



SPECTRUM
MEDIA SERVICES

FASHION CASE STUDIES

- Activewear
- Menswear
- Sneakers

ACTIVEWEAR CASE STUDY USING MODERN FASHION LIFESTYLE CONTENT TO DRIVE ACTIVEWEAR SALES



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OBJECTIVE

American clothing retailer wanted to drive traffic to their activewear sales event.

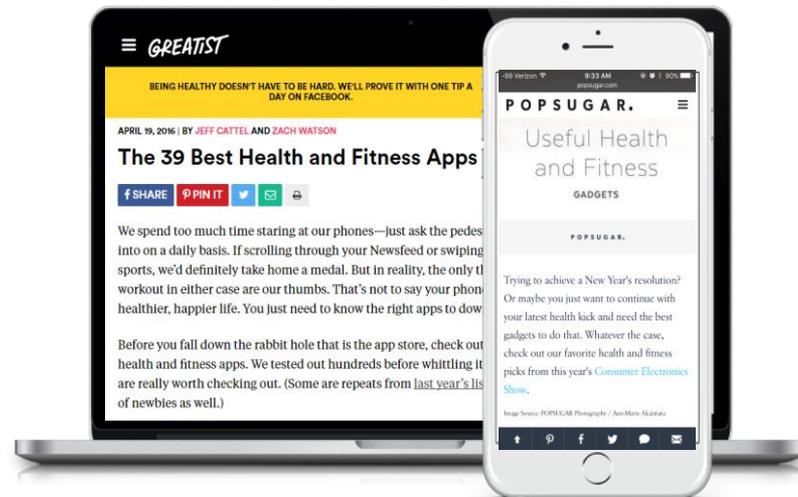
STRATEGY

We started with ideal pages to reach audiences who live a modern, fashionable lifestyle; which includes fitness, travel, and technology.

Our custom Content Targets™ included: (1) “Getting in Shape for Summer” (2) “Healthy Eating” (3) “Outdoor Activities & Summer Getaways” (4) “Fitness Apps & Gadgets” and (5) “Activewear Brand & Conquest.” This custom strategy allowed us to connect an active and fashionable audience with the retailer’s message at the right moment.

RESULTS

We optimized towards content consumption trends which provided insights to inform our targeting strategy. We achieved the retailer’s 0.11% CTR benchmark, driving up to 0.29% CTR on content that resonated best with audiences looking for fashionable activewear.



0.29%
AVERAGE CTR
DELIVERED ON “FITNESS
APPS & GADGETS”

MENSWEAR CASE STUDY

MEN'S LIFESTYLE CONTENT DELIVERS HUGE ENGAGEMENT FOR MAJOR DEPARTMENT STORE



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OBJECTIVE

Major department store sought to increase awareness of their suit collections for men.

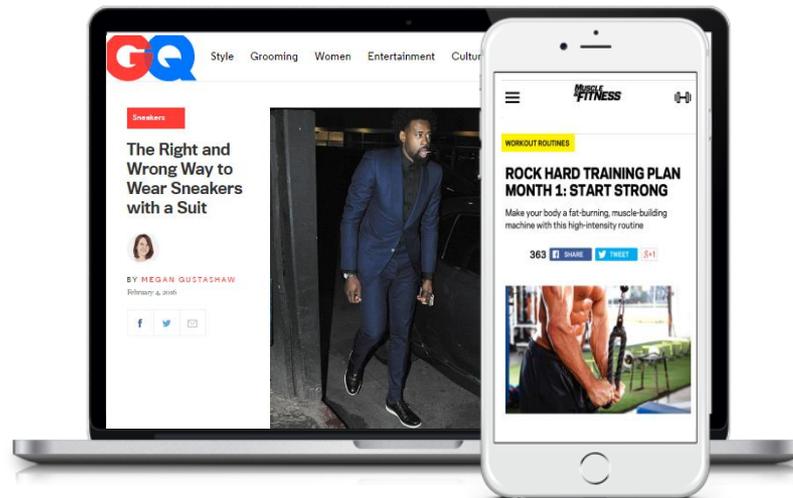
STRATEGY

Starting with relevant articles and using our proprietary platform, we discovered ideal pages and sites to reach people who were likely interested in contemporary menswear and suits.

We created custom Content Targets™ around: men's tailored fashion, street style, health, fitness, and current business news. We tested and optimized towards content that resonated best; engaging fashion-forward males with the brand's message at the right moments.

RESULTS

Through optimization, we achieved an overall 0.47% CTR across desktop, mobile display, and apps; beating the client's 0.17% CTR benchmark by 1.76X.



0.17%
CTR
CLIENT
BENCHMARK

0.47%
CTR
SPECTRUM
DELIVERED

1.76X
EXCEEDED
CLIENT
BENCHMARK

SNEAKERS CASE STUDY

ENGAGING FOOTWEAR BUYERS THROUGH RELEVANT CONTENT & AUDIENCES



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OBJECTIVE

A major footwear manufacturer wanted to drive brand awareness and demand for their spring sneaker collection.

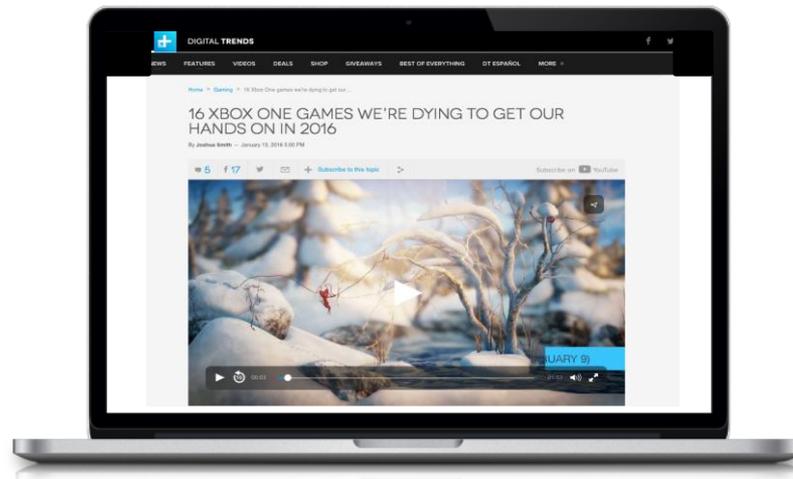
STRATEGY

We began with relevant articles and used our proprietary technology to discover ideal pages, sites, and pre-roll videos to connect with an active & creative young male audience.

Our custom Content Targets™ were around: gaming, skating, snowboarding, street art, and punk/hip-hop music. By understanding which content resonated best, the team optimized towards top performing placements and delivered the brand's message at the right moments.

RESULTS

Exceeded the client's KPIs, achieving a 0.16% CTR and 67.55% VCR, beating benchmarks by 34%-35%.



34%

EXCEEDED
CLIENT'S CTR
BENCHMARK

35%

EXCEEDED
CLIENT'S VCR
BENCHMARK