Stop the Clot, Spread the Word™

Digital Marketing Evaluation Report

Metrics and Measurements March 11 to June 12, 2015

Submitted July 2015

National Blood Clot Alliance and Centers for Disease Control and Prevention Cooperative Agreement 1U27DD001153-01

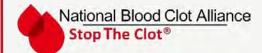






Table of Contents	Page		
Executive Summary, Highlights	3		
Digital Media Press Release	4		
Web Banner	7		
Campaign Website	9		
Video	11		
Infographic	13		
Social Media			
— Blogger Outreach, Organic Bloggers	15		
— HHS Sharing	19		
— CDC Sharing	20		
— Facebook	22		
— Twitter	29		
Appendix			
A. Infographic Placements List	Attachment		
B. Blogger Placement and Social Sharing Posts	Attachment		

Executive Summary Key Digital Marketing/Campaign Metrics Wednesday, March 11—Friday, June 12, 2015



The National Blood Clot Alliance (NBCA) launched its Stop the Clot, Spread the Word™ nationwide digital marketing campaign on March 11, 2015, as part of its cooperative agreement with the Centers for Disease Control and Prevention (CDC). This three-month promotional effort was implemented in two phases during the timeframe of the program's March 11 launch date and June 12 conclusion. This report provides details about the results of this effort.

A brief executive summary of our campaign results is outlined below:

Phase I

Digital Media Press Release

- Audience: 8,354,830 estimated unique viewers
- 4,094 combined page views
- 485 clicks to links within DMPR, three times higher than the industry average of 124

Web Banner

- 4,000,000 impressions
- 9,479 clicks
- 24% click-through rate (CTR), three times higher than the national benchmark CTR of about 7%

Stop the Clot, Spread™the Word Microsite

- 58,164 unique visitors in first three months
- Average time spent on page: 1:44
- Risk factor check list downloads:: 1,155 in first three months

Video

- 2,323 video views in first three months
- 34% of views from campaign Web or microsite
- Average view duration via embedded video on campaign website: 3:23

Phase II

Infographic Distribution

- 996 news website placements result in a total online readership of 59.7 million, 5 times greater than NBCA had anticipated
- The advertising value of 59.7 million online news website readers is \$716,507
- An additional 21,547 online viewers via StumbleUpon

Bloggers

- 3 Placed Blog Features with a combined audience reach of 35,995
- Numerous other organic blog features
- HHS and CDC blog posts

Facebook

- 18 campaign-focused NBCA Facebook posts over three months reached 352,435 people
- NBCA's Facebook posts during this three-month period were shared 3,093 times
- This Facebook exposure lead to 8,627 clicks on links to Stop the Clot, Spread the Word™ campaign materials.

Twitter

- NBCA's campaign-focused Tweets over three months generated 19,637 impressions on Twitter.
- These NBCA campaign-focused Tweets resulted in 905 Twitter user engagements (i.e., favorites, retweets, comments).
- A total of 267 campaign links were clicked via just NBCA's Twitter posts alone.

Digital Media Press Release

- The Stop the Clot, Spread the Word™ digital media press release (DMPR) was distributed via MarketWired on Wednesday, March 11, at 9:34 am. The release also was sent to distribution categories based on our target audience and their areas of interest, including 2,500+ targeted websites.
- Constructed as a social media vehicle, the DMPR contained our campaign logo, live links, and streaming video, with more than 300 social media bookmarking and tagging options and real-time performance on Technorati, Digg, Google, Bing and Yahoo.
- Results of this effort were strong, and we saw critical mass for this effort occur between March 11 and March 17, 2015.

Web Clippings

Verbatim Clippings: 101

Web clippings represent a sampling of a number of high profile outlets in which the release appeared.

Headline Clippings: 62

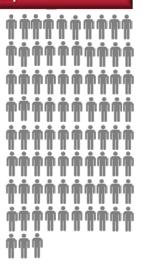
Headline clips refers to the number of remote sites that featured just the headline and link to the campaign release

Total Audience of Verbatim Clips

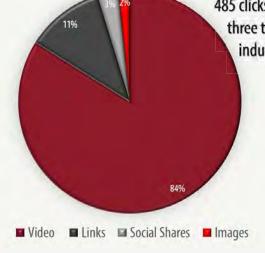
8.3 million

Precise Audience Reach: 8,354,830

Audience numbers are provided by compete.com and represent a daily volume of visitors to a given site, at its top-level domain with the monthly number of visitors divided by the number of days in a given month.



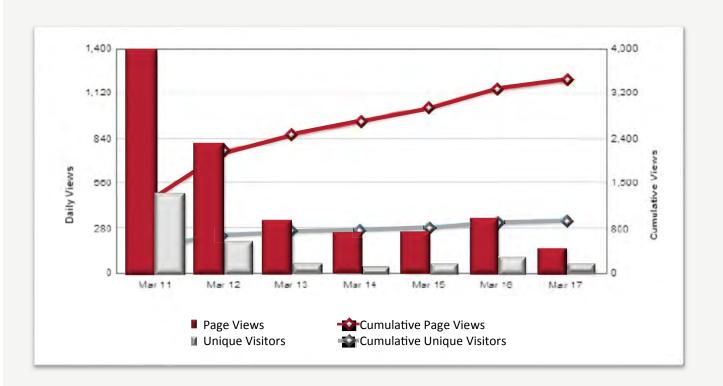
Click Activity 485 clicks to links within DMPR, three times higher than the industry average of 124



DMPR Page Views					
Public Page Views	3,340				
RSS	754				
Total Page Views	4,094				

Access Graph

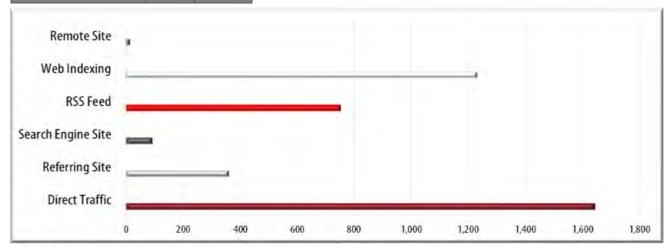
The Access Graph below outlines the number of total views, daily views, and visitors to the DMPR during our period of critical mass, or roughly one week from our March 11 distribution date.



VIEWS		
Direct Traffic	1,644	40.16%
Referring Site	360	8.79%
Search Engine Site	92	2.25%
RSS Feed	754	18.42%
Web Indexing Service	1,230	30.04%
Remote Site	14	0.34%
TOTAL	4,094	100%

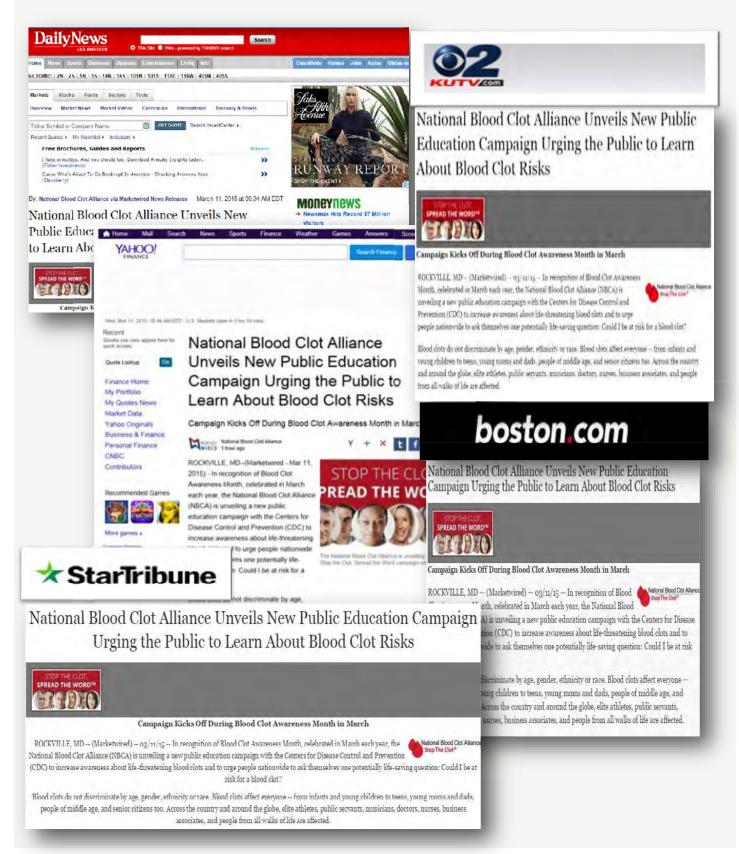
Total Views

The Total Views chart provides a breakdown of all user traffic viewing the campaign press release, filtered by user type.



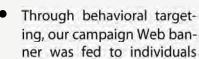
DMPR Placement Samples

Several DMPR placement samples appear below, and several additional archived samples can be viewed at the following link: Archived Stop the Clot, Spread the Word™ DMPR placement samples.



Web Banner

- NBCA, in collaboration with CDC, designed and distributed a Web banner (pictured below) to drive highly targeted traffic to its Stop the Clot, Spread the Word™ campaign microsite.
- We used a blend of search intent technology, behavioral targeting, and site retargeting to deliver the banner to online viewers when they were engaged and poised to make key decisions. When a consumer is online, search engine activity is collected and classified by keyword and category and then mapped to create a user profile.





based on their online behaviors — websites they were viewing, products they researched, and purchases they make.

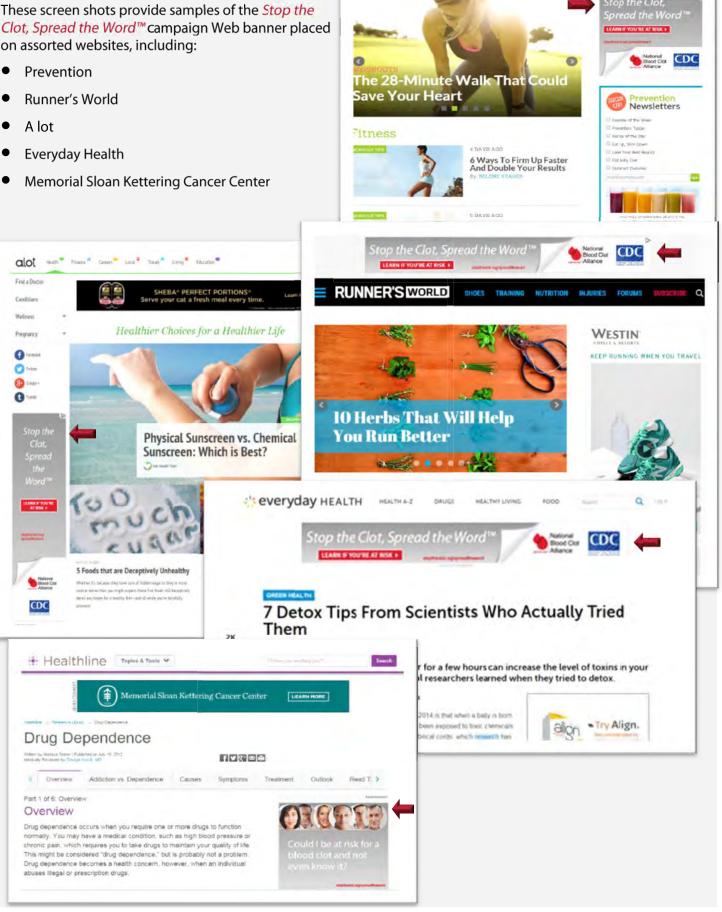
- Through site retargeting, we also tracked behavior on the campaign website and served the campaign banner to
 users who left the site to lead them back for a return visit. This combined process ensured that we captured the
 attention of only the most relevant targets with this campaign, resulting in a significantly higher level of click
 throughs and click backs to the site.
- The Web banner launched on March 11, concurrent with the launch of the campaign microsite or website, and ran for 3 consecutive months until it concluded on June 15, 2015.





Web Banner Screenshots

These screen shots provide samples of the Stop the Clot, Spread the Word™ campaign Web banner placed

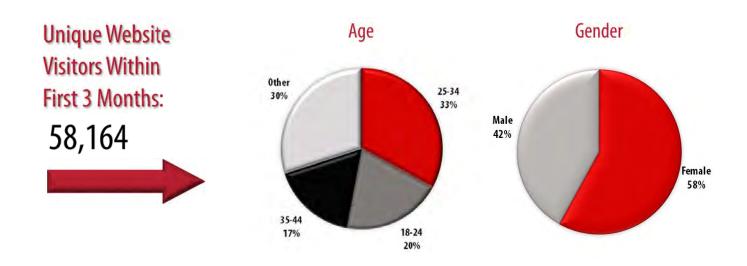


≡ Prevention

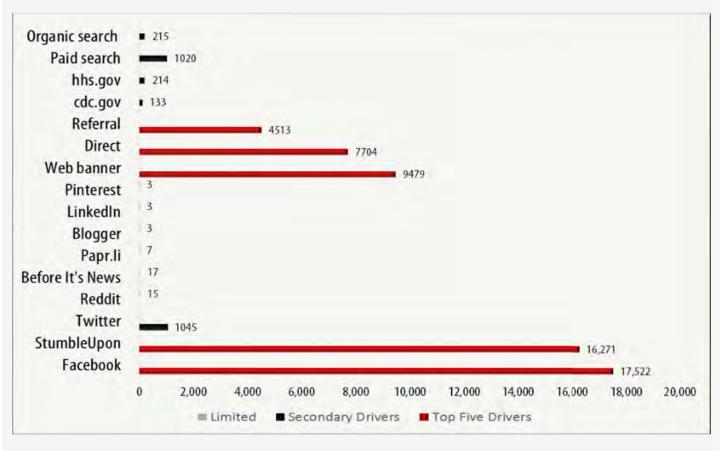
Fine Hearth Filterial Your Deat Science Livin MIRSCRIPE €

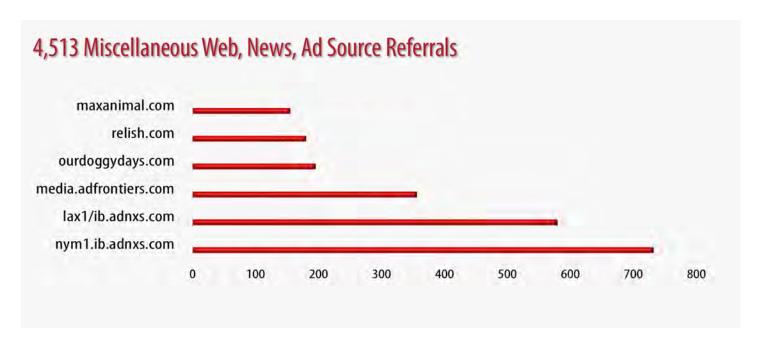
Stop the Clot, Spread the Word Campaign Website

- NBCA and CDC created a Web microsite dedicated to key information about blood clot risks, signs and symptoms, and prevention. The site can be viewed here: stoptheclot.org/spreadtheword
- The site also includes an embedded video, as well as a downloadable checklist related to risk factors and other downloadable materials.
- Three-month metrics, from March 11 to June 12, 2015, are outlined below:



Paths to Portal: Primary Drivers





Website Access By Device







Average amount of time spent on page



Number of Risk Factor Checklist Downloads



Video

- A video to support the efforts of the Stop the Clot, Spread the Word™ campaign also was created.
- The video, 4:53 in length, focuses on DVT/PE risk factors, as well as signs/symptoms and prevention, and can be viewed on NBCA's YouTube channel by clicking on the icon to the right or by clicking here: <u>Stop the Clot, Spread the</u> Word™ video.
- The video is embedded on the campaign Web or microsite and within the digital media press release.



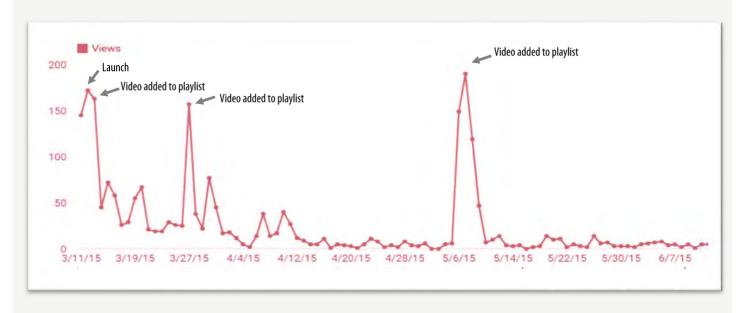
2,323 video views in first three months

34% of views from campaign Web or microsite

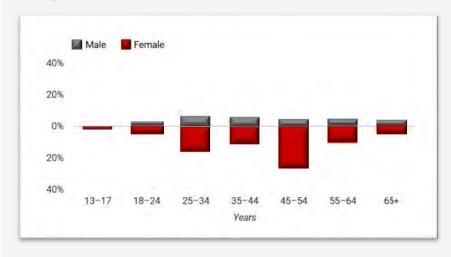
Average view duration via embedded video on microsite: 3:23

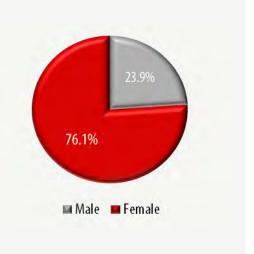
Video Views

The chart plotted below shows video views over time, and indicates spikes in performance connected to NBCA promotions. The greatest spikes are seen at launch and also when the video is added to external playlists. (Note: YouTube Analytics could not tell us the names of these playlists.)



Demographics





Traffic Sources

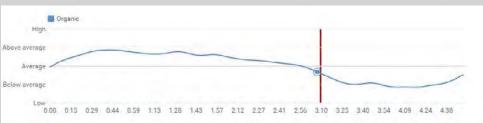
TRAFFIC SOURCE	VIEWS	EST. MINUTES WATCHED	AVERAGE VIEW DURATION
External	866 (37%)	2,640 (38%)	3:02
Embedded player	790 (34%)	2,677 (39%)	3:23
Direct	324 (14%)	779 (11%)	2:24
External app	212 (9.1%)	600 (8.7%)	2:49
YouTube search	43 (1.9%)	68 (1.0%)	1:35
YouTube channel	43 (1.9%)	47 (0.7%)	1:05
Other	46 (3.2%)	89 (1.9%)	_

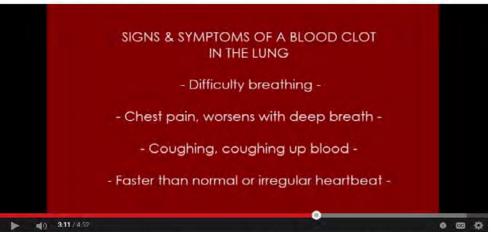
Device Type

DEVICE TYPE	VIEWS	EST. MINUTES WATCHED	AVERAGE VIEW DURATION	
Computer	1,024 (44%)	2,788 (40%)	2:43	
Mobile phone	967 (42%)	2,970 (43%)	3:04	
Tablet	326 (14%)	1,118 (16%)	3:25	
Television	6 (0.3%)	23 (0.3%)	3:49	
Unknown	1 (0.0%)	3 (0.0%)	2:48	

Video Retention

- The retention rate for this video remains above average through about the 3-minute mark.
- After the 3-minute mark, the retention rate then tracks average until it falls just after 3 minutes, or as the discussion of signs/symptoms concludes and the video begins to wrap up.





Infographic

- NBCA and CDC designed and distributed the campaign infographic to online news websites (i.e., newspaper, ra
 - dio, television) nationwide, and the resulting media website placements included the full infographic image and a companion editorial feature.
- Additional viewers or impressions were derived from distribution to the social sharing site StumbleUpon.
- Clicking on the infographic sample image to the right will take you to the full size version of the graphic.

Total online placements

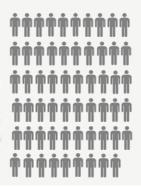


Total online readership

59.7 MILLION

Total Readership = 59,708,948

Readership is an estimate of the total number of readers potentially exposed to the infographic. Online Readership is equal to the total of unique monthly visitors for all sites running this infographic.

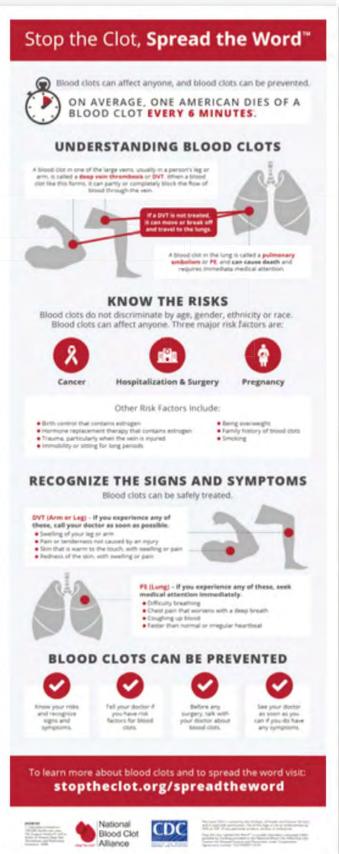


Total advertising equivalency



\$716,507

Online ad equivalency is calculated using a CPM of \$12, per research by the Newspaper Association of America in partnership with Mignon Media Research.

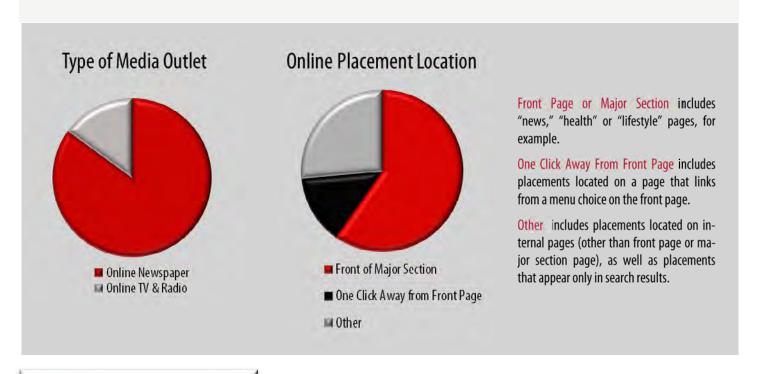


Infographic Placements

The campaign infographic realized 59.7 million audience impressions on Web news sites, exceeding the original projected reach of 11 million impressions or total readership by more than five-fold. Of the 996 online infographic placements realized, a few examples appear below.



The complete list of infographic placements appears in Appendix A (attachment).





Health

Sports

Family

Babies

Parenting

21,547 Stumbles within 3 months

StumbleUpon User Actions

337 Users Liked the Infographic

28 Users Added the Infographic to their Saved Lists

Blogger Engagement

- Pitch letters were distributed to 90+ target bloggers in mid-April 2015.
- Outreach via phone and email began in early May and this effort continues.
- To date, the following blog posts have been realized and are shown on the following page.

Dandelion Moms reaching an estimated 18,995 unique visitors each month
Mini Van Dreams reaching an estimated 5,000 unique visitors each month
Motherhood Moment reaching an estimated 12,000 unique visitors each month

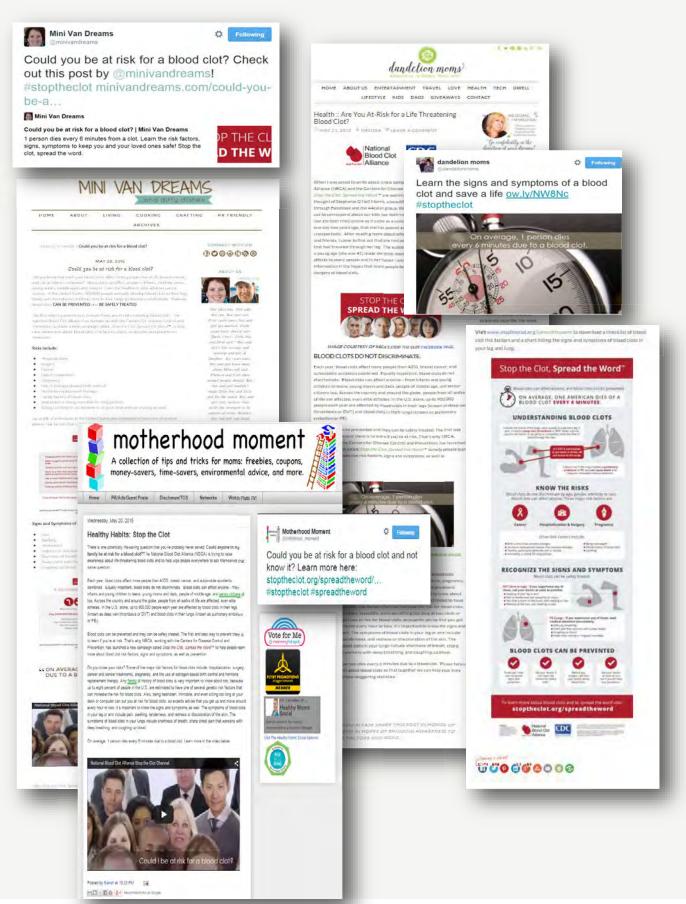
In total, these three blogger engagements, as well as a few other blogger social media shares, resulted in:

- 26 Twitter Features (Combined Twitter Followers: 46,159)
- 4 Facebook Features (Combined Facebook Fans: 6,450)
- 3 Blog Features (Combined Audience Reach: 35,995)

All of these posts are reflected in Appendix B (attachment). Note: Due to the nature of personal social media accounts, privacy policies restrict our ability to gain access to all social media shares. NBCA will continue to share blog posts with CDC as they materialize over time.



Blog Placements



Organic Sharing & Blog Exposure (Samples)

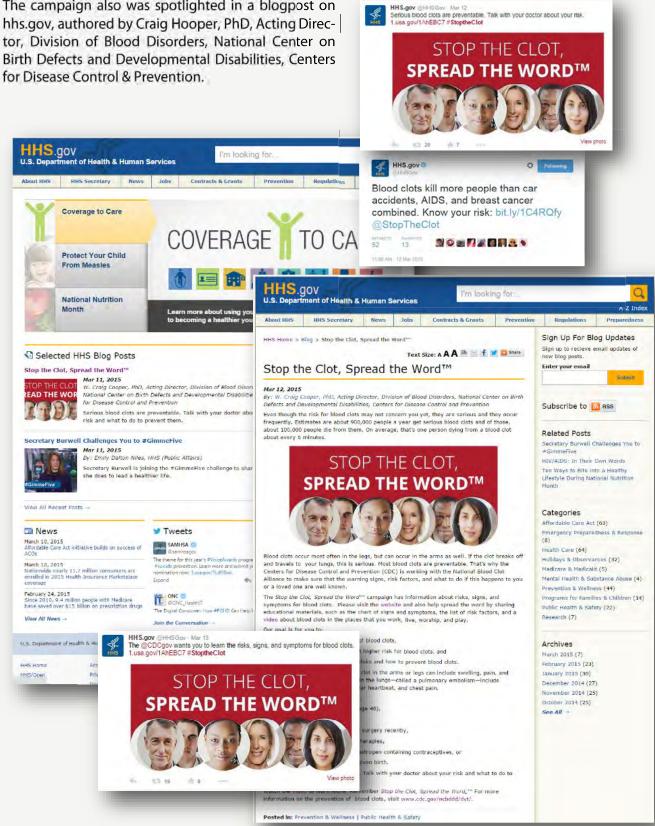


Organic Sharing & Blog Exposure (Samples)



US Department of Health & Human Services (HHS) Sharing

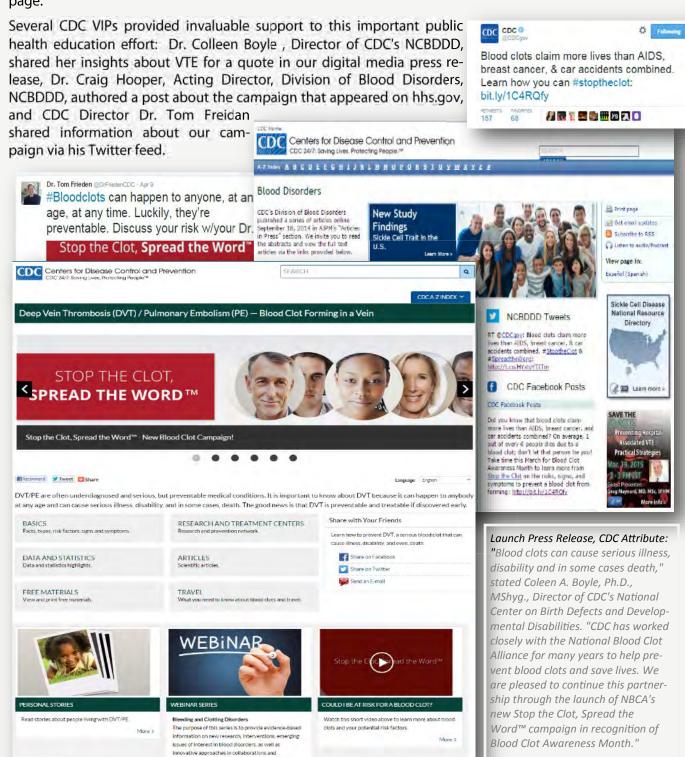
- HHS shared important information about our campaign via its social media channels and hhs.gov.
- HHS featured the campaign on its hhs.gov homepage.
- The campaign also was spotlighted in a blogpost on hhs.gov, authored by Craig Hooper, PhD, Acting Director, Division of Blood Disorders, National Center on Birth Defects and Developmental Disabilities, Centers



Centers for Disease Control & Prevention (CDC) Sharing

partnerships. We invite you to join us in this ser

- CDC, under this cooperative agreement, provided funding for NBCA's work, and also contributed a number of
 important tools to NBCA's communications efforts at launch, including the delivery of a campaign announcement to more than 1 million readers via govdelivery.
- CDC also showcased the campaign on its Web home page for the National Center on Birth Defects and Developmental Disabilities (NCBDDD), and routinely shared information about the Stop the Clot, Spread the Word™ program via its assorted social media channels. CDC also posted the campaign video on the NBCDDD Web home page.



Centers for Disease Control & Prevention Sharing (continued)



NBCA Promotion of *Stop the Clot, Spread the Word* ™ on Facebook

- In the three months immediately following the launch of the Stop the Clot, Spread the Word™ campaign, NBCA utilized Facebook to promote and build reach for the new program and its key collaterals.
- This effort involved a total of 18 posts, with only 3 of these 18 posts boosted, or supported by very modest paid reach via Facebook.
- NBCA worked carefully to navigate or balance other news and event items connected to the organization, while
 at the same time creating optimal awareness and social sharing opportunities for the new campaign on Facebook.
- Facebook was shown to be an important driver, in terms of traffic to the newly established Web portal stoptheclot.org/spreadtheword, and so NBCA considers these data important to consider for upcoming activities.
- NBCA had 6,843 Facebook "fans" when the campaign launched on March 11. On June 12, this number had increased to 8,361, a gain of more than 1,500 "fans" in three months. Of these 8,361 individuals, 82 percent are female and 18 percent are male.
- Note: Due to the nature of personal social media accounts, privacy policies restrict our ability to gain access to all social media shares.

A Total of 18 NBCA Facebook Posts:



Shared more than 3,000 times



Reached more than 350,000 people



Resulted in more than 8,000 clicked links

			Liked on Post	Link			
Date	Reach	Shared	& Shared Posts	Clicked	Content	Boosted	Observations
11-Mar	43,630	400	815	221	Launch announcement	Y - \$60	
11-Mar	6,296	50	131	77	Press release (afternoon archive)	N	
11-Mar	5,176	0	132	48	Share: CDC Campaign post	N	
12-Mar	1,780	48	210	33	HHS post/blog	N	
13-Mar	7,292	73	148	100	First video post	N	
16-Mar	8,060	94	131	18	Risk check list, Signs/Sx chart	N	
18-Mar	29,056	234	514	511	Message: VTE deaths > AIDS, BC, Crashes	N	message is key
20-Mar	3,778	33	45	41	Video push reinforcement	N	
27-Mar	11,252	86	153	102	Could I be at Risk? Requested Share	Y-\$60	call to action
27-Mar	12,696	300	311	32	5 days left to VTE awareness month	N	call to action
30-Mar	5,630	54	116	65	2 days left, video push	N	
31-Mar	16,968	231	450	34	Thank you for embracing campaign	N	high ROI relationships
7-Apr	20,616	155	302	870	Infographic launch	N	content counts
9-Apr	135,552	1000	2813	6094	Infographic launch	Y-\$60	content counts
6-May	35,040	207	313	159	ICYMI: Video, campaign	N	content counts
21-May	2,815	18	37	60	Motherhood Moment blog share	N	low ROI
26-May	5,582	110	109	148	Dandelion Moms blog share	N	low ROI
2-Jun	1,216	0	28	14	Minivan Dreams blog share	N	low ROI
	352,435	3,093	6,758	8,627			

All NBCA Facebook Posts, March 11 through June 12, Appear Below

















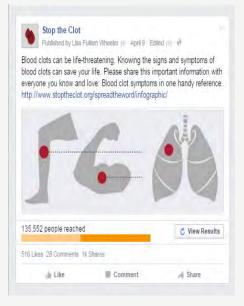




























Juan Lopez via Stop the Clot

March 18 W

If it happened to me, it can happen to you. Please educ how to recognize the symptoms of Deep Vein Thromobo Blood Clot and Pulmonary Embolism (PE). Minutes can of difference between life and death.



Gloria Gibson Adkins

March 18 - P

Blood clots....please share especially if your in our family





Cathy Middlekauff shared your photo

Hey everybody, this is a serious issue and a medical emergen doctor writes you an order for a radiology exam and uses the cR/O (rule out) PE (pulmonary embolism), DVT (deep vein thror anything similar, don't wait! Go to the nearest radiology place your insurance and present your order. Most places will work y without an appointment if you have that dx.

You can call Inova Mon - Fri 8 to 6 at 571 423 54 tell you where the nearest Inova facility is that call



AndreaGunner Kuykendall via Blood Clot Recovery Network

Wouldn't want this to affect anyone else I care about. This has affected

my life for sixteen years. More importantly took the life of my beautiful

April 7 . @



Roland Varga shared your photo.

March 12 - 4

#StopTheClot

#StopTheClot

#StopTheClot

This is making a difference!

Aunt Debbie

Infographic - Stop The Clot, Spread

Ada Crandall shared your photo.

This is important.. Mine was Sooooo scary



Diane Durbin Kuhlman shared your photo.

March 12 - ₩

I'm sharing this because I was lucky and had a smart do straight to ER this past October. The only warning sign shortness of breath.

STOP THE CLO
SPREAD THE WO

STOP THE CLOT, SPREAD THE WORD™



Dana M. Henderson shared your photo.

Vlarch 27

Please... read and share.

I hear all of the time that you are too young to have had a stroke (& multiple TIA's). My heart is perfect, I never knew about ApS until last August. I also learned to ask questions from your doctor and get another opinion. If you personally know me I will ask questions and defend anyone... not so much when it came to me until that day.



Marla R Reed shared your photo.

March 12 - @

Because my beloved sister, Lee is suffering for the rest of her life with this painful, life threatening illness. Love you Lee 👏

STOP THE CLOT,



Stephen Drachler shared your photo.

March 12 @

My blood clot in my calif was diagnosed while I was being tested for something else. Probably saved my life. Be aware that blood clots are often silent killers.

NBCA Promotion of Campaign via Twitter

- In the three months immediately following the launch of the Stop the Clot, Spread the Word™ campaign, NBCA utilized Twitter to promote and build reach for the new program and its key collaterals.
- NBCA's Twitter followers numbered 876 when the campaign launched on March 11. By June 12, that number grew by nearly 50 percent, increasing to 1, 298.
- We realized some important organic sharing through Twitter, and look for this social media channel to grow in influence as NBCA continues to build its Twitter follower base.
- Note: Due to the nature of personal social media accounts, privacy policies restrict our ability to gain access to all social media shares.

NBCA Campaign-Focused Twitter Impact

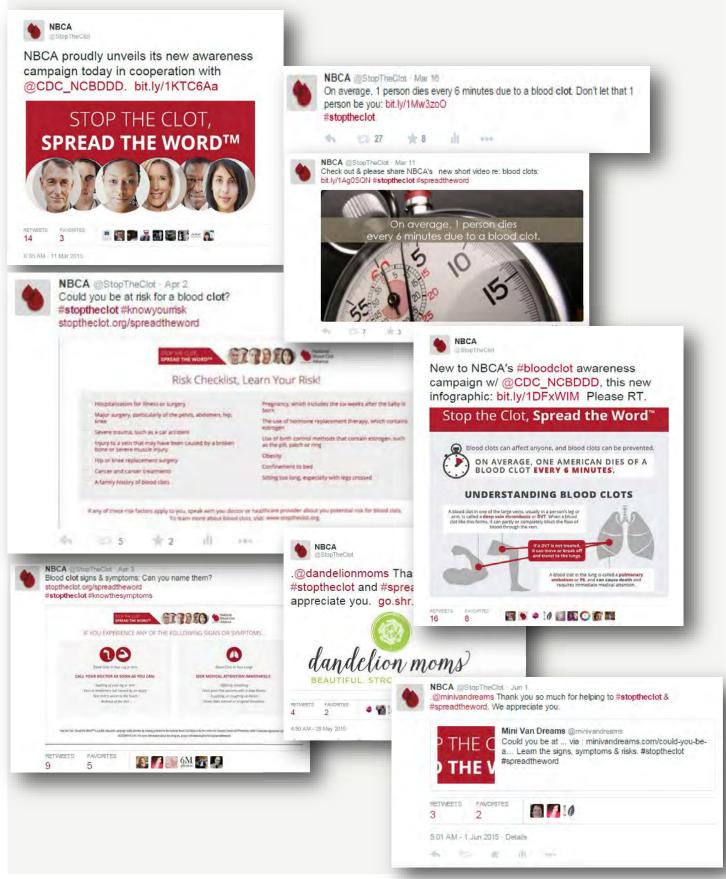






DATE	IMPRESSIONS	ENGAGEMENT	LINK(S) CLICKED	ENGAGEMENT RATE	RETWEET	CAMPAIGN-FOCUSED CONTENT
11-Mar	1,806	75	15	4.2%	14	Campaign Unveiling
11-Mar	ր,000 1,147	25	7	2.2%	8	Campaign press release
11-Mar	937	30	9	3.2%	7	Video prompt
12-Mar	β70	18	5	4.9%	5	Campaign reinforcement
12-Mar	\$52	27	9	3.2%	9	Video prompt
13-Mar	\$32 240	31	8	12.9%	1	Charts: Risks/Sx
15-Mar	۴40 1,512		23	8.9%	27	
	• .	134				1 person, 6 mins mess
18-Mar	8 90	76	25	8.5%	11	Could you be at risk?
20-Mar	\$09 	10	2	3.2%	9	ICYMI video
20-Mar	\$57	15	4	4.2%	7	Prevention
27-Mar	934	42	8	4.5%	11	5 days left/share
27-Mar	1,118	45	3	4%	13	Share video CTA
30-Mar	1,432	43	9	3%	11	2 days remain in BCAW/share
31-Mar	₿71	11	n/a	3.0%	3	Public thank you pt 1
31-Mar	194	7	2	3.6%	2	Thank you pt 2
31-Mar	201	4	N/A	2.0%	0	Thank you pt 3
31-Mar	1,040	47	N/A	4.3%	13	Thank you pt 4
2-Apr	495	42	3	8.5%	5	Risk factor chart
3-Apr	950	44	23	4.6%	9	Signs/Sx charts
7-Apr	†,650	114	81	6.9%	16	Infographic launch
7-Apr	298	23	16	7.7%	3	Infographic share CTA
26-May	, 1,152	15	6	1.3%	4	Dandelion Moms blog, thank you
1-Jun	717	20	8	2.8%	6	Minivan Dreams blog, NBCA retweet
1-Jun	665	7	1	1.1%	3	Minivan Dreams blog, thank you
- 1	19,637	905	267	5.1% avg	197	,

NBCA Twitter Posts (select samples) #stoptheclot #spreadtheword



Resultant Twitter Engagements (select samples) #stoptheclot #spreadtheword



