## Do more, with less.

By using Adobe Campaign to carry out day-to-day tasks, like sending personalised emails - allowing you to work proactively and freeing you up to focus on strategy.

**\$9.**5ь



MarTech buzzword. And for good reason.

Marketing Automation is today's big



Companies that use Marketing Automation see a huge increase in leads and conversions, at 80% and 70%, respectively.3

essential to their business.2

automation is

Marketers say their

favourite benefits

of automation are:

**Personalised** communication

and ROI<sup>4</sup>

Time savings of

repetitive tasks

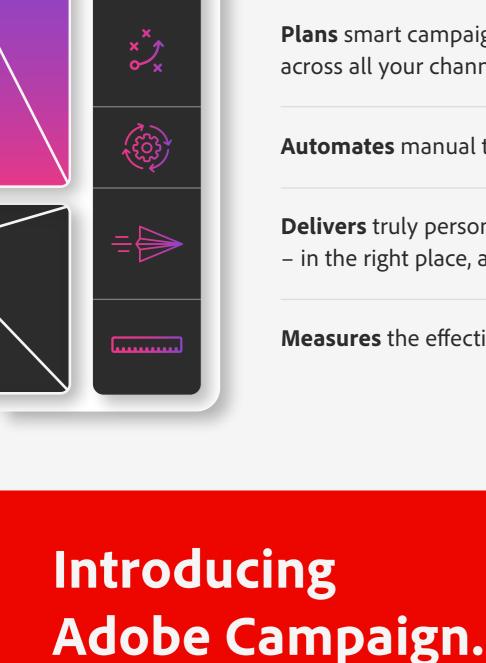
Improved efficiency

You need a single and simple solution.

But with countless tools to

choose from, which is best?

0000 **Translates** your data into useful, actionable insights



Automates manual tasks accurately and efficiently

Plans smart campaigns and effective workflows

across all your channels

**Delivers** truly personalised content to customers - in the right place, at the right time

Measures the effectiveness of your efforts

An all-in-one tool that takes the deliberation out of your decision-making.



**Business** 

productivity<sup>5</sup>

Across your most time-intensive channels.

**Efficiency**<sup>6</sup>

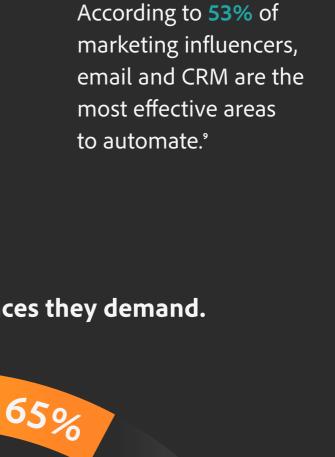
Number of

qualified leads7

of users say the biggest

benefit is time saved.\*





More than 59% of consumers rate

More than 65% of people have higher expectations for

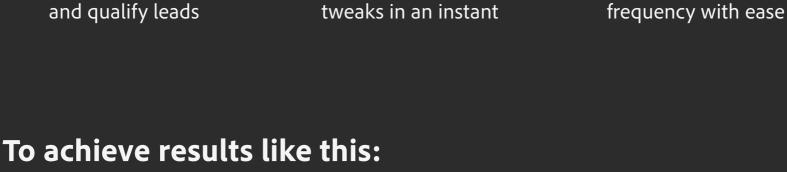
Al and automated customer service

interactions at least an eight out of 10."

60% of customers agree that they prefer to resolve issues on

their own, without human intervention when shopping online.12

customer service today than they did three to five years ago.13 By getting on their wavelength Manage and segment See customer tastes Personalise communications and send them automatically and preferences using your data to build at pre-defined trigger points all your data, in an and enrich audiences easy-to-read snapshot



A/B test content to see

what works best and make

Hostelworld achieved 500% higher online engagement Watch the Video >

Virgin Holidays saw 4x higher

email engagement rates

**RS Components boosted** 

Read the Story >

click-through rates by 75%

Watch the Video >

Follow up automatically,

managing recency and

Reach out quickly

to impress, engage

Start personalising, orchestrating, and automating marketing campaigns that matter - to your customers and your bottom line.

1 https://www.businesswire.com/news/home/20220523005784/en/Global-Marketing-Automation-Market-is-Expected-to-Grow-at-a-CAGR-of-12.8-During-2022-2027---ResearchAndMarkets.com

6 https://brandstories.livemint.com/bring-your-data-build-your-future/unlock-the-value-of-CX/#:~:text=The%20advancement%20in%20marketing%20automation,happier%2C%20life%2Dlong%20customers 8 https://www.researchgate.net/publication/349553323\_Marketing\_Automation\_Report\_2021\_Lead\_Generation\_and\_Lead\_Qualification\_Through\_Data-Driven\_Marketing\_in\_B2B

10 https://www.emailmonday.com/marketing-automation-statistics-overview/#ftoc-heading-6 11 https://www.statista.com/statistics/1197180/customers-rate-for-ai-for-cx-ai-in-cx-in-the-us/ 12 https://site.gladly.com/rs/665-VXG-269/images/2021%20Customer%20Expectation%20Report.pdf?mkt\_tok=NjY1LVZYRy0yNjkAAAGAxH87EvX9rxPsw9GOdnlHgxiK6Qz2lkFJcKL96lOrLF5neOf RcSypy0WA2lZSUACOYgaxo9L79oilTF-qdgffQ6P6ONAMtlwwAv\_YGwU

Adobe and the Adobe logo are either registered trademarks or trademarks of Adobe in the United States and/or other countries.

4 https://digitalcollection.zhaw.ch/bitstream/11475/21947/3/2021\_Zumstein-etal\_Marketing-Automation-Report.pdf

© 2022 Adobe. All rights reserved.

Read our eBook >

13 https://resources.netomi.com/hubfs/Content%20Library/eBook%20-%20State%20of%20Customer%20Service%20in%202021.pdf?utm\_medium=email&\_hsmi=109717089&\_hsenc=p2ANqtz --XFB-Dtg0TLCG\_R-Y9LJT3\_y8WHhgRohA3h2hwsgjPeG-BlBMpTW6ZyMaZfQlNCyggLRW6JucADv\_GbBQtnD11dlGyMQ&utm\_content=109717089&utm\_source=hs\_automation

2 https://softwarepath.com/guides/marketing-automation-statistics

3 https://www.invespcro.com/blog/marketing-automation/

5 https://nucleusresearch.com/research/single/marketing-automation-drives-business-success/ 7 https://demandspring.com/research/marketing-automation-platform-insights/ 9 https://www.emailmonday.com/marketing-automation-statistics-overview/