



The Mx Group

# Our Framework for Demand Generation

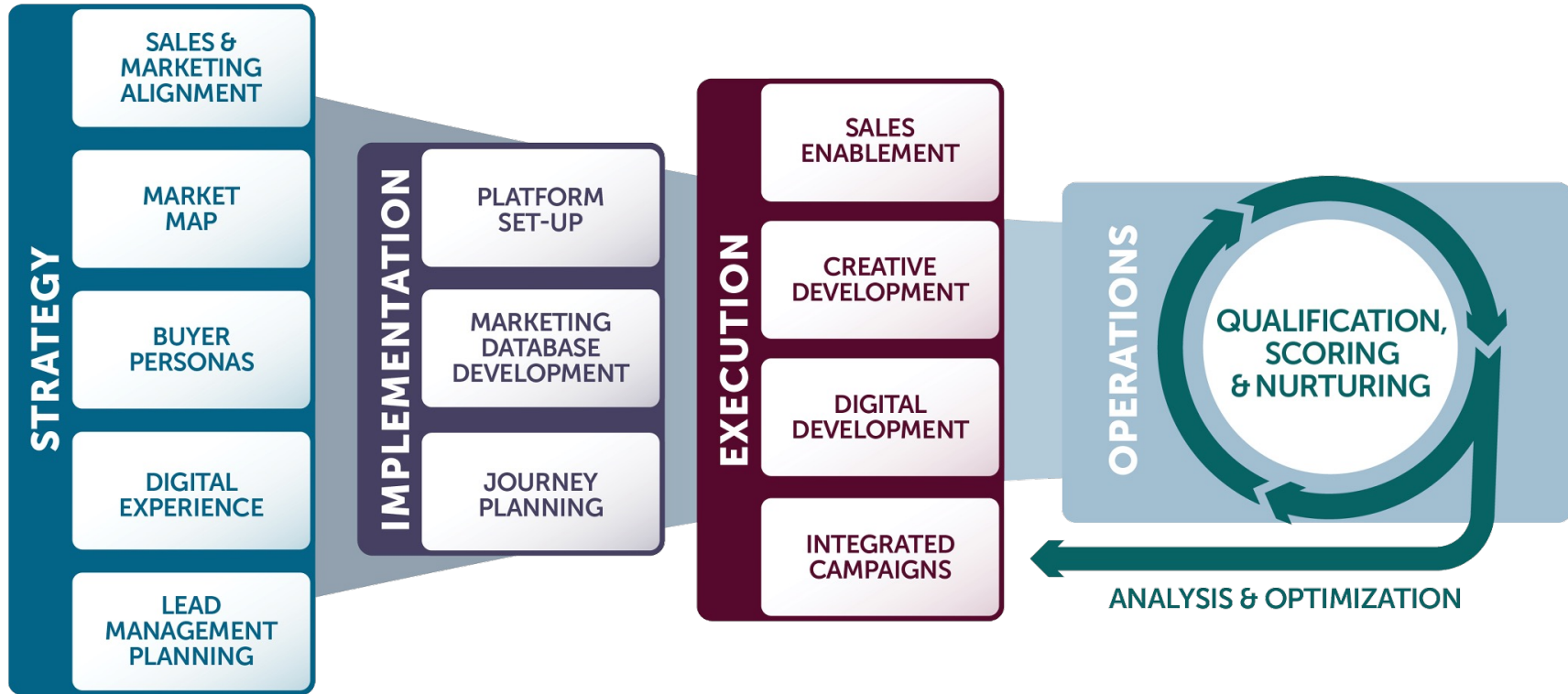
Our process for demand generation integrates strategy, implementation, execution and operations, which we call the “demand generation engine.” It’s built from the ground up to ensure marketing drives sales results and it is a predictable and systematic method for bringing science to the art of marketing.

While not every client we work with needs every step in the engine, we find that every client benefits from the discipline of applying the steps appropriate to their situation. For some, this may be as simple as defining and quantifying their addressable market. For

others, it’s building a marketing database for ongoing direct communications. And for many, it’s putting the complete engine in place to drive and manage all aspects of their ongoing inbound and outbound lead generation, lead qualification and lead management efforts.

The steps we leverage for you will be determined during further research and planning with your team, but the framework we use to evaluate your needs for market activation is right here.

# The Mx Demand Gen Engine

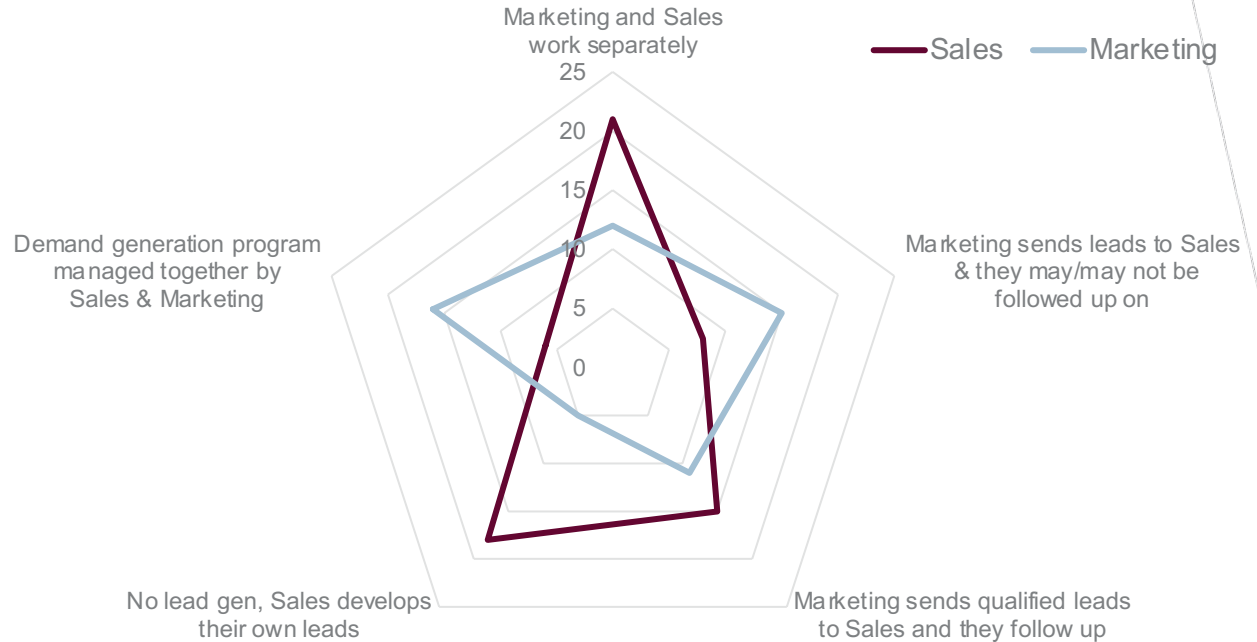


# Sales & Marketing Alignment

**Goal:** Clarify objectives, align around lead criteria and processes to lay the groundwork for effective sales and marketing collaboration.

## Services:

- Survey design and distribution
- Results analysis and report
- Lead definition workshop
- Service level agreement creation



# Market Map

**Goal:** Define the addressable market at a location-specific level and prioritize segments for impact and efficiency.

## Services:

- Alignment workshop
- Market research
- Data research & identification
- Counts & prioritization exercise

KEY	
Ideal Target	
Target	
Unimportant	
N/A	

		OIL & GAS INDUSTRY												
		Upstream						Midstream						Downstream
		Production		Drilling	Well Stimulation			Transportation and Pipeline						Processing
Sector	Crude petroleum and natural gas	Natural gas liquids	Drilling oil and gas wells	Acidizing wells	Hydraulic fracturing of wells	Servicing Oil and gas wells	Crude petroleum pipelines	Refined petroleum pipelines	Pipelines, not elsewhere classified	Natural gas transmission	Natural gas transmission and distribution	Natural gas distribution	Gas production and/or distribution	Petroleum refining
SIC #	1311	1321	1381	13890301	13899908	13899912 13899919	4612	4613	4619	4922	4923	4924	4925	2911
Total Location Count	7,526	594	3,571	59	41	8,724	791	496	398	1,869	998	1,995	989	2,523

Target Groups	Firmographics													
Low voltage air-cooled drive														
Segment 1	Less than \$1 million annual sales volume, 5-10 total employees company-wide, United States locations.	118	2	28	0	0	6	13	8	0	42	15	36	2
Segment 2	Less than \$1 million annual sales volume, 5-10 total employees company-wide, North American locations.	139	4	28	0	1	32	13	4	2	30	13	29	11
Segment 3	Less than \$1 million annual sales volume, 5-10 total employees company-wide, Global locations.	367	16	76	0	3	84	144	17	10	52	22	83	6
Medium voltage air-cooled drive														
Segment 1	\$10–\$50 million annual sales volume, 100–499 total employees company-wide, United States locations.	655	0	7	5	13	811	196	156	38	258	151	407	81
Segment 2	\$10–\$50 million annual sales volume, 100–499 total employees company-wide, North American locations.	887	90	364	13	5	1,182	159	144	57	584	260	476	141
Segment 3	\$10–\$50 million annual sales volume, 100–499 total employees company-wide, Global locations.	5,436	372	2,596	41	14	6,357	244	159	251	776	504	724	585
Medium voltage water-cooled drive														
Segment 1	\$1–\$10 billion annual sales volume, 1000–4999 total employees company-wide, United States locations.	6,393	514	2,821	54	35	4,734	645	470	233	1,736	830	1,703	783
Segment 2	\$1–\$10 billion annual sales volume, 1000–4999 total employees company-wide, North American locations.	1,110	72	632	5	6	3,975	143	24	135	120	159	237	98
Segment 3	\$1–\$10 billion annual sales volume, 1000–4999 total employees company-wide, Global locations.	23	8	118	0	0	15	3	2	30	13	9	55	108

**Goal:** Map the buyer's journey and identify critical insights needed to move buyers through the sales process. Integrate persona findings into sales & marketing process to establish a common language.

- Acquire non-customer contacts
- Interview scheduling
- Qualitative interviews
- Quantitative survey
- Research analysis
- Persona creation and training



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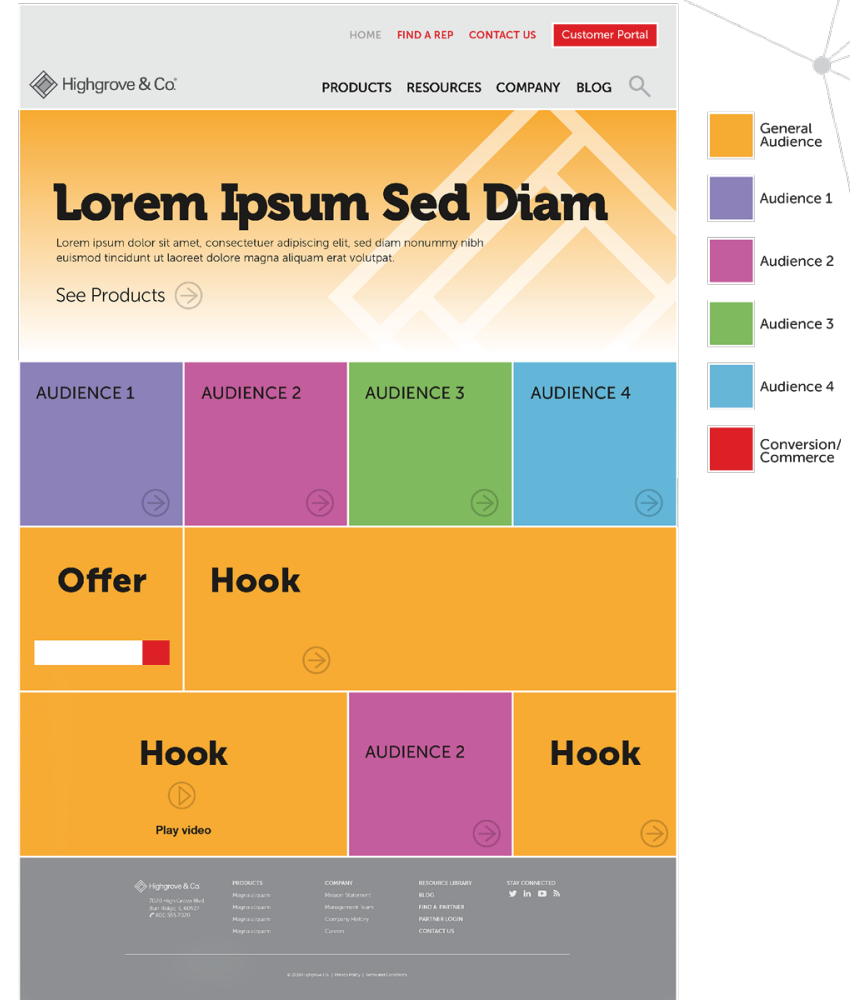
# Digital Experience

**Goal:** Align user stories with business objectives and go-to-market strategies to identify digital development priorities.

## Services:

- Voice of customer/ user research
- Stakeholder interviews
- Creation and mapping of user stories
- Technical discovery
- Digital development roadmap for internal and customer-facing applications including marketing automation, website, e-commerce, mobile apps, etc.

## Mx Site Theory



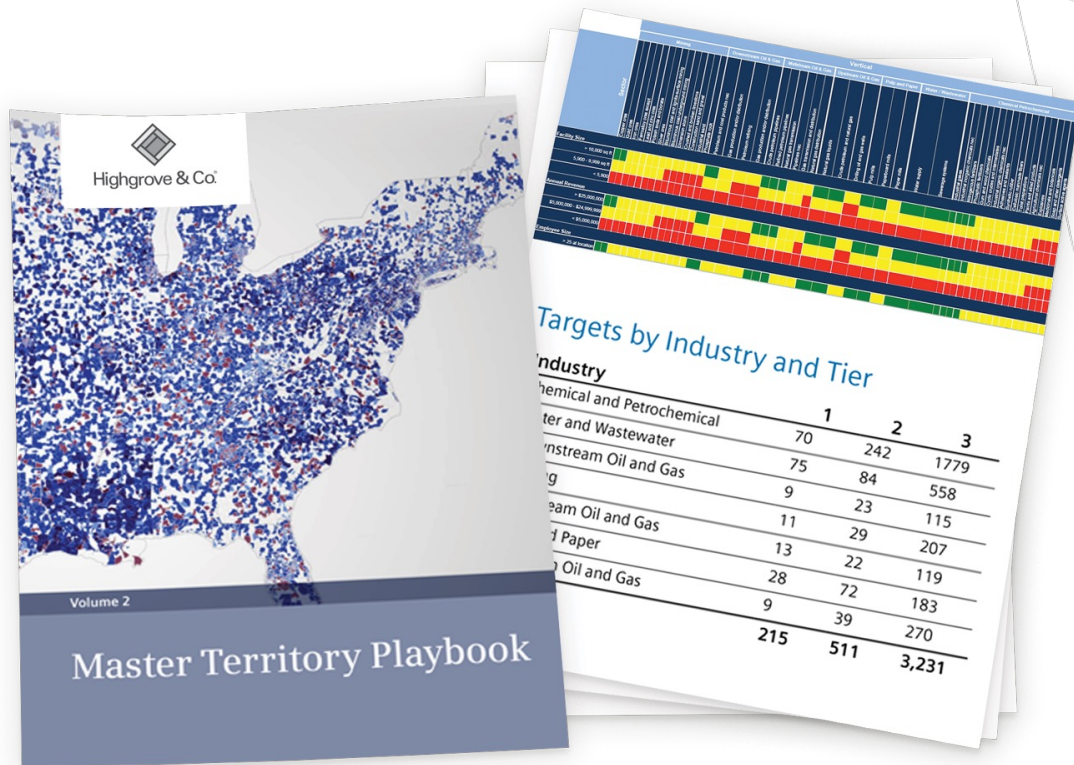


# Lead Management Planning

**Goal:** Create seamless processes that ensure timely and relevant communication to prospects throughout the sales process to optimize lead to sale ratio.

## Services:

- Stakeholder interviews
- Life of a lead mapping
- Martech discovery and integration planning



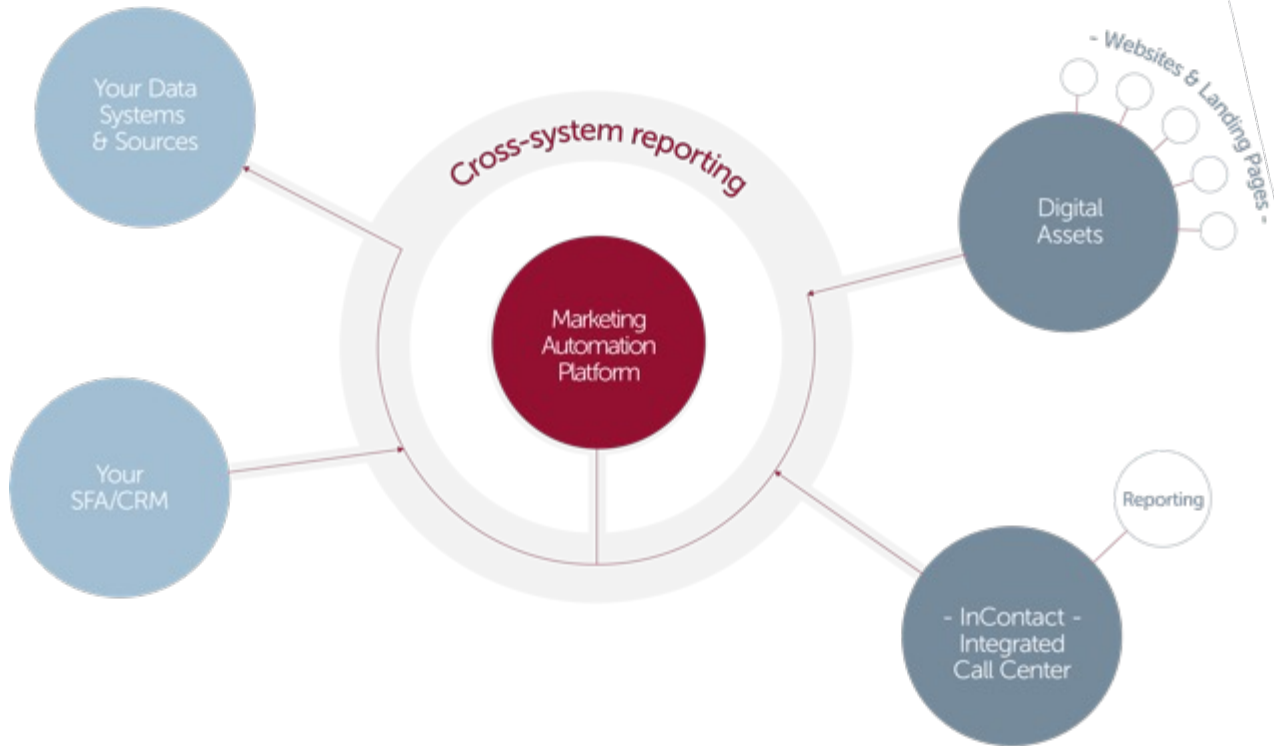


# Platform Set-up

**Goal:** Acquire, integrate and/or optimize technology needed to for ongoing marketing operations.

## Services:

- Martech integration – utilizing your instances or ours
- Integrate telemarketing system
- License 3rd party data services
- Update data structures
- Load data
- Optimize scoring models
- Develop progressive lead forms



# Marketing Database Development

**Goal:** Develop and maintain a robust database of customers and prospects for omni-channel marketing, optimize use of data hydration to improve targeting and personalization.

## Services:

- Data Hygiene
- Data Modeling
- Data Definition & Set Up
- Data Acquisition
- Data Hydration, Modeling & Prioritization

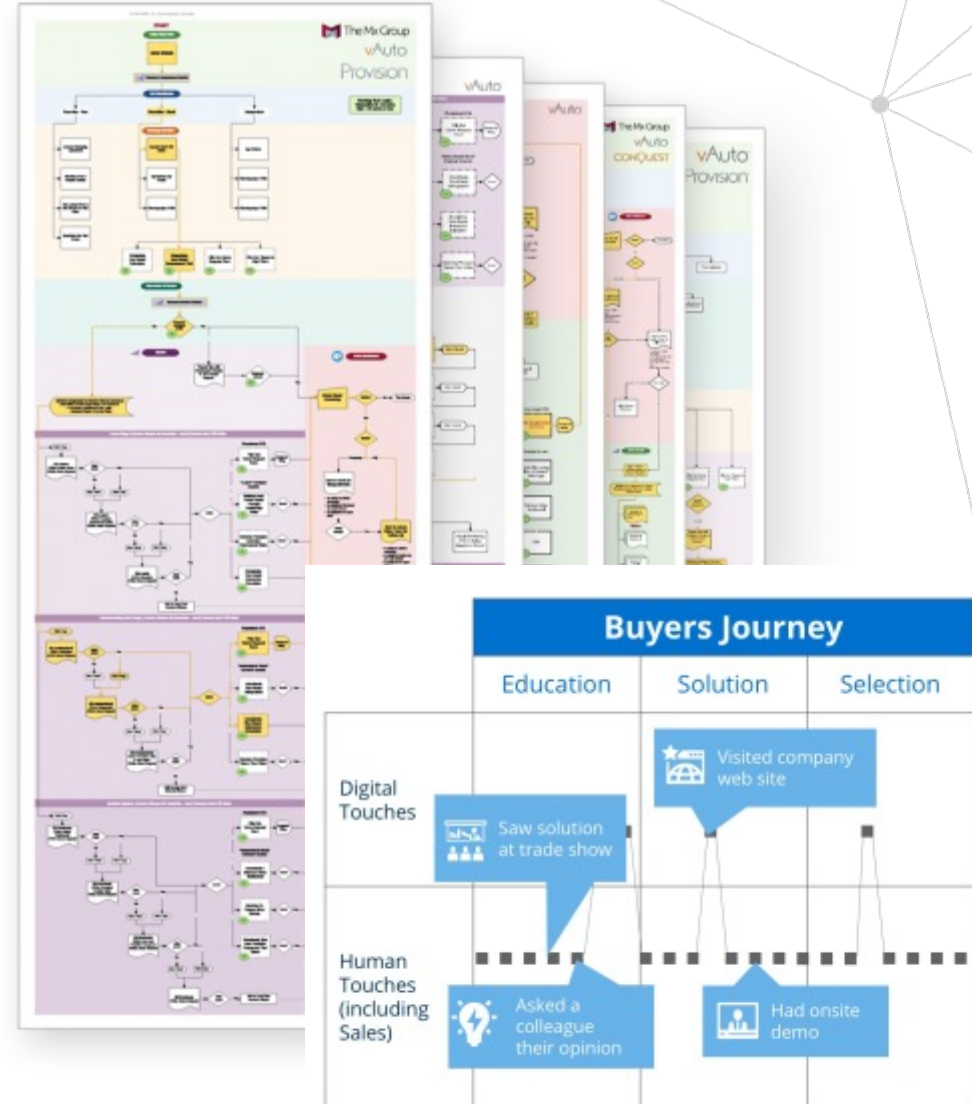


# Journey Design

**Goal:** Map marketing and sales touchpoints to align with the customer journey. Implement to ensure optimum customer experience.

## Services:

- Plan customer experiences by persona or segment
- Design journeys across email, telemarketing, direct mail and other touchpoints
- Develop rules & logic to automate processes
- Implement journeys in MAP

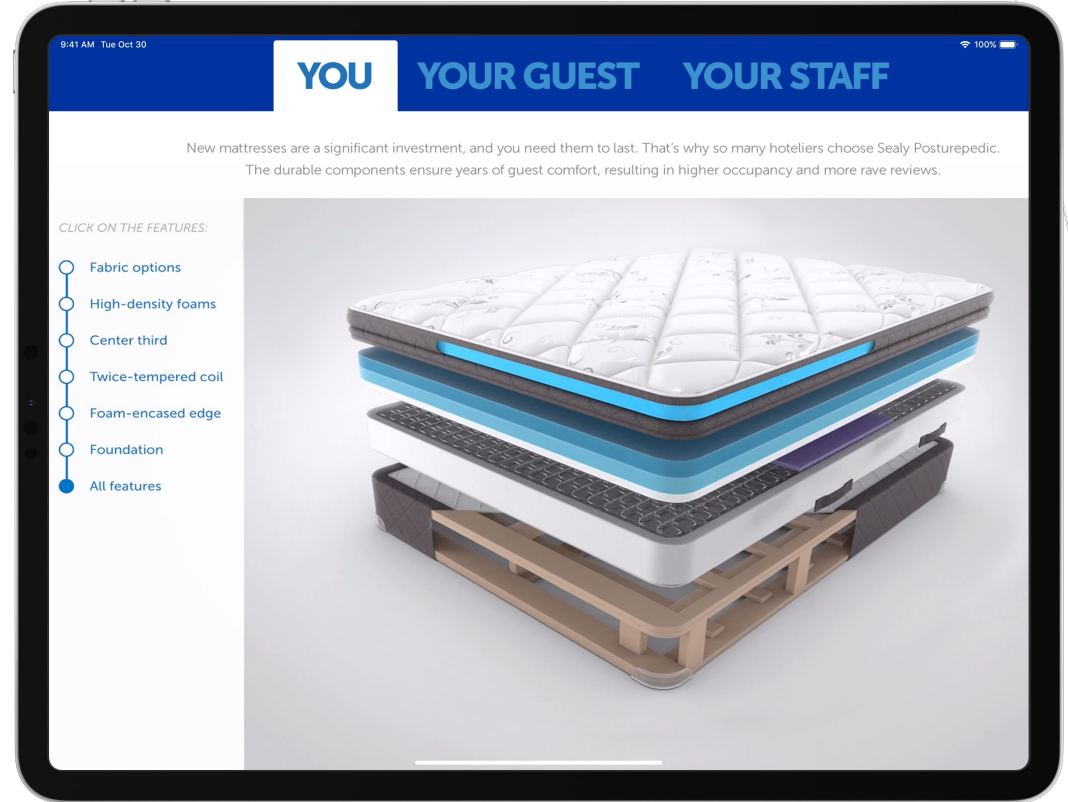


# Sales Enablement

**Goal:** Provide sales with messaging, content and tools to optimize customer interactions.

## Services:

- Sales team interviews
- Business analysis
- Custom software development
- Proposal design
- Sales training materials
- Sales support

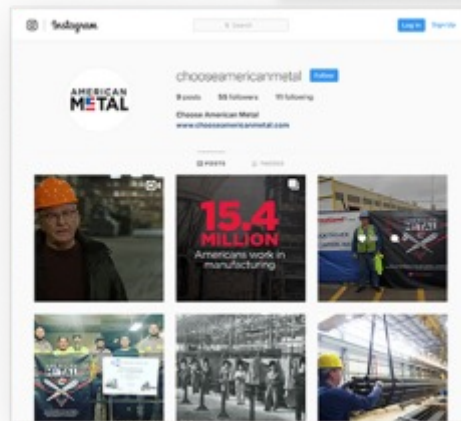
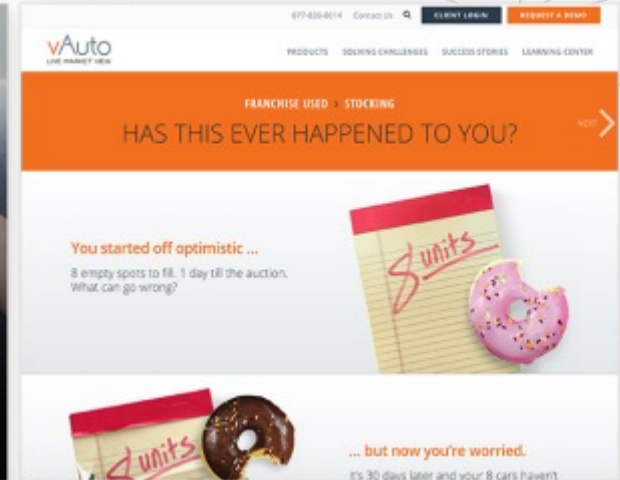


# Creative Development

**Goal:** Deliver engaging content that provides value to prospects, communicates brand identity and aligns with go-to-market strategy.

## Services:

- Website, digital content
- Collateral
- Video content
- Thought leadership content
- Journey content



# Digital Implementation

**Goal:** Execute seamless customer experience aligned with digital experience strategy.

## Services:

- User research to create customer-centric experiences
- Website development
- Mobile app development
- Interactive tools
- Journey implementation in marketing automation platform



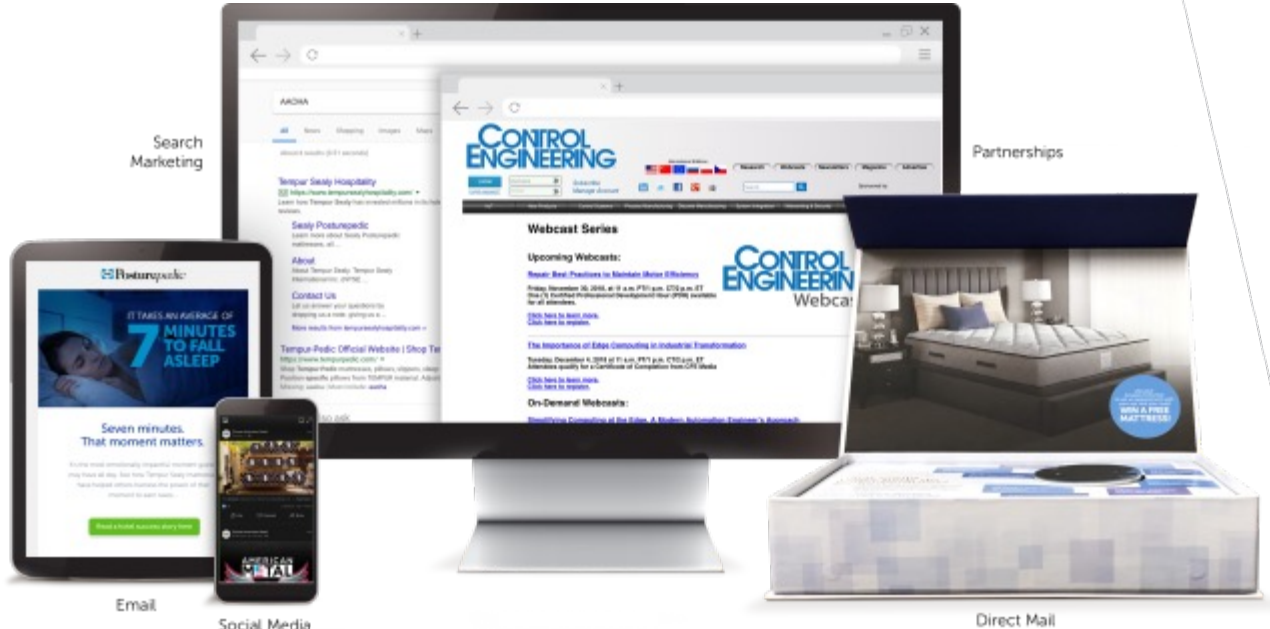


# Integrated Campaigns

**Goal:** Implement omni-channel campaigns to attract, engage and retain customers.

## Services:

- Traditional advertising
- Digital advertising
- Search marketing
- Event marketing
- Social media
- Direct mail
- Partnerships
- Media planning

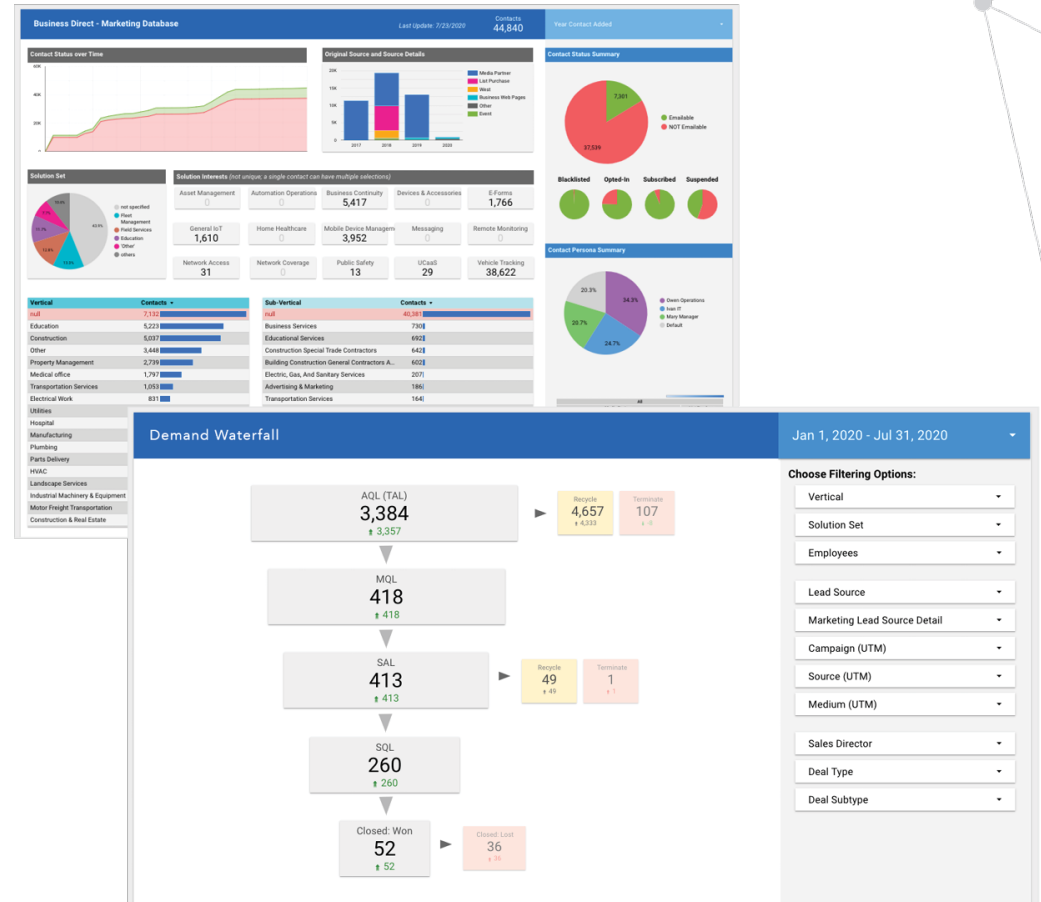


# Analysis & Optimization

**Goal:** Organize disparate data sources into meaningful brand metrics.

## Services:

- Discovery & business analysis
- Data organization
- Dashboard design
- Technology recommendations
- Dashboard creation





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