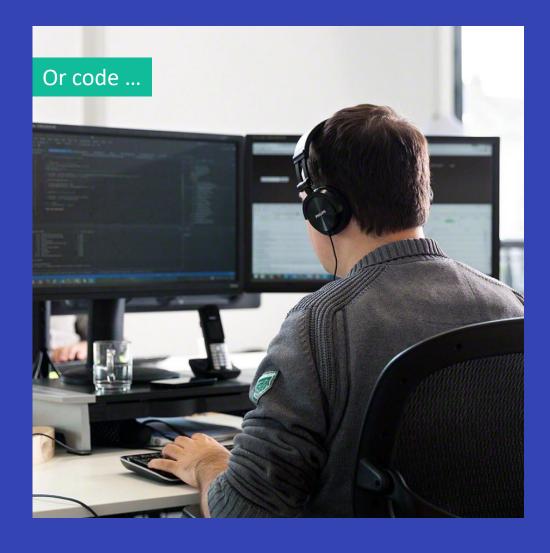
I have a dream about Umbraco 8.x

Where are we heading?

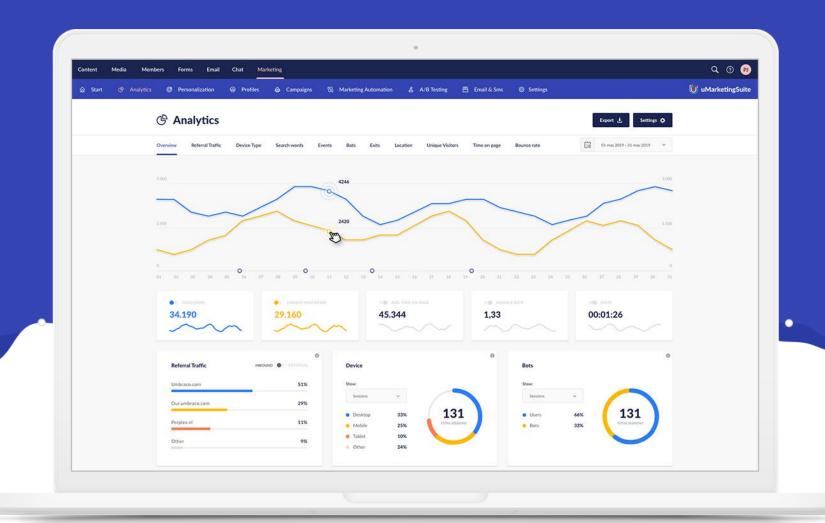


The need for a Marketing Suite





uMarketingSuite – The product



Our mission

Empower junior and senior marketers to achieve their goals with an easy-to-use marketing toolbox within their Umbraco based application. Giving them full control over high quality data and the ability to be GDPR compliant.

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Empower junior and senior marketers to achieve their goals with an easy-to-use marketing toolbox within their Umbraco based application. Giving them full control over high quality data and the ability to be GDPR compliant.

Our vision

Content creators & marketers can do everything they need in context of where they want it / need it (in Umbraco) by using Umbraco as it supposed to work





3. Let's talk functionality

A/B Testing & Personalisation





Umbraco CMS



W uMarketingSuite Email & Sms Analytics Personalization @ Profiles Marketing Automation 名 A/B Testing Settings Campaigns

Monday 26 august 2019

Welcome back Peter

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Nullam sit amet nisl pharetra, fermentum leo dignissim, dignissim felis.

Go back to Analytics →





Tutorial video's

Check our videos →



HowTo: Make an analytics dashboard (01:32)



HowTo: Make an analytics dashboard (01:32)



HowTo: Make an analytics dashboard





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01-12-2019



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01-12-2019



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01-12-2019



Activity feed

Show all activity →















Every website can be optimized

- There is always room for improvement
- Test what works
- Personalize when possible

You need tooling



A/B Testing

Personalization



Umbraco CMS

Everyone wants to test & personalize

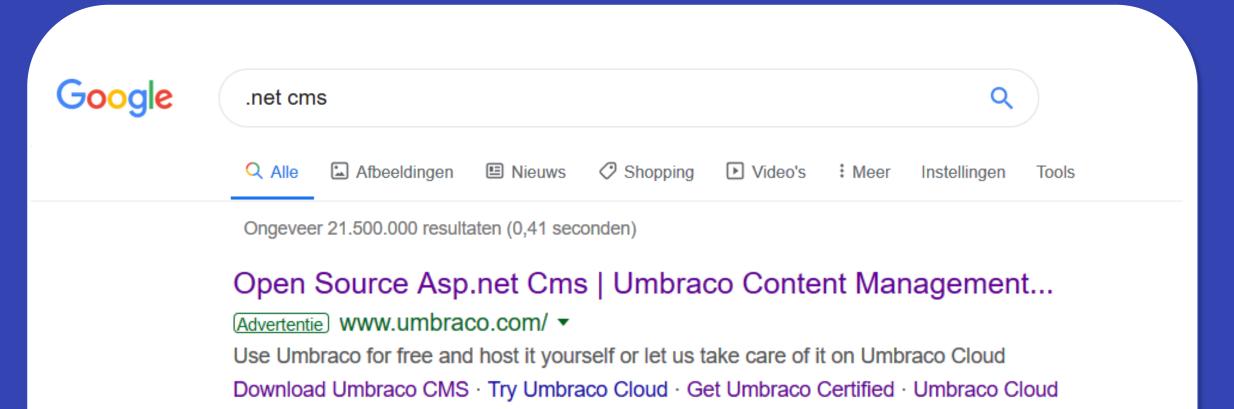
Not a big company gimmick

You're probably already A/B testing

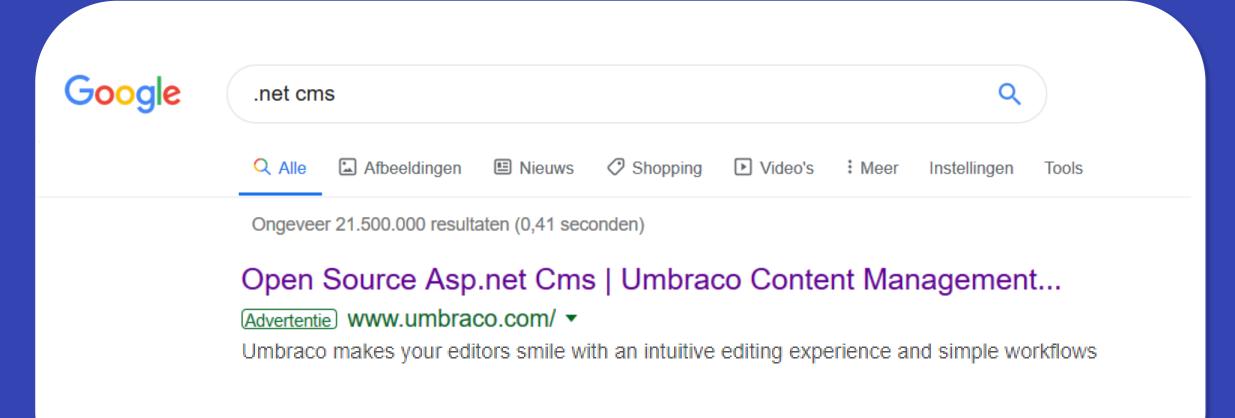
- Off-site
- In Google Ads

Let's Google... ".net cms"

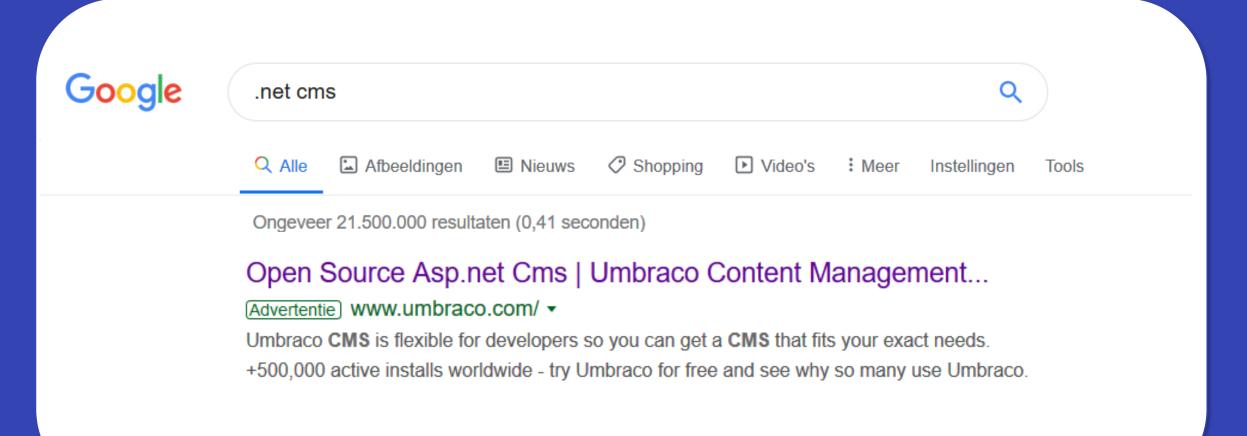
Let's Google... ".net cms"



Two days later



This morning



Different results for the same search words

Open Source Asp.net Cms | Umbraco Content Management...

(Advertentie) www.umbraco.com/ ▼

Use Umbraco for free and host it yourself or let us take care of it on Umbraco Cloud

Download Umbraco CMS · Try Umbraco Cloud · Get Umbraco Certified · Umbraco Cloud

Open Source Asp.net Cms | Umbraco Content Management...

Advertentie) www.umbraco.com/ ▼

Umbraco makes your editors smile with an intuitive editing experience and simple workflows

Open Source Asp.net Cms | Umbraco Content Management...

Advertentie www.umbraco.com/ ▼

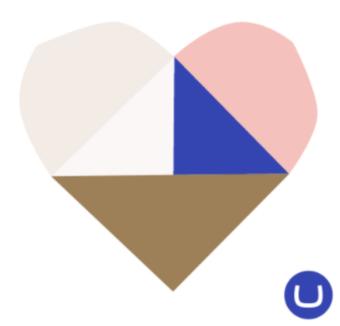
Umbraco CMS is flexible for developers so you can get a CMS that fits your exact needs.

+500,000 active installs worldwide - try Umbraco for free and see why so many use Umbraco.

Let's click on the result

Try the Friendly CMS today

Creating and updating your website should be the least of your worries. With Umbraco, you get a content management system known and loved for its flexibility and great editing experience. Use the open source version of Umbraco for free and install, setup, and host it yourself or let us take care of it all for you on Umbraco Cloud. You get a free 14-day trial and if you get hooked, prices start from just €25/month.



We just need your email to get started

Get Started

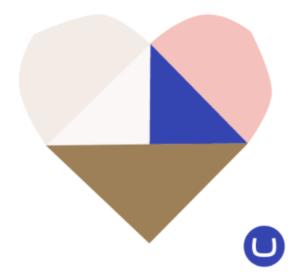
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.net

Alles markeren

Hoofdlettergevoelig Hele woorden Tekst niet gevonden

Losing the scent trail



You do A/B testing already!

- You A/B test in Google
 - And you pay Google for this visitor
- You do not A/B test your website
 - And here you lose the visitor
- Why?
 - On purpose?

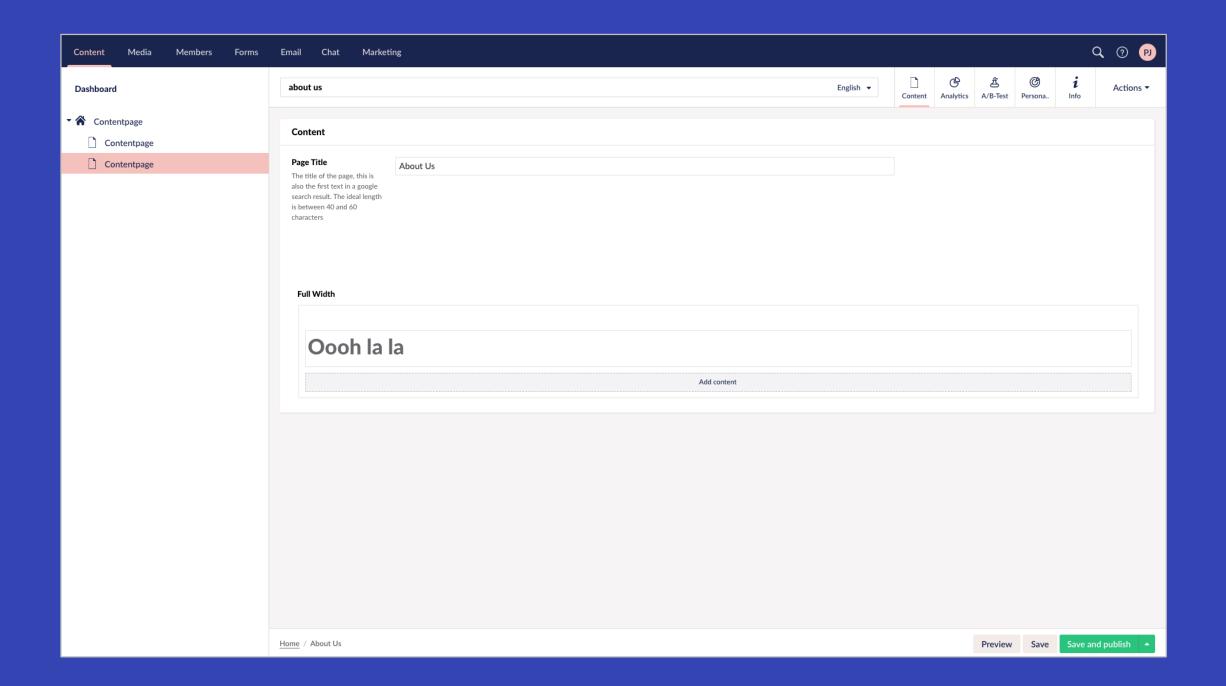
Probably not...

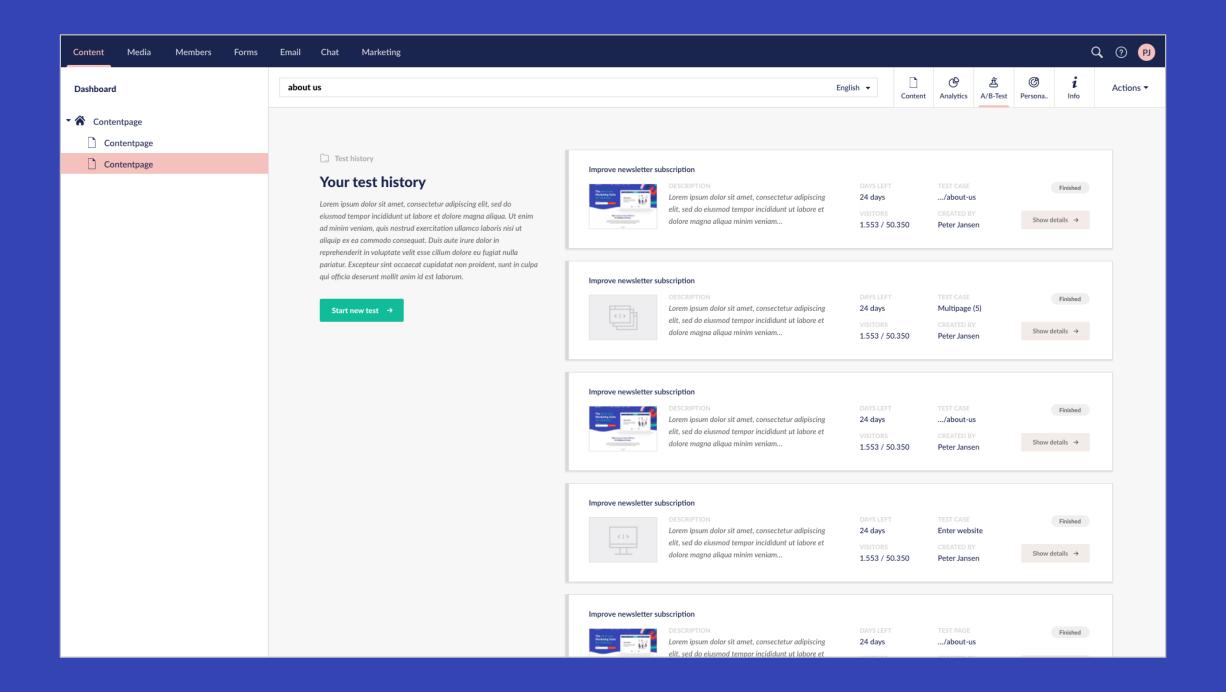
Google Ads gives you the tooling

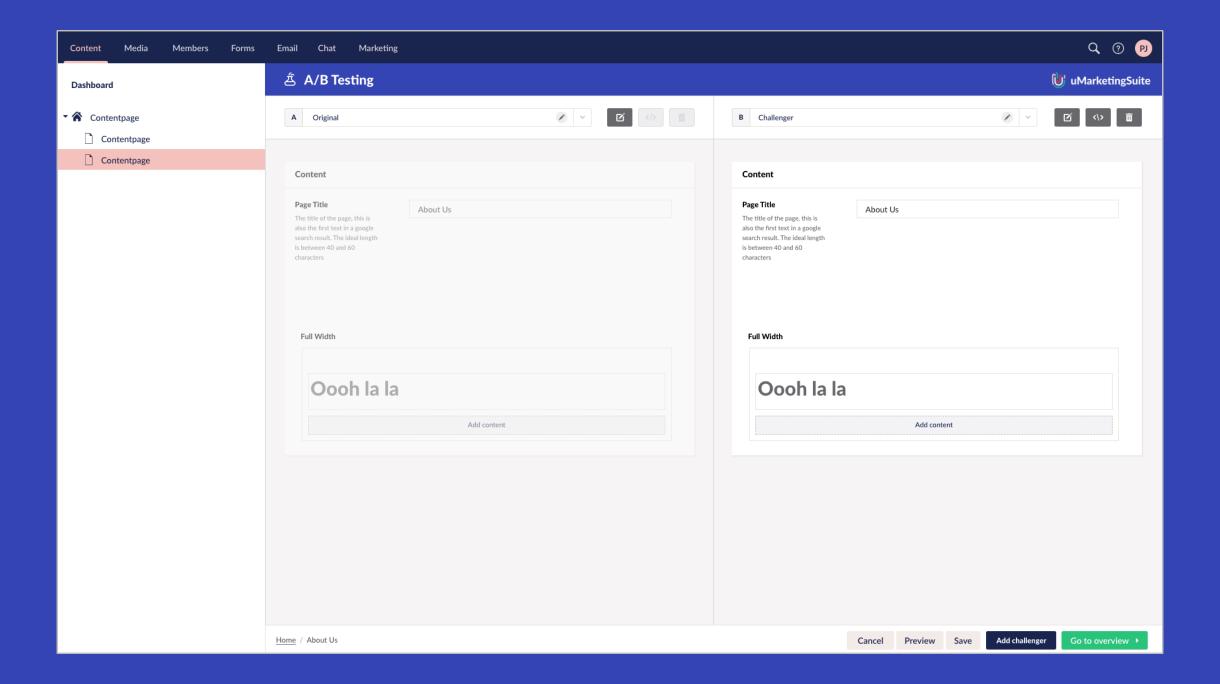
And your website doesn't

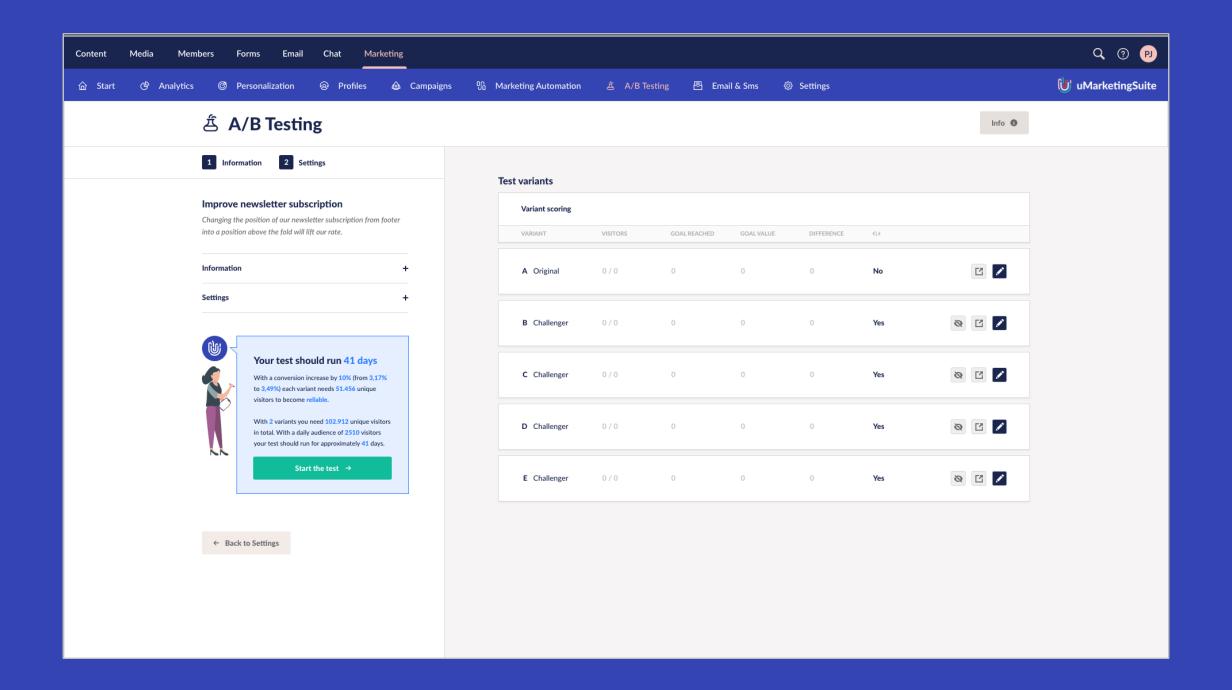
uMarketingSuite to the rescue!

A/B Testing

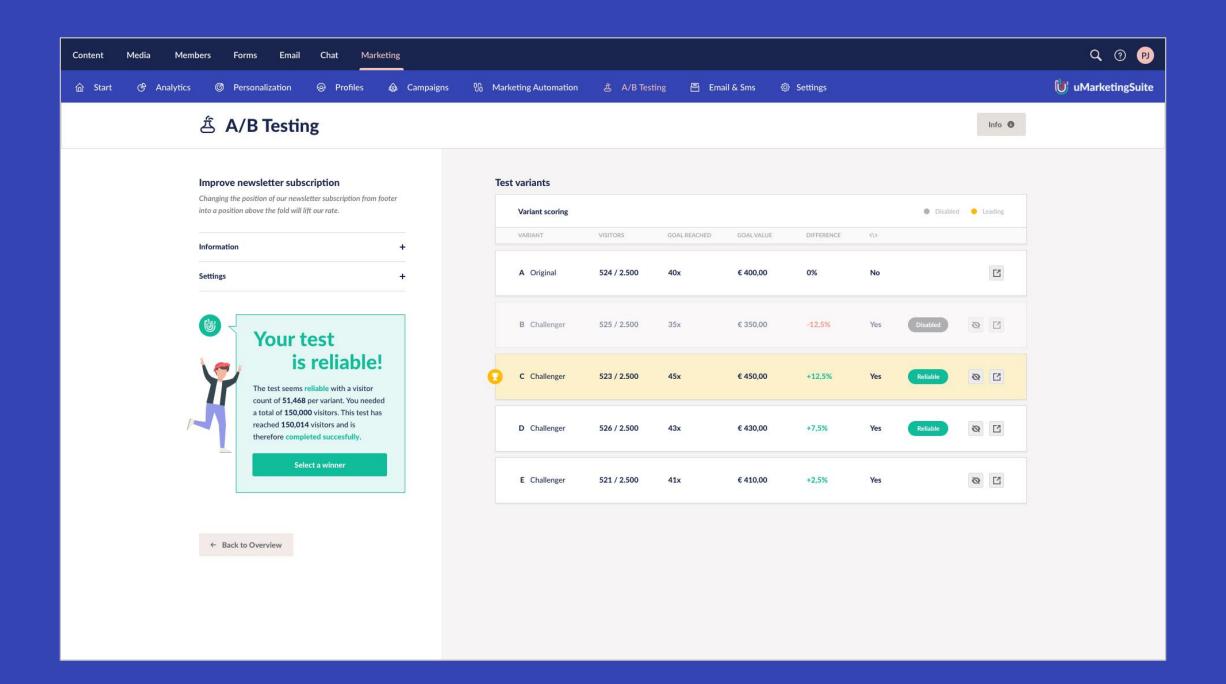








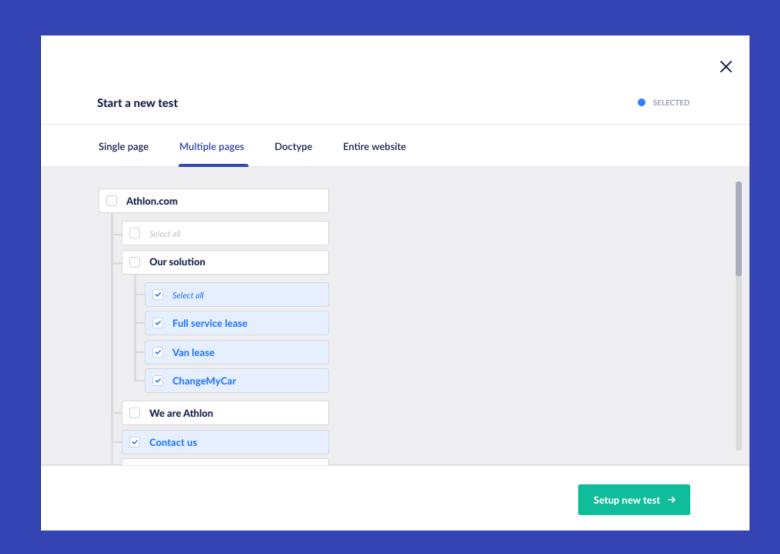


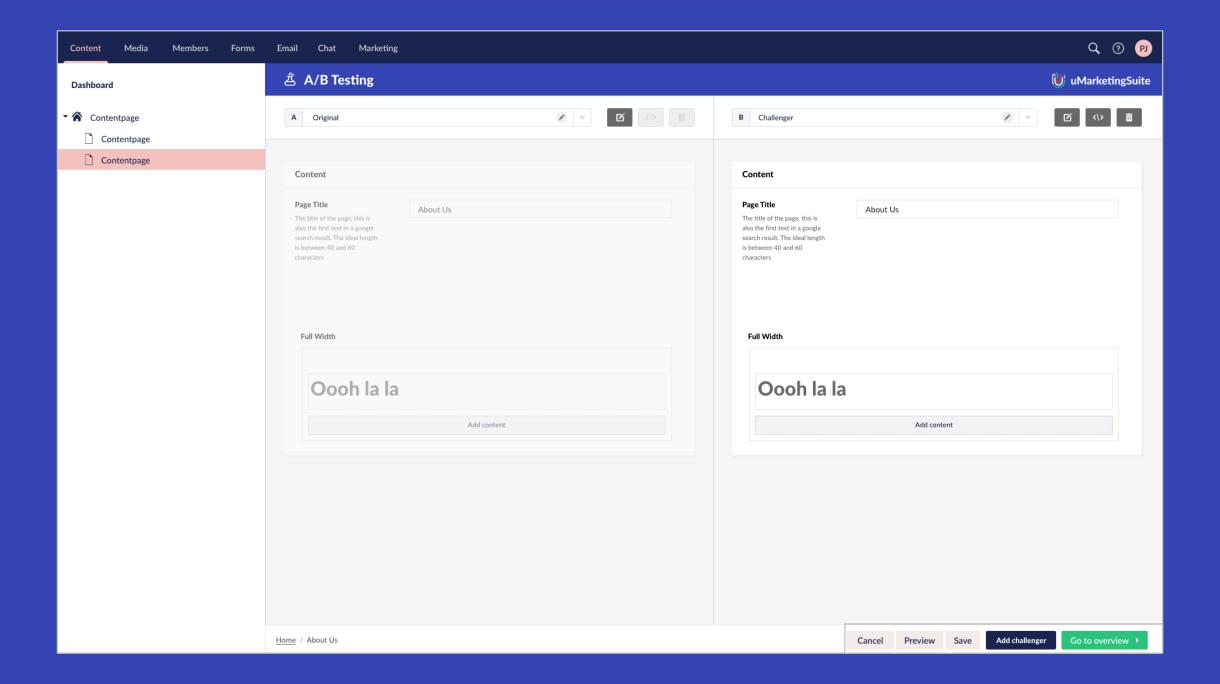


A/B Testing Functionality

It is possible to test:

- Single page
- Multiple pages
- Document Types
- An entire site





But is A performing better than B?

- We need goals
- And to measure those... We need Analytics



A/B Testing

Personalization

Data / Analytics



Umbraco CMS

Why not use Google Analytics?

- Access to most of the data
 - But you don't own the data
- Why is it free?
- Will it be free forever?
- The statistics are incomplete!
 - Cookie and adblockers
- Your are missing bot traffic
 - Can be useful for SEO



Today's Firefox Blocks Third-Party Tracking Cookies and Cryptomining by Default

Marissa Wood September 3, 2019

FIREFOX FOR MOBILE

Today, Firefox on desktop and Android will — by

<u>default</u> — empower and protect all our users by blocking third-party tracking cookies and cryptominers. This milestone marks a major step in our multi-year effort to bring stronger, usable privacy protections to everyone using Firefox.

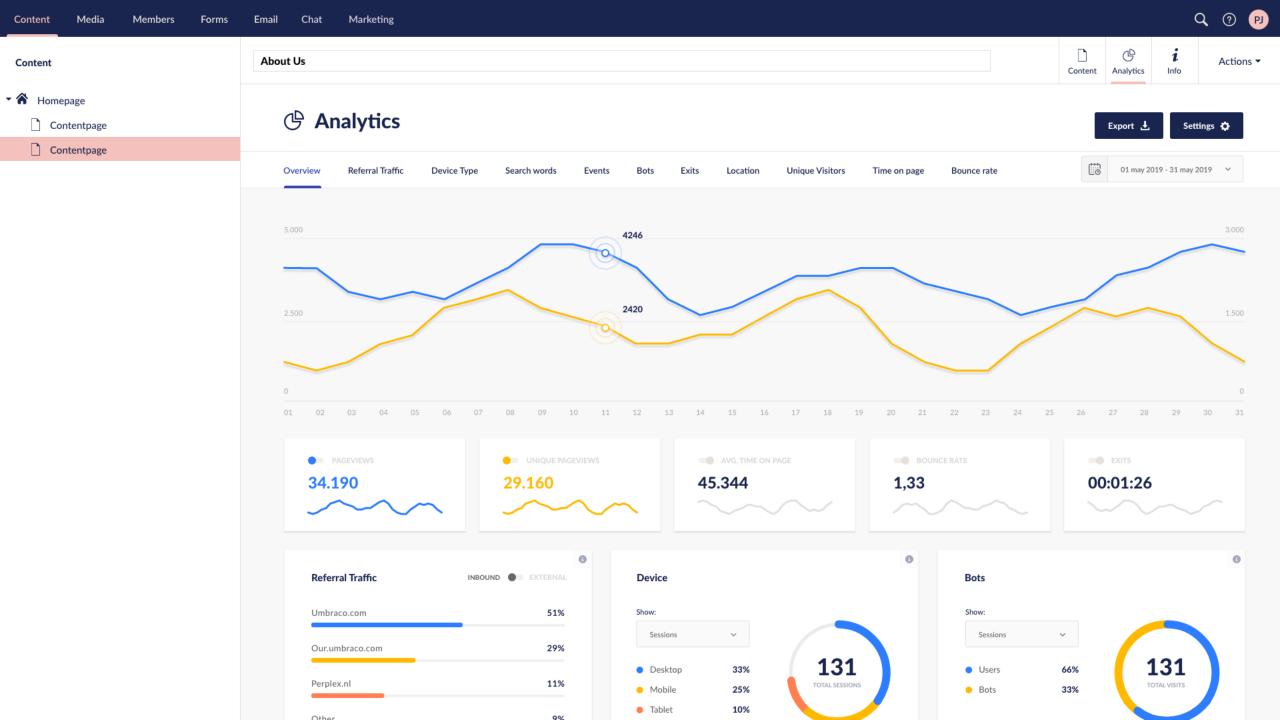
Firefox's Enhanced Tracking Protection gives users more control

For today's release, Enhanced Tracking Protection will automatically be turned on by default for all users worldwide as part of the 'Standard' setting in the Firefox browser and will block known "third-party tracking cookies" according to the <u>Disconnect list</u>. We <u>first enabled this default feature for new users</u> in June 2019. As part of this <u>journey</u>, we rigorously <u>tested</u>, <u>refined</u>, and ultimately landed <u>on a new approach to antitracking</u> that is core to delivering on our promise of privacy and security as central aspects of your Firefox experience.

Currently over 20% of Firefox users have Enhanced Tracking Protection on. With today's release, we expect to provide protection for 100% of ours users by default. Enhanced Tracking Protection works behind-thescenes to keep a company from forming a profile of you based on their tracking of your browsing behavior across websites — often without your knowledge or consent. Those profiles and the information they

Data Analytics in uMarketingSuite

- Pageviews
- Events
- User agents
- Location
- Goals
- E-Commerce



Let's look at personalization

Different personas







Marketers Developers Agencies

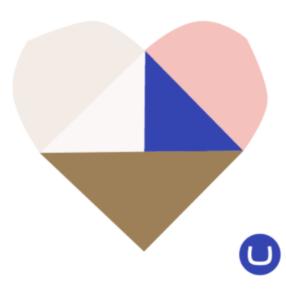
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We just need your email to get started

Get Started

Easy setup - Try Umbraco Cloud free for 14 days - No credit card required



Why Umbraco is a great fit for you as a developer

Are you looking for a CMS that'll give you full flexibility? A CMS that doesn't get in the way of things but instead lets you unfold your talent, ideas and creations in order to build websites that'll impress - or simply just work as intended. All while keeping your editor, boss or client happy? Then look no further. With Umbraco, you get a clean slate Open Source ASP.NET CMS so you can build and extend your website exactly the way you need to.

We just need your email to get started





Content is king! You know that and so do we

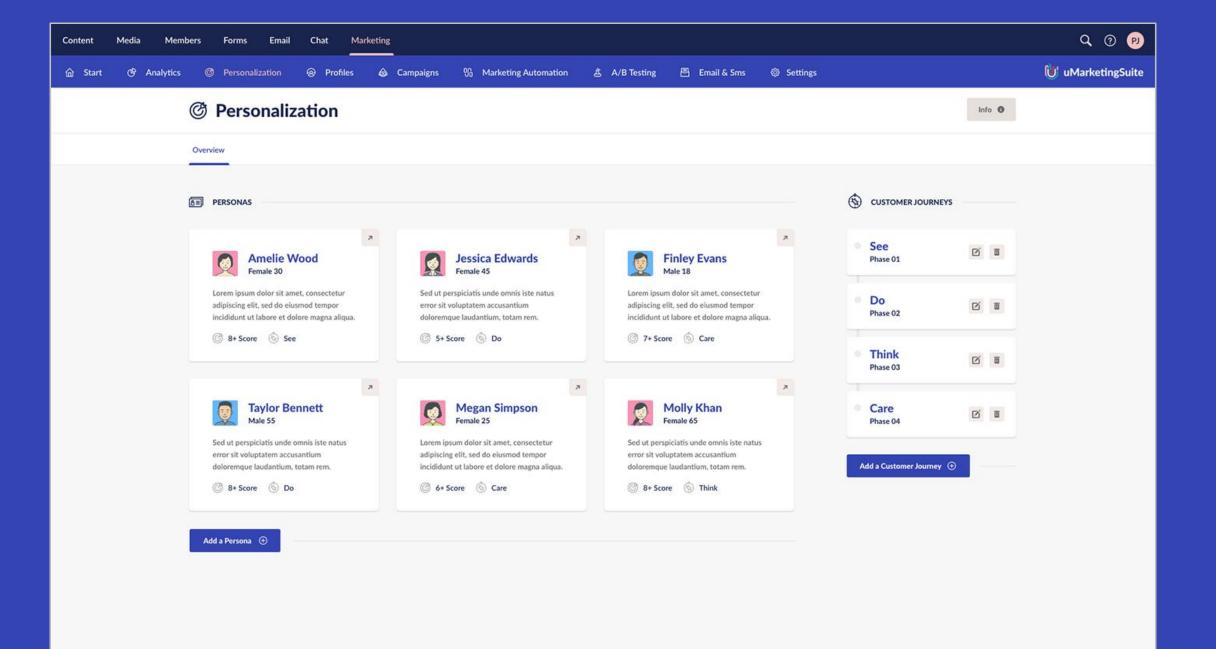
At Umbraco, we believe that content is king and that nothing should stand in the way of creating great content. That's why we have built the Umbraco CMS to support your workflow, so you can spend more time creating content and less time on long and tedious processes.

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The Customer Journey

SEE

Create awareness, first contact

THINK

Consideration, customer recognizes need

DO

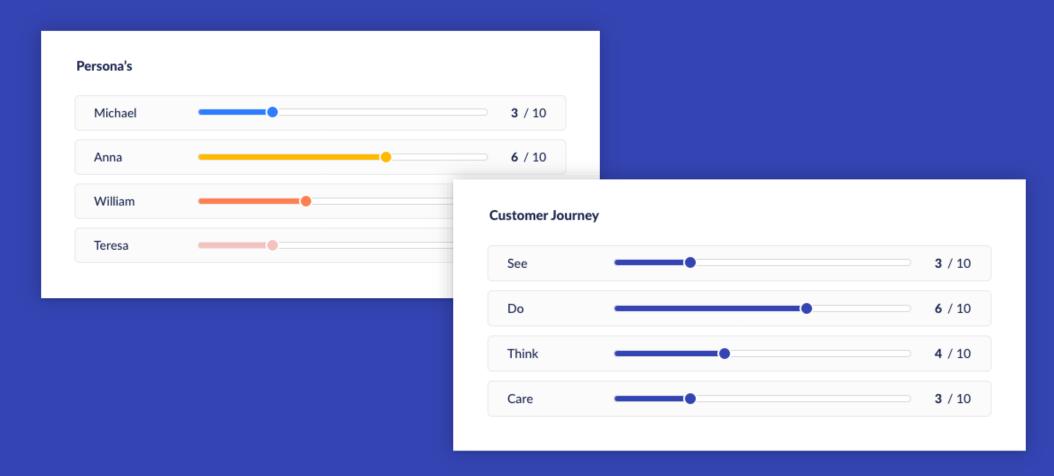
The purchase takes place

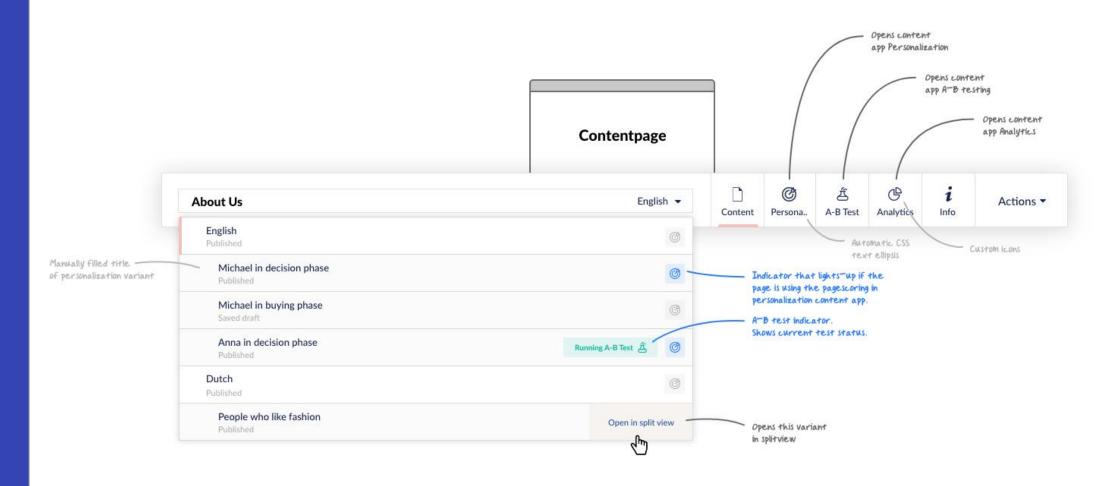
CARE

Retain and increase customer value

Score your content

Score content item against the persona and customer journey







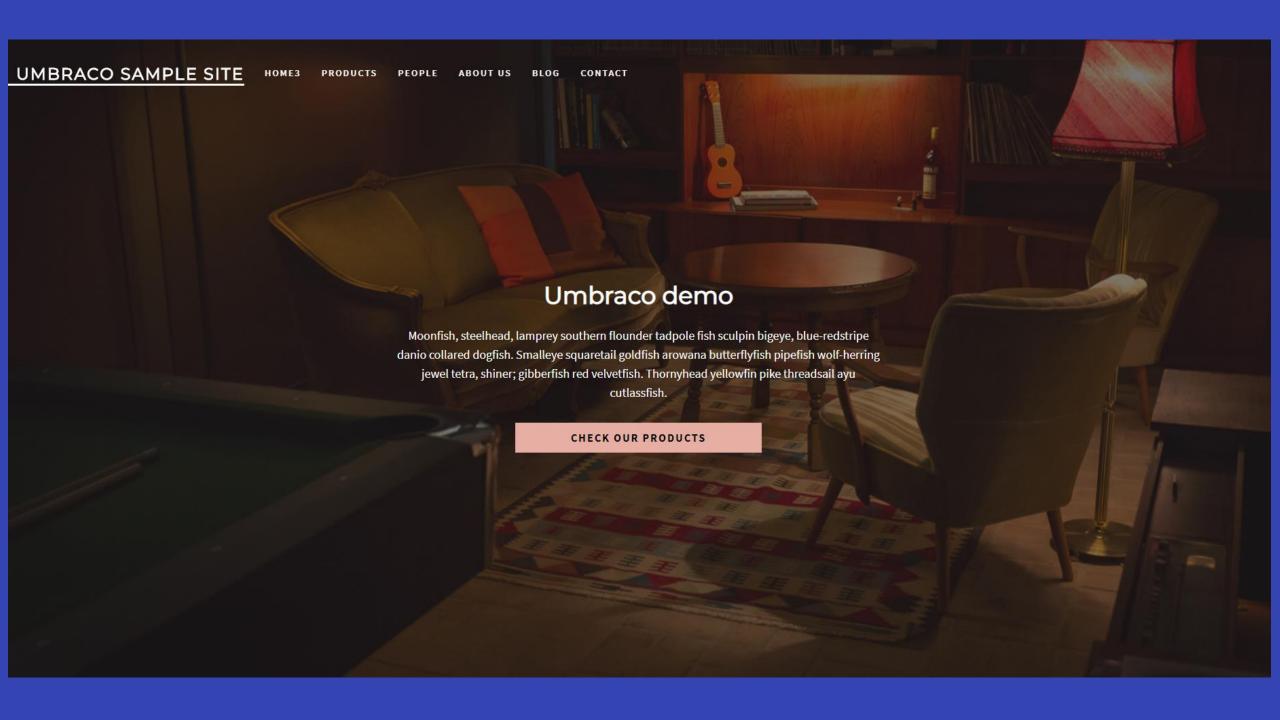


Is that all?

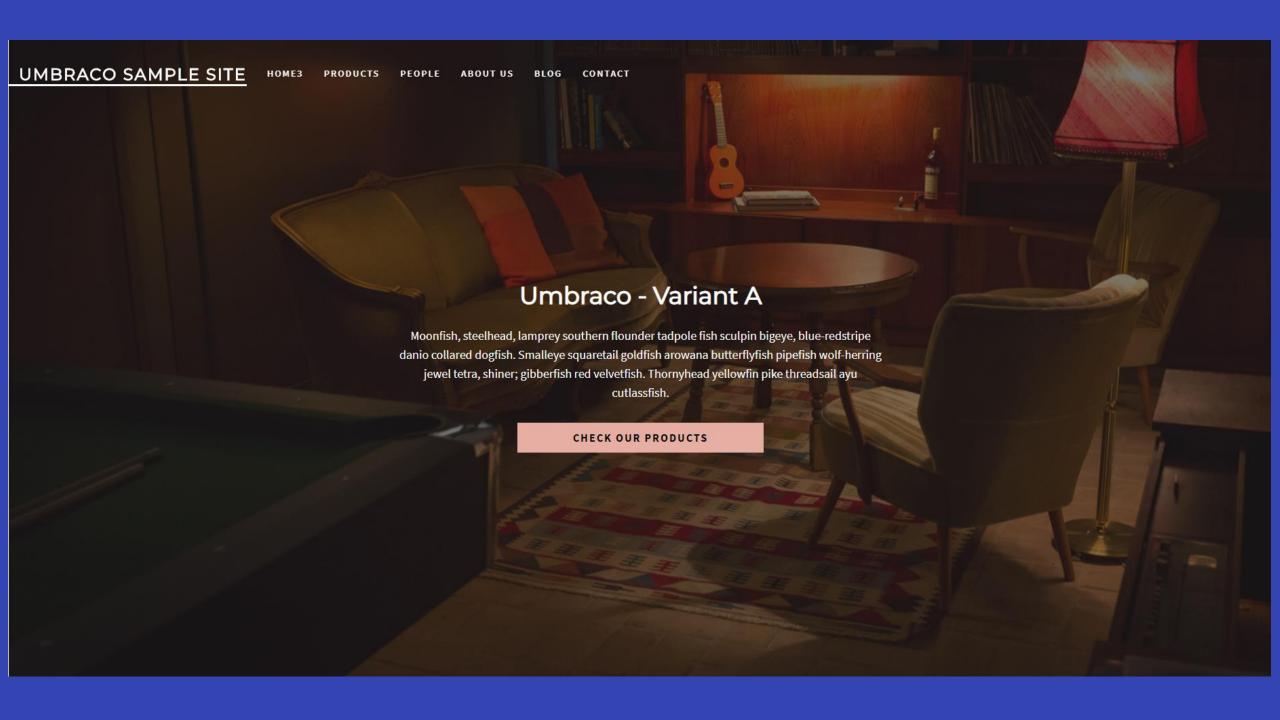
What about developers, security and performance?

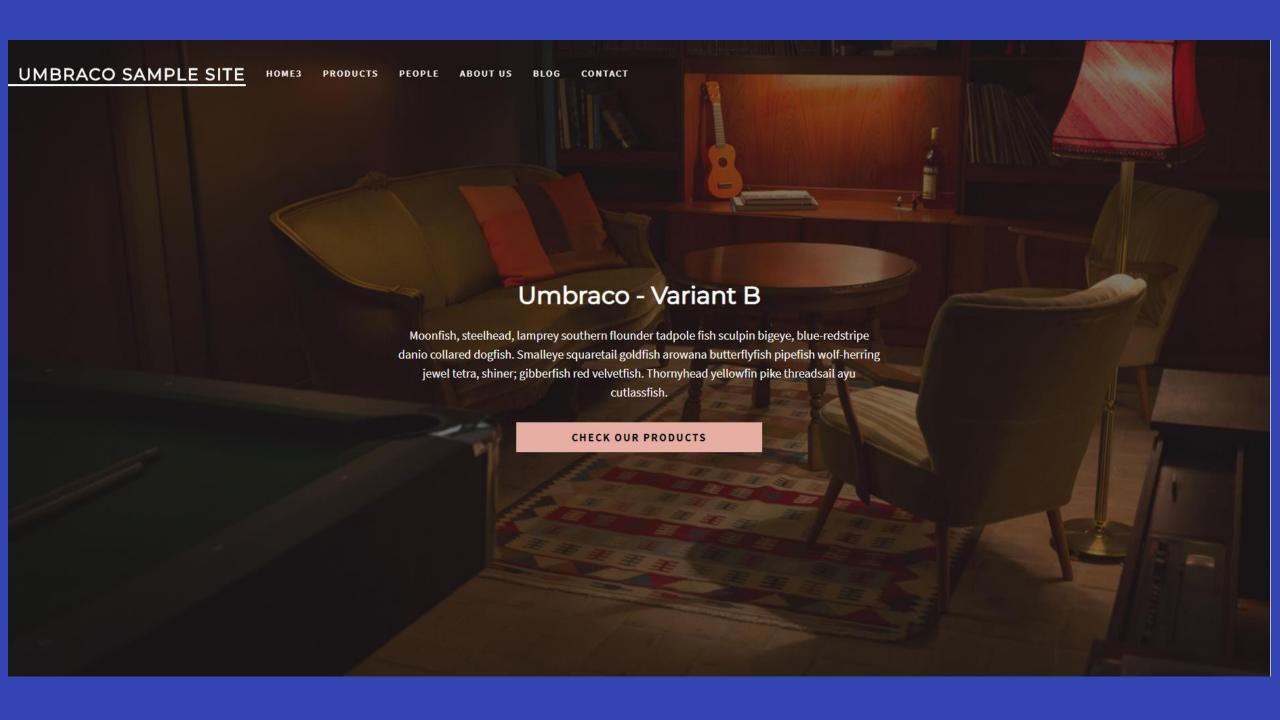
A developer perspective

- Full control over all data
- Full control about the algorithms
 - We ship with our own, but you can implement your own
- You don't have to write any code (if you don't want to)
- Usage of ModelsBuilder
 - Model.Title
 - Model.Image



```
⊟<div class="section_hero-content">
72
73
          <h1>@Model.HeroHeader</h1>
74
75
          @Model.HeroDescription
          @if (Model.HeroCtalink != null)
76
77
             <a class="button button--border--solid" href="@Model.HeroCtalink.Url">
78
                 @Model.HeroCtacaption
79
80
             </a>>
81
      </div>
82
```

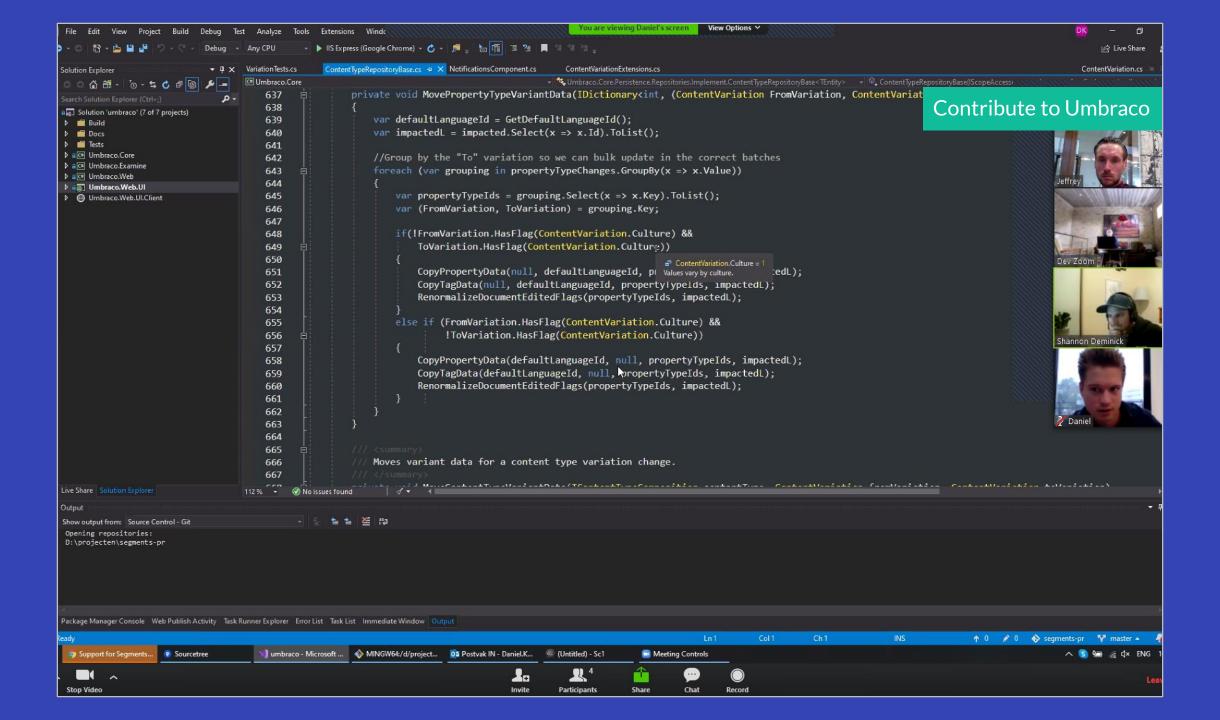




```
public class SegmentVariationContextAccessor: HybridAccessorBase<VariationContext>, IVariationContextAccessor
   private readonly IHttpContextAccessor _httpContextAccessor;
   public SegmentVariationContextAccessor(IHttpContextAccessor httpContextAccessor)
       : base(httpContextAccessor)
       httpContextAccessor = httpContextAccessor;
   /// <inheritdoc />
   protected override string ItemKey => "Umbraco.Web.HybridVariationContextAccessor";
   /// <summary>
   /// Gets or sets the <see cref="VariationContext"/> object.
   /// </summary>
   public VariationContext VariationContext
       get
           var defaultContext = Value;
           string segment = uMarketingSuite.GetSegmentForVisitor(_httpContextAccessor.HttpContext?.Request);
           return new VariationContext(culture: defaultContext?.Culture, segment: segment);
       set
           Value = value;
```

Vanilla Umbraco

- Same look and feel
- Use the power of segments
- Use the power of content apps and custom sections



Security / GDPR

- Out of the box
- It's your data
- Standard tools for
 - Anonimisation
 - Retention periods
 - Right to access
 - Right to be forgotten

Designed with performance in mind

- Clear pipeline with configuration options
 - Throttling database writes
 - Use other reporting and analytics servers

Our timeline

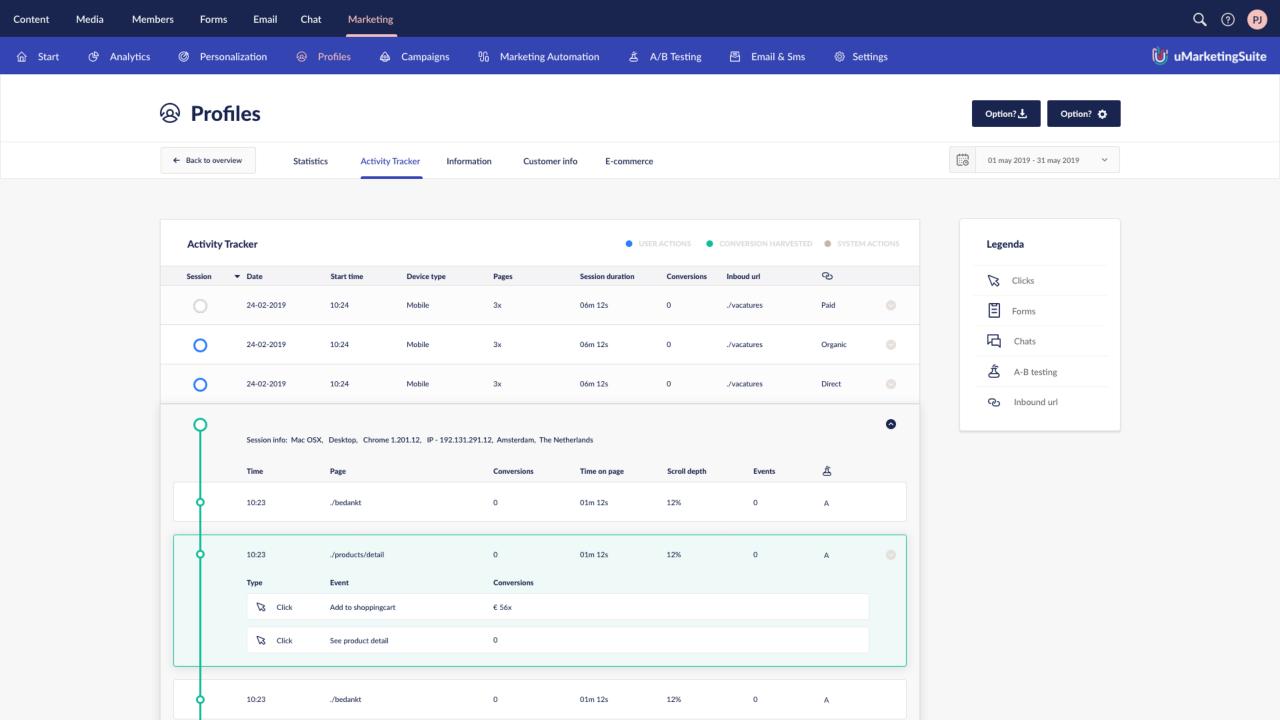
Q42019 • Beta testing with launching agencies

Q12020 Public release with A/B testing and personalization

Q1 2020 Profiling

• Marketing automation

Q3 2020 Emails, pdf and reporting



More information? Sign up for our newsletter? Want to be a beta tester?

www.umarketingsuite.com

@uMarketingSuite

The end

Questions?



Jeffrey Schoemaker

info@umarketingsuite.com

Marketing automation



A/B Testing

Personalization

Profiles

Data / Analytics



Umbraco CMS