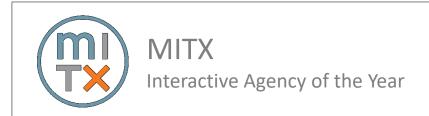
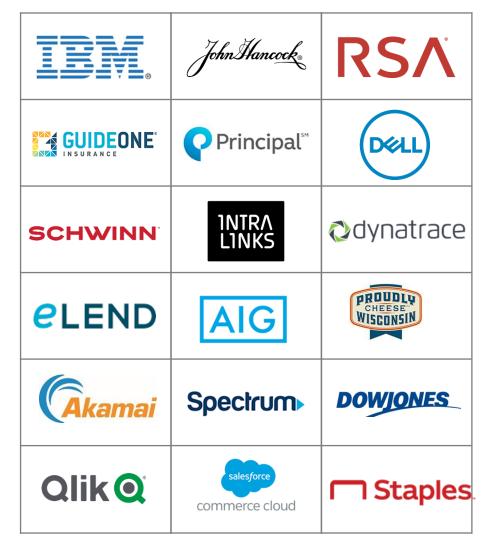


About Overdrive Interactive

- Overdrive helps companies compete and win in today's hyper-competitive digitized marketplace by integrating into high-powered customer journeys:
 - Digital-first strategy and planning
 - Persuasion oriented creative and content
 - Branding and demand generation
 - Account-based marketing (ABM)
 - Online media (display, social, video, DOOH)
 - Search marketing (SEO/SEM)
 - Website and application development
 - Social media marketing
 - Analytics and cross channel optimization



Client Experience





Core Services

Our full suite of services cover every area needed by today's digital marking departments.



Account-Based Marketing

Proven and pragmatic ABM programs that reach and influence the people who actually buy what your company sells and bridges the gap between sales and marketing.



Search Engine Marketing

Surgically optimized paid search programs that leverage marketplace intent and move the ROI needle fast.



Search Engine Optimization

Enterprise-level, content-centric SEO that dominates rankings and captures active buyers during all phases of the customer journey.



Media Planning & Management

Constantly optimized digital and programmatic media that reaches the right people, at the right time – all the time. All with no-nonsense ROI reporting.



Lead Generation

Measurable demand and lead generation programs that feed the sales funnel fast and yield actionable insights.



Social Media Marketing

Smart and friendly social that weaves content and brands into the fabric of the web, creating customer connections and ROI.



Creative & Content Development Services

ROI-driven creative and content assets that makes brands ascend, users take action, prospects want to buy, and customers want to come back for more.



Marketing Automation

Segmented nurture and email campaigns and personalized web experiences that escalate prospects into customers and customers into repeat customers.



Web Development

CRM and MarTech-integrated websites that look great, adapt to customer needs, and create better market outcomes across the board.



Overdrive Creates and Optimizes the Whole Customer Journey

Chronologically mapping the components of the customer journey instantly reveals how everything integrates together, what's not working and where the high impact points of optimization might live

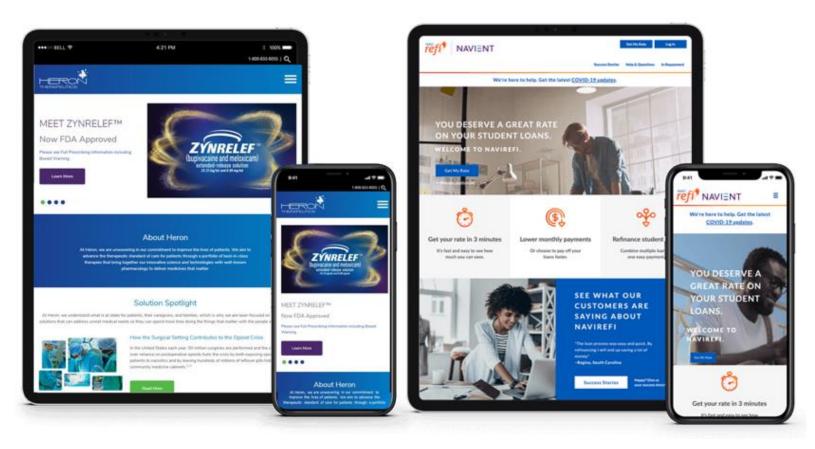


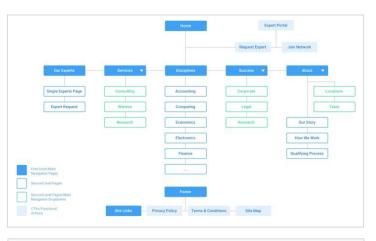


We Develop Websites that Deliver Success

Successful websites must simultaneously satisfy the needs of users while also meeting

the client's marketing and business requirements









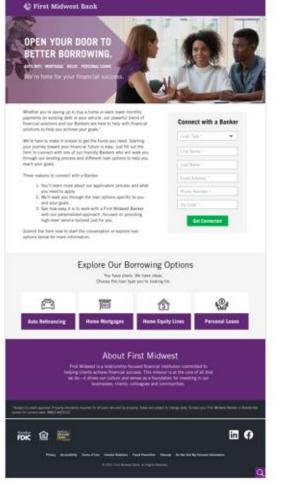
Action-Oriented Creative: From Billboards to Banners to Landing Pages End-to-End Campaigns that Get People to Take Notice and Take Action





Campaigns that take consumers from the first brand impression to the measurable transaction that drives ROI.





Action-Oriented Creative: From Banners to Emails to Landing Pages Conversion Oriented Creative that Feeds Your Sales Funnel

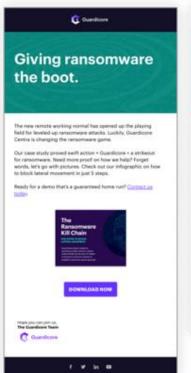


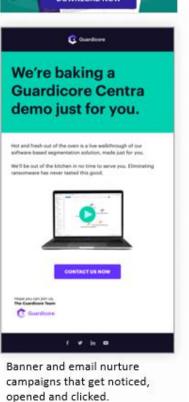


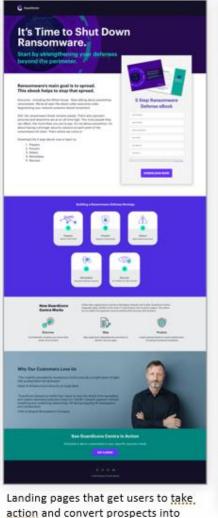












action and convert prospects into leads.





Action-Oriented Creative: From Banners to Videos to Landing Pages Engagement-Oriented Creative that Builds Your Brand





Apple-Cheddar

Pork Chops

WISCONSIN





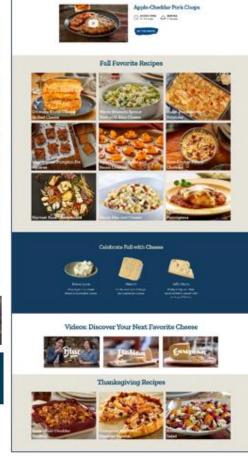








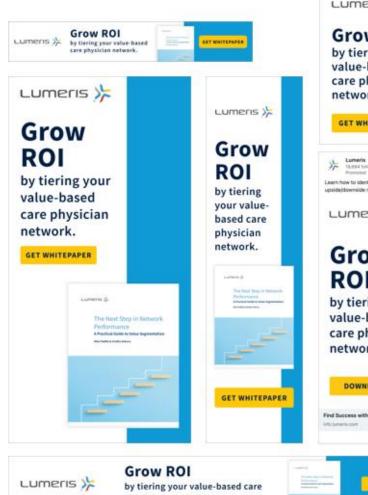
Recipe





Action-Oriented Creative: From Banners to Emails to Landing Pages Conversion Oriented Creative that Feeds Your Sales Funnel













physician network.

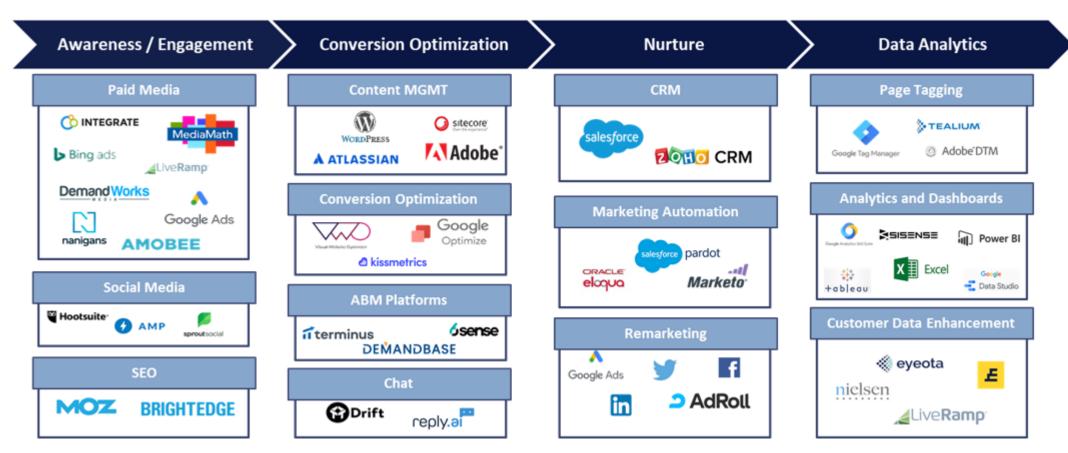


GET WHITEPAPER



Marketing Technology Stack Expertise

We have expertise in all the top marketing technologies and will help you put your MarTech to work for better tracking and higher ROI.

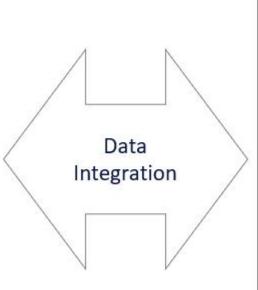




MarTech and Media Working Together

We integrate segmented CRM data with ABM platforms and media channels to surgically target the companies and customers you want to work with.







Custom Dashboards and BI Development

Our BI development teams use data warehousing platforms such as Big Query combined with Looker, PowerBI, and other platforms to create custom dashboards that reveal the true ROI of their campaigns and yield actionable insights that increase performance.









Overdrive University

Jump right in and explore the courses Overdrive developed based on what we know works! These courses give teams the knowledge they need to unify your organization's digital approach. The result will be better-coordinated programs that launch quickly and produce more ROI!



Advanced SEO Tactics for Developers and Website Managers

Launching search friendly websites right out of the gate.



End-to-End Digital Marketing (B2B and B2C)

Strategies and tactics your teams need to know right now to succeed.



High Impact Digital Demand Generation for B2B

Generating opportunities sales teams will love.



The 5 Pillars of Ecommerce

The things omni-channel marketers have got to get right to succeed!



SEO for Everyone

Killer SE0 tactics people can use every day.



Quick Start Marketing Automation

Getting your nurture programs up, running and optimized now!



Always on ABM

A quick-start workshop to supercharge your account-based marketing.



Crafting the Customer Journey

Building digital pathways that bring customers to your door.



Case Studies *Tech*

Integrated Digital Program



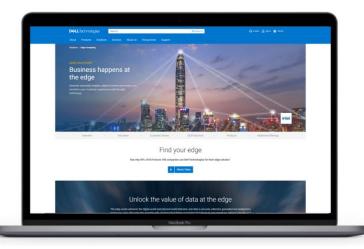
Client's Challenge

Dell Technologies relies on Overdrive Interactive to help them maintain leadership in a highly competitive SaaS marketplace.

Program Components:

- Technical Consulting
- Creative Services
- Content Development
- Search Engine Optimization (SEO)
- Conversion Rate Optimization Consulting
- Paid Search Management (SEM)
- Programmatic and Retargeting
- Unified Dashboard & Analytics
- Integrated Nurture Program (email + display)















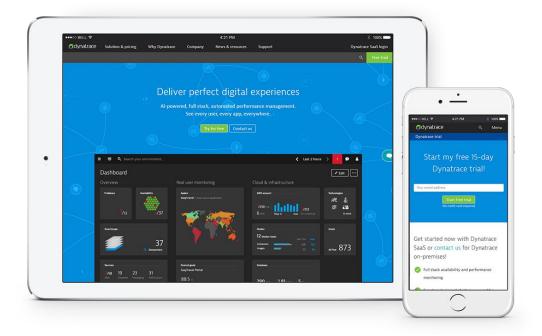


Client's Challenge

Dynatrace came to Overdrive to help launch their digital presence and customer journey from the first impression to trial and sales.

Program Components:

- Marketing Plan Development
- Search Engine Marketing (SEO)
- Social Media Marketing (Paid)
- Paid Search Management (SEM)
- Programmatic and Retargeting
- Conversion Rate Optimization
- Unified Dashboard & Analytics











mimecast

Client's Challenge

Mimecast came to Overdrive to help build their brand, grow their digital footprint, drive traffic and engagement from their target audience and, of course, to grow revenue.

Program Components:

- Search Engine Optimization (SEO)
- Social Media Marketing (Paid)
- Paid Search Management (SEM)
- Programmatic and Retargeting
- Marketing Stack Integration
- Unified Dashboard & Analytics

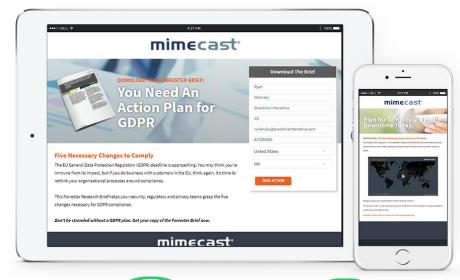
See Full Case Study <u>here</u>

Mimecast Email Protection - Make Email Safer for Business [Ad] www.mimecast.com/emailProtection ▼

Cloud Services for Security, Archiving and Continuity. Get a Free Demo Now. Attachment Protection · Over 25,000 Customers · Impersonation Protection Types: Email Security, Email Archiving, Email Continuity, Product Bundles

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Get a Complimentary Copy of the 2016 Gartner Magic Quadrant & Review the Market. Types: Email Security, Email Archiving, Email Continuity, Product Bundles Get a Demo - Security Solutions - Get a Quote - Archiving Solutions













SEM Cost Per Conversion

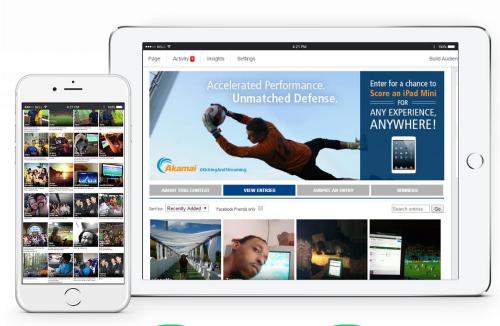


Client's Challenge

Akamai came to Overdrive to integrate their demand generation efforts so that various components work together at all prospecting customer touch points and significantly improve the performance of their lead generation programs.

Program Components:

- Conversion Optimization
- Search marketing (SEO/SEM)
- Social Media Marketing (Organic)
- Facebook and Twitter Advertising
- Programmatic and Retargeting
- Unified Dashboard & Analytics













Client's Challenge

NaviSite came to Overdrive to help them deploy an integrated digital marketing campaign to drive qualified lead generation for a wide variety of enterprise technology solutions.

Program Components:

- Search Engine Optimization (SEO)
- Paid Search Management (SEM)
- Programmatic and Retargeting
- Landing Page Design Development
- Unified Dashboard & Analytics

See Full Case Study here













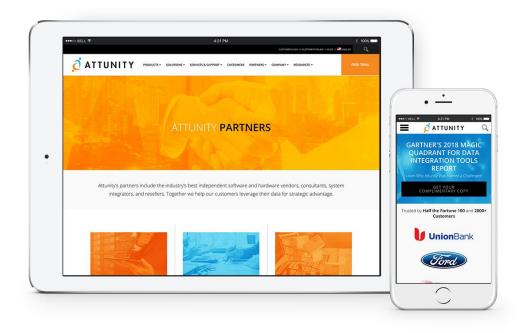


Client's Challenge

Attunity came to Overdrive with the goal of dramatically increasing marketing-qualified leads and website visits in North America and EMEA regions.

Program Components:

- Marketing Plan Development
- Website Development
- Search Engine Marketing (SEO)
- Paid Search Management (SEM)
- Display & Remarketing
- Marketing Stack Integration
- Unified Dashboard & Analytics











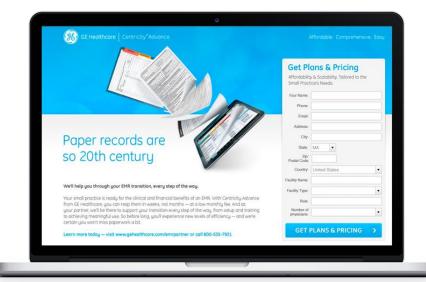


Client's Challenge

GE Healthcare came to Overdrive to open and widen its online lead generation channel for its Centricity Advance Product line.

Program Components:

- Search Engine Optimization (SEO)
- Content Development
- Webinars
- Paid Search Management (SEM)
- High Conversion Landing Page Design
- Programmatic and Retargeting (ABM)
- Unified Dashboard & Analytics













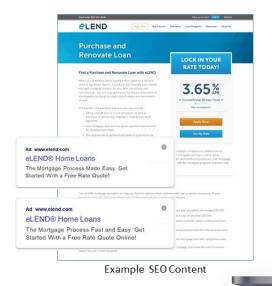
Client's Challenge

NASA Federal Credit Union came to Overdrive for help in increasing applications across several products, including Mortgages (Purchase and Refi), Credit Cards, and Certificates (CDs).

Program Components:

- Search Engine Marketing (SEO)
- Paid Search Management (SEM)
- Display & Remarketing
- Marketing Stack Integration
- Phone Call Tracking
- Unified Dashboard & Analytics

See Full Case Study <u>here</u>











Conversions



*e***LEND**

Client's Challenge

eLEND came to Overdrive to launch their online lead generation programs. With increased competition in the online mortgage space, the goal was to increase organic lead volume and conversion rates. In addition to forming leads, telephone calls to their call center were also a high-priority goal.

Program Components:

- Digital Strategy and Marketing Plan Development
- Technical SEO Consulting and Reporting
- SEO Content Development
- Search Engine Marketing (SEM)
- Social Media Marketing
- Display/Retargeting
- Conversion Optimization
- Phone Call Tracking

See Full Case Study here















🛟 First Midwest Bank

Client's Challenge

First Midwest Bank came to Overdrive to help deploy integrated digital marketing campaigns to drive qualified lead generation for their Consumer Loan products, MSB services, Small Business segment, and Consumer Checking offerings.

Program Components:

- **Customer Journey Development**
- **Product Specific Campaign Development**
- Media Planning & Management
- Paid Search Marketing (SEM)
- Social Media Marketing
- Ad Creative Development
- Landing Page Development
- Nurture Campaign Development
- Dashboard and Analytics

See Full Case Study here







First 3 months of campaign



Case Studies B2C/Ecommerce





Client's Challenge

Funded by Wisconsin dairy farmers, Dairy Farmers of Wisconsin is a non-profit organization promoting Wisconsin's world-class dairy products.

Dairy Farmers of Wisconsin asked Overdrive to help launch the largest cheese platform in the world, elevating awareness for Wisconsin cheese.

Program Components:

- Digital Strategy
- Display Advertising
- Social Media Management
- Programmatic Video and Display
- Social Media & Programmatic Video Advertising
- Search Engine Optimization (SEO)
- Blogging and Content Creation
- High Engagement Landing Pages
- Unified Dashboard & Analytics

See Full Case Study here













Integrated Digital E-commerce

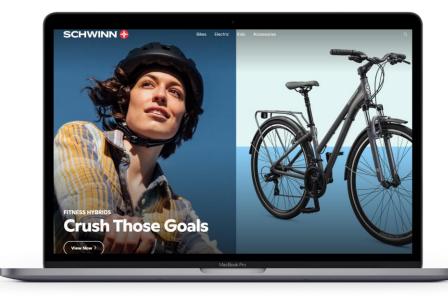


Client's Challenge

American original bike brand, Schwinn, tapped Overdrive to promote their new electric bikes, as well as their non-electric traditional bikes. The campaign was geared towards driving brand awareness in the category and direct eCommerce sales from their website.

Program Components:

- Marketing Plan Development
- Ecommerce Customer Journey Mapping and Strategy
- Media Planning and Management
- Paid Search Management (SEM)
- Social Media Management
- Google Shopping Ads Management
- Ad Creative Development
- Unified Dashboard & Analytics













Social Crowdsourcing Campaign



Client's Challenge

Turn the online activity into "door swings" at Harley-Davidson retail locations.

Program Components:

- Photo Submission Microsite
- Photo Mosaic Application
- Crowdsourced Photos
- Socially-Enabled Landing Page
- Social Media Management
- Email Marketing
- Published Print Catalog



This campaign generated a groundswell of awareness, engagement, and store visits. The product catalog became the reason why the audience visited their local store.



Integrated Lead Generation



Client's Challenge

Carlisle came to Overdrive for help with their goal of rapidly increasing their organic search presence, paid search efficiency and website conversion potential, with the goal of driving low-cost, high-quality leads into their sales funnel.

Program Components:

- Marketing Plan Development
- Homepage Design
- Media Planning and Management
- Paid Search Management (SEM)
- Social Media Management
- Ad Creative Development
- Search Engine Optimization (SEO)
- Conversion Rate Optimization (CRO)
- Landing Page Design & Development
- Phone Tracking
- Unified Dashboard & Analytics













Integrated Retail & E-commerce Campaign

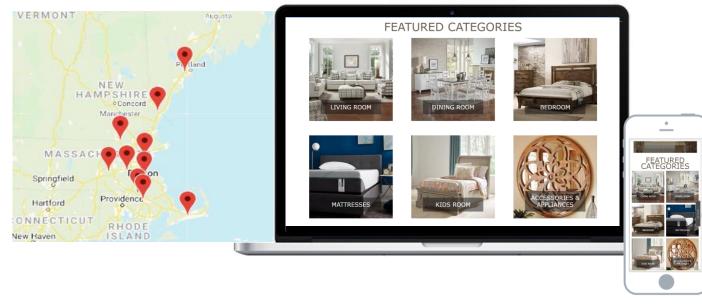


Client's Challenge

Bernie & Phyl's, a regional furniture retailer asked Overdrive to increase new customer acquisition through e-commerce and retail channels.

Program Components:

- Google Analytics Review and Optimization
- Search Engine Optimization marketing (SEO)
- Search Engine Marketing (SEM)
- Mobile Experience Optimization
- Social Media Marketing
- Ad Creative Development
- Conversion Rate Optimization (CRO)
- Analytics and Insights













Integrated Digital & Social Media Management

SoClean.

Client's Challenge

Traditionally known for its flagship sleep equipment maintenance product, SoClean came to Overdrive to help market its new line of lifestyle products by extending and renavigating its social and web presence.

Program Components:

- **Digital Strategy**
- **Display Advertising**
- **Customer Journey Mapping and Strategy**
- UI/UX Strategy and Deployment
- Social Media Management
- Blogging and Content Creation
- High Engagement Landing Pages
- Conversion Rate Optimization (CRO)
- Unified Dashboard & Analytics

See Full Case Study here













Integrated E-commerce Campaign Success Summary



Client's Challenge

Irwin Naturals came to Overdrive to help them launch direct to consumer eCommerce on www.IrwinNaturals.com.

Program Components:

- Creative and copy development
- Paid search marketing
- Display Advertising
- Remarketing
- Shopping Feed Management
- Product image optimization



See Full Case Study here

Integrated E-commerce Campaign



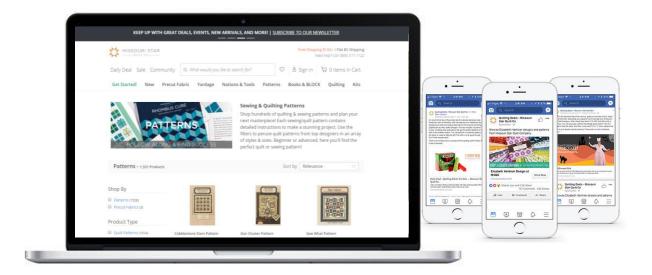
Client's Challenge

The Missouri Star Quilt Company came to Overdrive to help them increase revenue and return on ad spend across multiple digital channels.

Program Components:

- Search Marketing SEO & SEM
- Display & Remarketing
- Paid Social Advertising
- Shopping Feed Management
- Dynamic Creative Development













Integrated Retailer Support Campaign

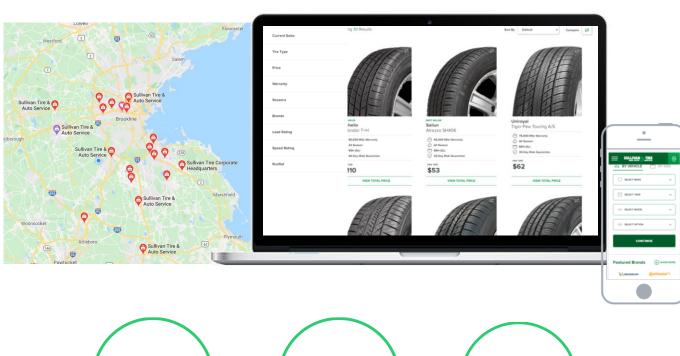


Client's Challenge

Sullivan Tire & Auto Service came to Overdrive to increase the number of booked auto service appointments generated by their search and digital lead generation programs.

Program Components:

- Paid Search Management (SEM)
- Retargeting
- Campaign Tracking
- Phone Tracking
- Google My Business Optimization











Booked Appointments Campaign

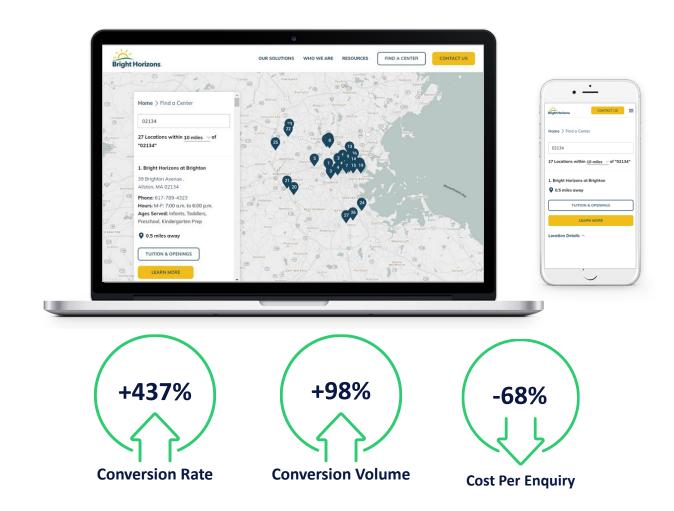


Client's Challenge

Needed to increase patient visits to select target locations.

Program Components:

- Geo Targeting
- Radius Targeting
- Diversified Ad Text
- Landing Page Optimization
- Full Funnel Attribution
- Offer Testing & Optimization
- Digital Out-of-Home
- Seasonal Budget Allocation
- Search Engine Optimization
- Location Based IP User Targeting





Booked Appointments Campaign

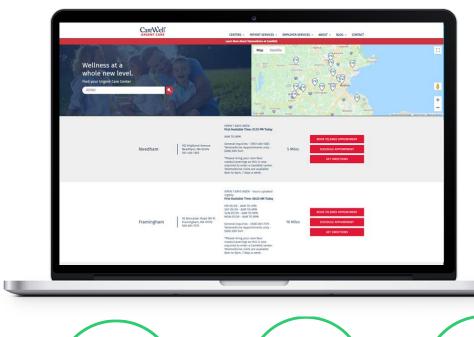


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Booked Appointments Campaign

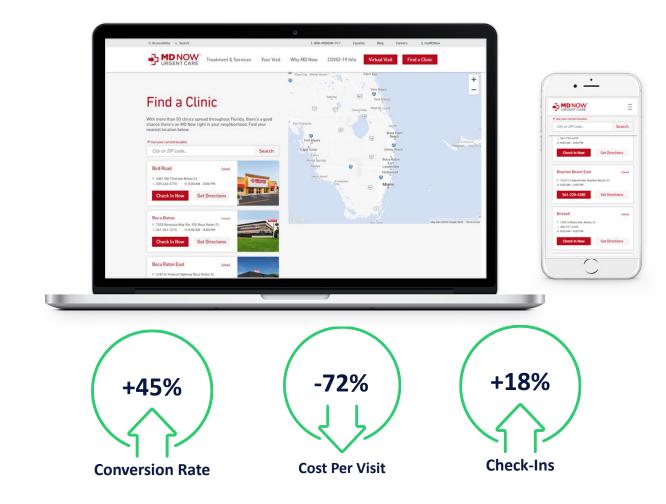


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- Seasonal Budget Allocation
- Location Based IP User Targeting





Case Studies Website Development



Website and Database Development



Client's Challenge

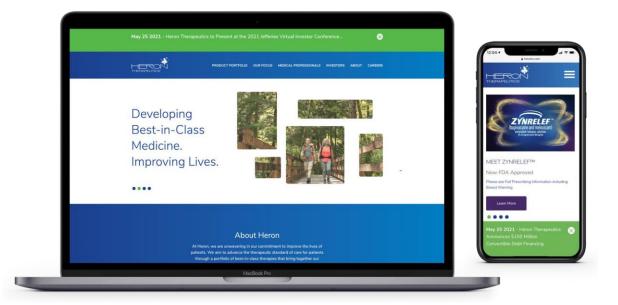
Heron Therapeutics needed a new website to promote a new pharmaceutical product pending FDA approval.

Overdrive was engaged in meeting the client's highstakes requirements, designing and developing a website to meet the expectations of the marketplace, compliance regulations, investor community, and the target pharmacological community.

Program Components:

- Requirements mapping
- Third-party technology stack assessment and recommendations
- Design and copy development
- Search engine optimization
- Customer journey mapping and Conversion Optimization

See Full Case Study here





Overdrive rose to the mission-critical challenge to launch the site in time with the product launch of Zynrelef.



E-commerce Website Redesign

°Embr Wave

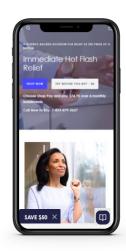
Client's Challenge

Embr Labs came to Overdrive looking for a redesign of their eCommerce website to optimize the site for conversions and the mobile experience. They also wanted a fresh, new design in a feminine-centric perspective that positioned them as the solution to hot flashes caused by Menopause.

Program Components:

- Customer Journey Mapping
- Requirements Mapping
- Site Architecture &Wireframes
- Third-Party Technology Stack Assessment & Recommendations
- Design and Copy development
- Search Engine Optimization









Website and Database Development



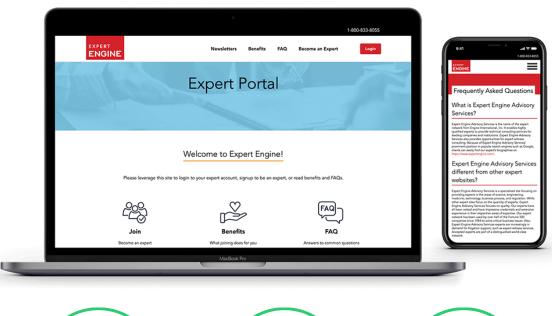
Client's Challenge

Expert Engine is a critical resource for management consulting firms, and law-seeking verified expert witnesses, expert consultants, and expert researchers.

Overdrive transformed the dated site functionality and design, building a responsive, SEO-compliant, high-converting website for Engine, with fully re-architected back-end databases and customer portal tools.

Program Components:

- Requirements mapping
- Technology stack assessment and recommendations
- Design and copy development
- Database migration and programming
- Search engine optimization
- Website traffic preservation and 301 mapping
- Customer journey mapping and conversion
- optimization









Location Specific Website Development



Client's Challenge

Bright Horizons, a leading child care and education company, was facing increasing competition and very complex noise due to seasonality, geography, and idle capacity.

Overdrive developed a location-specific microsite program that directly addressed the priorities and concerns of the target audience.

Program Components:

- Requirements Mapping
- Google Maps Integration
- Phone Tracking Implementation (lead inquires)
- Design and Copy Development
- Search Engine Optimization
- Customer Journey Mapping and Conversion optimization
- Ongoing A/B testing









Location Specific Website Development



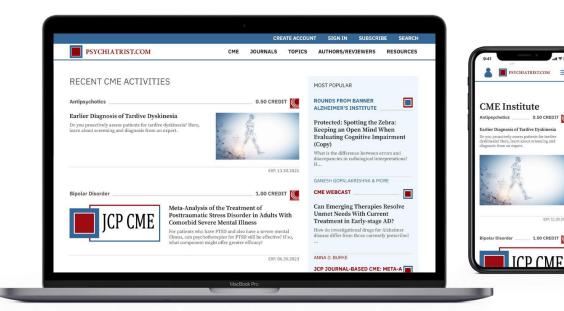
Client's Challenge

Physician's Post-Grad Press needed a fully redesigned and upgraded website to meet the high standards and expectations of advertisers, sponsors, and especially the medical community of subscribers.

Overdrive fully upgraded the client's requirements, setting a pragmatic and scalable vision for the new platform. The agency migrated the client's enterprise-level digital offering onto a modern platform that is highly scalable and customizable. The new site greatly improved the user experience and made it more attractive to prospective advertisers.

Program Components:

- Requirements Mapping
- Technology Stack Strategy and Implementation
- Design and Copy Development
- Search Engine Optimization (SEO)
- Customer Journey Mapping





The just-launched site greatly improves the user experience of over 100,000 physicians, while also making it more attractive to prospective advertisers and sponsors.



Website Design and Development

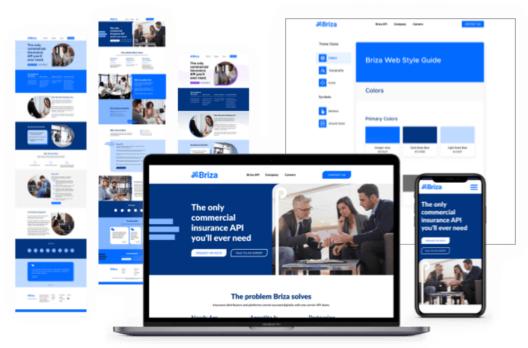


Client's Challenge

Briza needed a website and campaign creative that positioned them as a category leader in API technology for commercial insurance, and they needed it quickly in time for their upcoming tradeshow season. They came to Overdrive for a refreshed look and feel that moved away from their old site design, which reflected an old D2C type SaaS product and customer set they no longer served.

Program Components:

- UI/UX Strategy Implementation
- Responsive Web Design
- Web Development
- MarTech Integration
- Content Development





The just-launched successfully on time and on budget.



Explore Overdrive Interactive

Overdrive is Passionate About Your Success!

Discover how Overdrive Interactive helps companies grow their online revenue and branding channels through programs that make real connections with their target audiences.

At Overdrive Interactive, measurable success is our life and our passion. Overdrive Interactive is for clients who want performance right now. Clients who want programs that drive sales today while also building value and brand awareness for tomorrow. Clients who don't just want to survive in today's competitive online business climate, but want to truly innovate, transform, and thrive. Clients who want to leave the fluff in a jar and focus their efforts and investments on digital marketing that drives real and measurable ROL.

Arm yourself and your teams with these valuable resources from our Knowledge Center!



ACCESS NOW

Always-On Account-Based Marketing



ACCESS NOW

Demand Gen Ops Map



Ultimate SEO Dashboard for CMOs



ACCESS NOW

Overdrive University



Overdrive is Passionate About Your Success!

Discover how Overdrive
Interactive helps companies
grow their online revenue and
branding channels through
programs that make real
connections with their target
audiences.

Contact

BOOK A CALL

Ready to move the needle?
Schedule a no obligation call and we'll give you some actionable insights to accelerate your marketing campaigns.

Book Now 🛗



What Our Clients Say

"Overdrive gave us access to information we never had before and it drove real, actionable results."

"Overdrive has delivered results at, or above goal, on just about everything."

"The beauty of working with Overdrive, is their passion for performance and an expertise that has helped us take our programs to the next level."

"Overdrive is always thinking ahead. They're a true extension of our team."





...And Then What?

Contact us for more details on how we can help you achieve your goals.

Harry Gold
CEO & Director of Strategy

hgold@overdriveinteractive.com

P: 617-254-5000



