

**audigent®**

**CASE STUDY:  
Adult Beverage**



## Audigent: The Next-Gen DMP & Data Agency

Audigent is a next-generation data management platform and the world's first "data agency" containing some of the most exclusive content-consuming audiences across desktop, mobile and social platforms.

In an age wrought with ad-fraud and a lack of transparency, Audigent is transforming the way data powers the programmatic landscape while putting control directly into the hands of publishers and advertisers.



EXCLUSIVE PREMIUM 1<sup>ST</sup> & 2<sup>ND</sup>  
PARTY DATA



UNIQUE, CUSTOM  
AUDIENCE SEGMENTS



FULL STACK, INDUSTRY  
LEADING TRADE DESK



1-TO-1 AUDIENCE-BASED  
TARGETING



FULLY VERIFIED AUDIENCES:  
PROPRIETARY FRAUD  
PROTECTION TECHNOLOGY

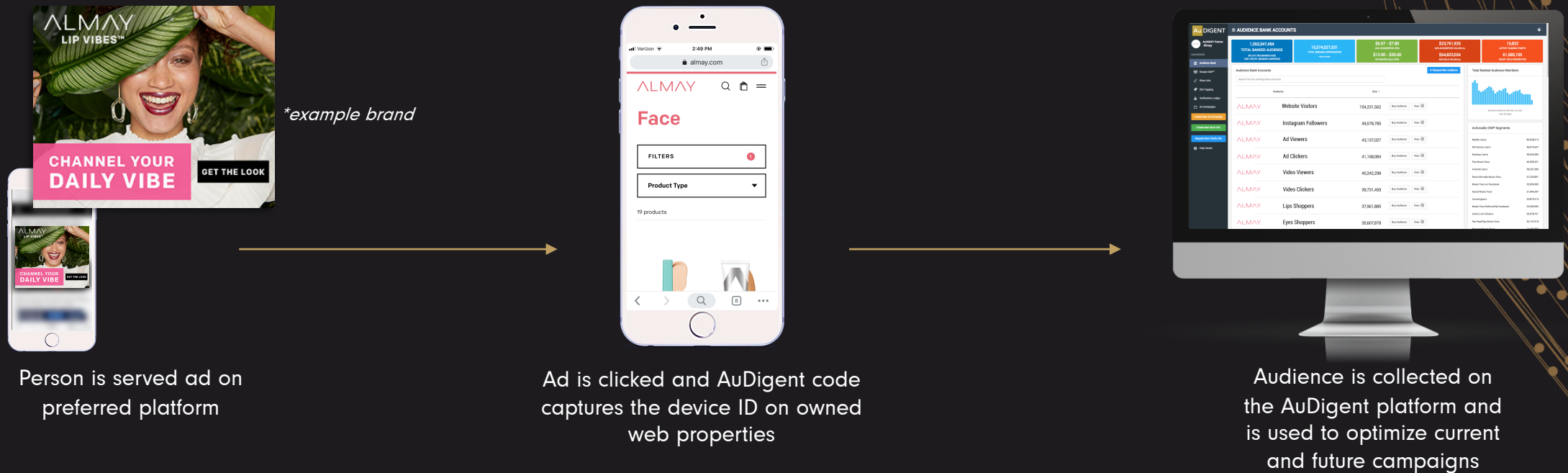


# Media Investment (Owning) vs. Media Spend (Renting)

Imagine buying a house in full, but then still having to pay your contractor monthly rent. Ridiculous? Well that is the overall state of media buying. Even worse than buying bad data, is having to buy it over and over again.

**This is exactly what happens when using 3<sup>rd</sup> party data providers.**

Every media dollar spent should be an investment in building valuable audiences – an asset your brand can own and action in campaigns. As a DMP, AuDigent ensures every dollar becomes a media investment that helps your brand to build audience data assets.



# Collecting the Audience Data

Using a three-pronged approach, MusicIQ ingests massive amounts of 1<sup>st</sup> and 2<sup>nd</sup> party data to provide advertisers with high-quality, double-verified audiences.

## YouTube Highlight:

Through our partnerships, MusicIQ has acquired the rare ability to leverage YouTube audiences off-platform, across the open web. This ability puts incredible reach and accuracy right at your fingertips without the limitations of being forced to use a single media channel.





# **How Audigent Drove Consideration and Sales for a NYC-Based Adult Beverage Experience**



# Driving Ticket Sales for Adult Beverage Experience

This unique, NYC-based branded experience was finding initial success by almost exclusively leveraging social platforms to drive site visits and ticket sales.

However, after a short time, the brand found that it was experiencing **plateaued performance** due to rising platform prices and the fact that their core audience was trapped within data silos like Facebook and Instagram.

Audigent's elegant solution involved banking and building an audience asset for the brand, effectively liberating their core audience from the data silos and reengaging them to drive them down the funnel towards ticket purchase.

## The Goals



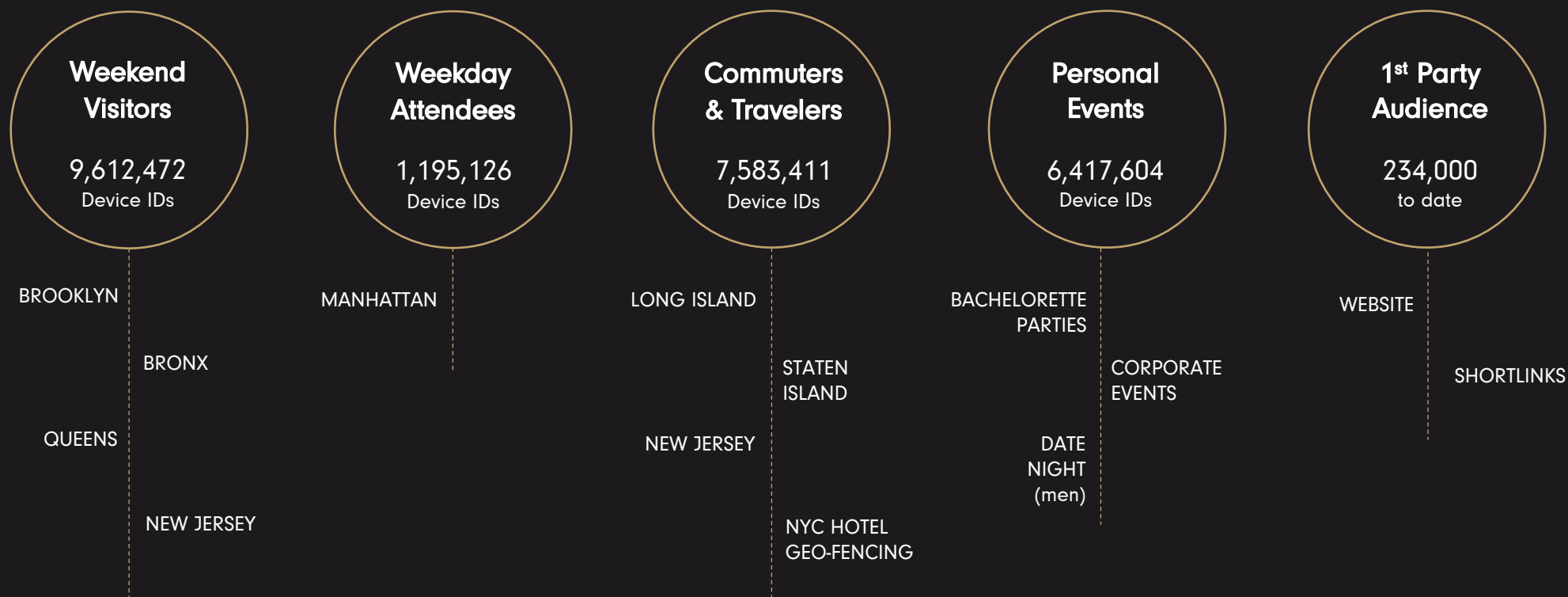
Drive consideration and ticket sales amongst culture creators via preferred platforms and devices



Build an owned audience asset that brand is able to leverage both during and after the campaign

# An Audience-First Approach

Audigent created a unique audience-driven campaign in order to hone in on and engage the brand's core target audience. By activating these five segments, Audigent was able to harness this holistic approach to drive ticket sales with maximum efficiency without being forced to rely solely on social media platforms.



# The Results

Audigent proves that owning and harnessing the power of your audience asset leads to greater campaign efficiency (CPA) as well as being a driver of gaining significant return on ad spend.

	Impressions	CTR	Conversions	Revenue	CPA	ROAS
Client Goals	--	--	--	--	\$20	--
Prospecting	2,037,374	1.90%	2,248	\$214,837	\$11.35	8.42x
Owned 1 <sup>st</sup> Party Audience	340,516	1.90%	1,388	\$146,138	\$9.23	11.41x



# Key Takeaways

## Prospecting w/ Custom Audiences

Leveraging Audigent's custom audience segments that were based on geo and content consumption behavior was a key factor in driving people to the brand's site and building an owned audience asset.

**Efficiency:** 43.25% more efficient

**Investment:** 8.2x ROAS

## Owned 1<sup>st</sup> Party Audience

By building an owned audience asset, Audigent was able to liberate the brand's core audience from expensive data silos and reach likely customers with unparalleled efficiency across the open web.

**Audience Asset:** Over 234,000 1<sup>st</sup> Party Device IDs banked to date

**Efficiency:** 53.85% more efficient

**Investment:** 11.41x ROAS



