# **Digital Download**

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Dominique Hind http://dominiquehind.wordpress.com

## **Before we start**

Who is the single largest music retailer on the planet?

Apple

A Computer Company

Who is the worlds largest camera manufacturer?

Nokia

A Mobile Phone Manufacturer

Who represents the largest threat to the Television & Movie Industries?

Hulu & Joost

Online networks

Who is the largest & fastest growing media company on the planet?

Google

A Search Engine

Who has the 5th largest GDP on the Planet?

eBay

## Before we start

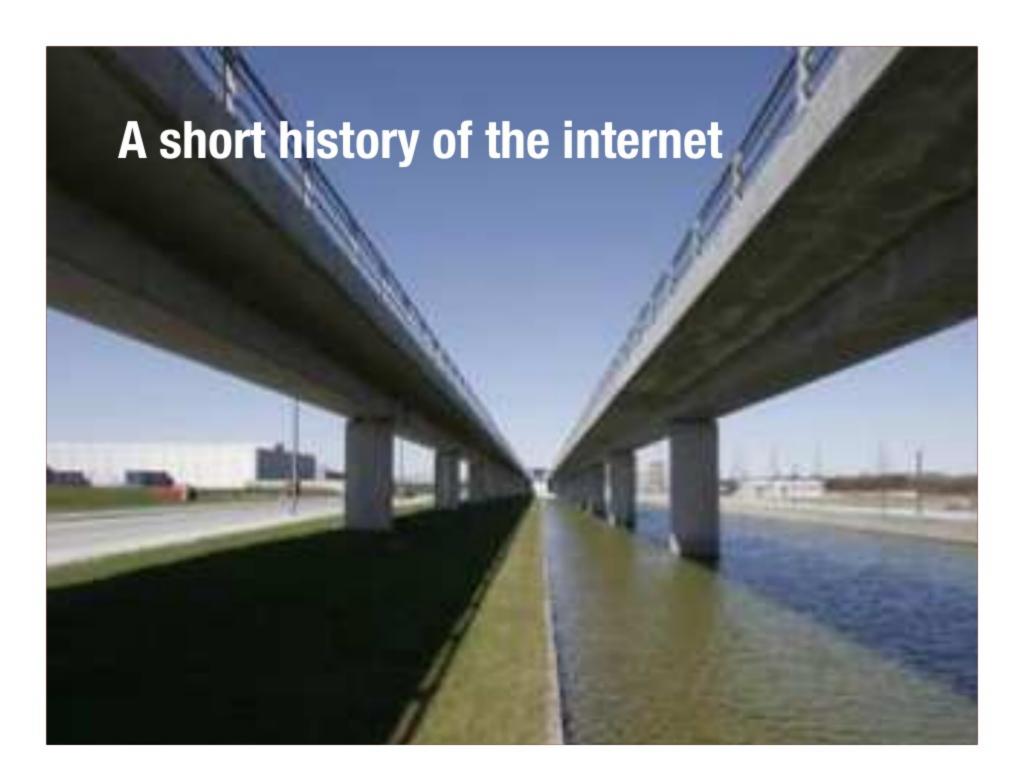
- I email useful information to colleagues
- I send photos to friends
- I use instant messenger
- I have participated in a poll
- I have submitted a book review on Amazon
- I have submitted seller feedback on ebay
- I read or contribute to discussion groups
- I contribute personal opinions to websites
- I write my own blog
- I create multimedia content & put it on the internet

# **Today**

- Short introduction to the Internet
- Customers online: a paradigm shift
- Advertising today
- Online advertising
- Search consumption (SEM & SEO)
- Blogs
- Social networks
- Website
- Email
- Benchmarks & ROI
- 11. Top 3 online trends

#### **Not covering**

- Mobile
- RSS
- Indepth web development
- Driving traffic (social marketing)

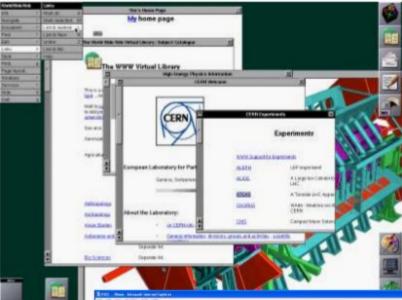


# In the beginning.....



# The first Browser 1990

## **Tim Berners-Lee**



The first website 1991



## The First Banner Ad

When: October 1994

Where: HotWired

Size: 468 x 60 pixels

Client: AT&T

Copy:

Have you ever clicked your mouse right here? You will.

Have you ever clicked your mouse right HERE?

# **User-friendly browser**

When: 1995

What: Netscape launched

Why: Easy platform to search the Internet



## The Madness....















# **Increased Online Focus**



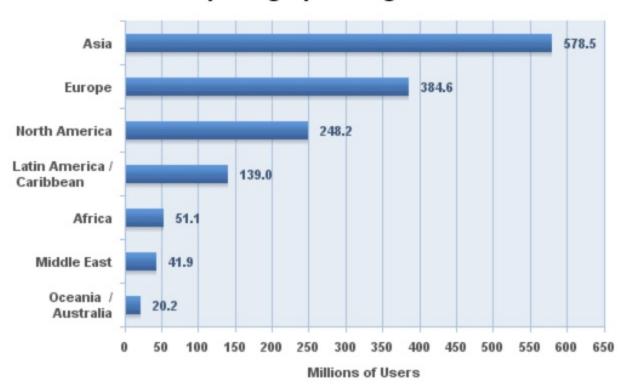
# What else is happening?

- 1,463,632,361 internet users globally
  - (www.InternetWorldStats.com 30 June 2007)
- 100,316,360 TDL domains registered
  - (http://www.zooknic.com/Domains/counts.html 15 April 2008)
- 2,869,632 blogs registered through authoring tools
  - (http://www.blogcensus.net 29 September 2008)

|         | Na. 1. 1. 1                        |
|---------|------------------------------------|
| 2869632 | Visited sites we think are weblogs |
| 1970366 | Blogs that seem to be in English   |
| 10      | Number of crawlers running         |
| 1376668 | Sites we know nothing about yet    |
| 3373662 | To-do list of known weblog sites   |
|         | 10<br>1376668                      |

# Internet usage by region

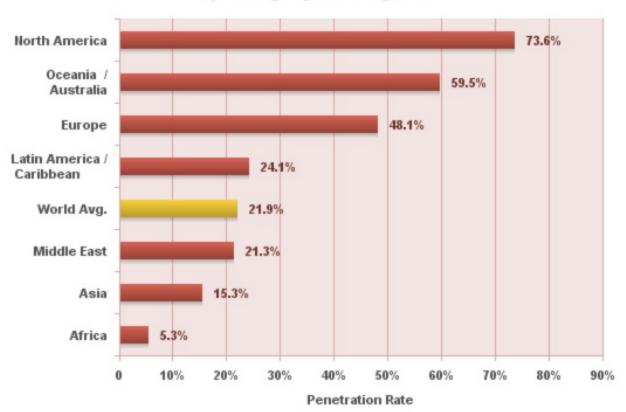
#### Internet Users in the World by Geographic Regions



Source: Internet World Stats - www.internetworldstats.com/stats.htm Estimated Internet users is 1,463,632,361 for Q2 2008 Copyright © 2008, Miniwatts Marketing Group

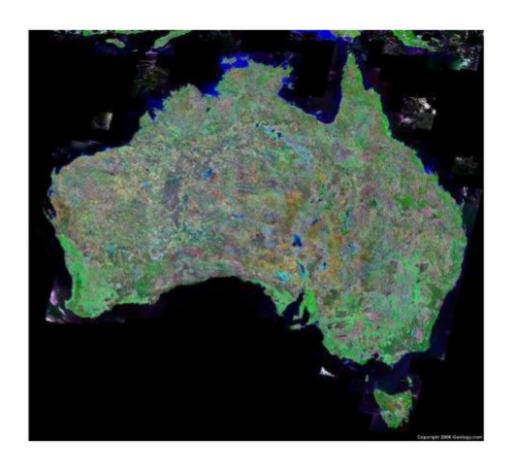
# Internet penetration by region

#### World Internet Penetration Rates by Geographic Regions



Source: Internet World Stats - www.internetworldststs.com/stats.htm Penetration Rates are based on a world population of 6,676,120,288 for mid-year 2008 and 1,463,632,361 estimated Internet users. Copyright © 2008, Miniwatts Marketing Group

## **Online Delivering Big Numbers**

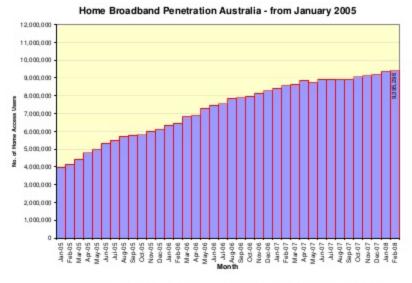


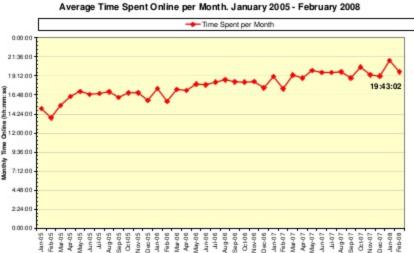
#### As at Feb 2008:

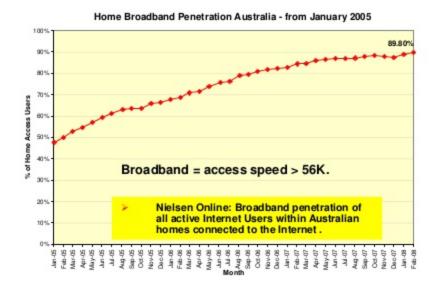
- Active Digital Universe: 10,927,000
- Accessing Broadband at Home:9,395,296
- Ave Time Spent Online p/m:
   19 hrs: 43 min: 02 sec

Source: Nielsen Online NetView Home and Work February 2008

# **Australian Time Spent Online**







Increasing in line with growth in broadband penetration

Source: Nielsen Online NetView Home February 2008



## **Evolution of the online consumer**













#### 'New to Net' User

First activities
Get to know ISP
Information search
LOTS of time browsing



Email Message services Photo sharing Social networks

#### Services

Online banking Simple travel Lodge tax Book concerts

#### Retail

CDs/Books Complex travel eBay Groceries

#### Contributor

Blogs Comments & posting Customer reviews Ratings





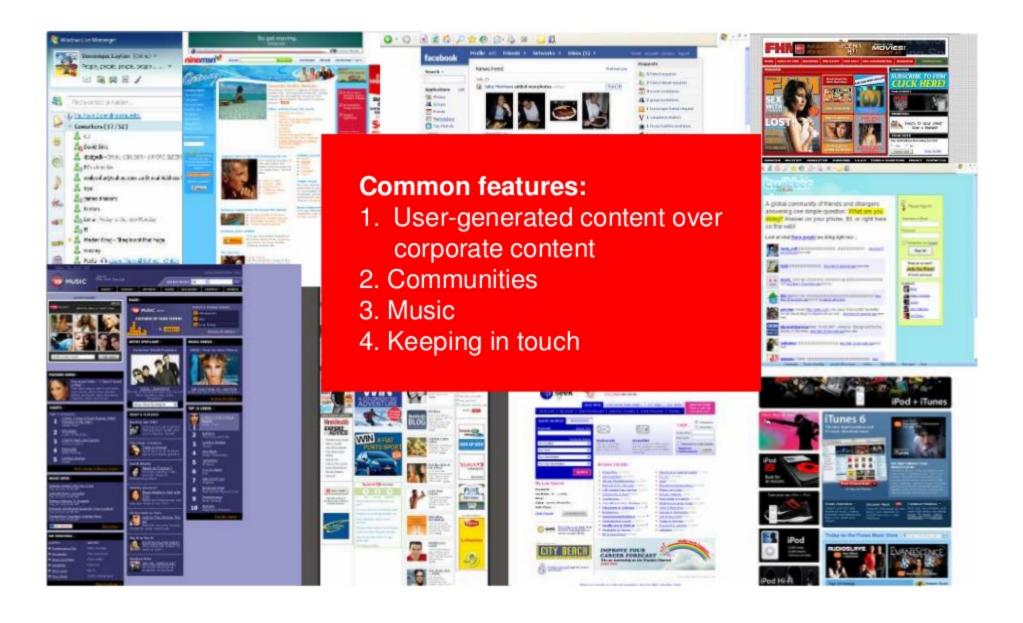






Source: Nielsen//NetRatings

## Young consumers more active online



### Older consumers are functional

