A Case Study Presentation by Seven Boats

(Industry: Real Estate)





Brief About the Project: Usashi Group is a fast-emerging and prominently rising real estate company in Kolkata. They deliver homes keeping in mind the importance of location, connectivity, buyer's budget, quality and timely delivery. They are also one of the most preferred and trusted real estate developers when people look for properties to invest.

They wanted us to maximize the brand visibility & awareness of different types of properties available through Digital Marketing. They wanted booking & sales of properties also.

The case as presented to us

Year: August, 2017

Age of the project: 11 months

Projects given to us: Ushashi.in with little online presence & Evanieinfra.com with no online presence

Objective: Increase visibility, traffic, lead (enquiry), sales, retain traffic, improve user experience to grow business

Target Audience: Middle to upper middle class of society in Kolkata & other eastern India major cities, brokers, vendors,

contractors, resellers

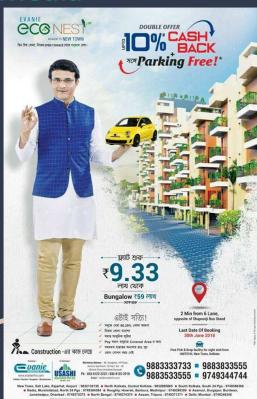
Their Online Presence:

- 1) Website was there only of Ushasi but that was not professional looking
- 2) Facebook page of only Usashi was there but it was poorly managed
- 3) No presence in other social media platforms
- 4) No ranking in Search Engine
- 5) No visibility on any other online channel

Strategic Digital Marketing Mix: (AACRO Model)

Objective	Strategy		Action
Grabbing attention	Activation - Reaching maximum with less effort	people	Website development, Facebook business page creation, Linkedin Company page creation, Twitter account creation, Creating brand materials & social media creatives
Getting traffic	Acquisition - Engaging target au	ıdience	Search Engine Optimization, Search and Display ads from Google Adwords, Social Media Marketing with Facebook engagement Ads, Email Marketing, Creating lucrative lead funnel by social incentives
Making the transaction happen	Conversion - Converting lead customer	ls to	Call to action button, enquiry form, contact number, messaging, email, Facebook lead generation ad, Online booking feature on websites, EMI calculator feature
Keeping the business	Retention - Bringing visitors/cus back	stomers	Analytics driven strategies, ORM, Content Marketing, Reviews
Improving user experience	Optimization - Give something r remain in people's mind	new to	Response management, Offering new things like discount during festivals, occasions, referral commission, easy loan, investment options etc

Social Media -



Many times people get attracted to the exciting amenities of a housing project offered by a real estate developer. Hold on to your excitement of buying a flat in Kolkata for a while. Keep in mind some vital points before you rush to buy apartments in Kolkata.

#Evanie #PropertiesinKolkata #RealEstateinKolkata



buying a property in Kolkata | Evanie Infra | upcoming flats

Many times people get attracted to the exciting amenities of a housing project offered by a real estate developer. Hold on to your excitement of buying a flat in Kolkata...

Social Media -



Our Vision at EVANIE

is to make affordable and eco-friendly housing so that we can benefit people' lives, communities and environment.





Thank you

Mother

for making all these years our house a home.

Can't imagine our lives without it!



Social Media -



Evanie

Social Media -

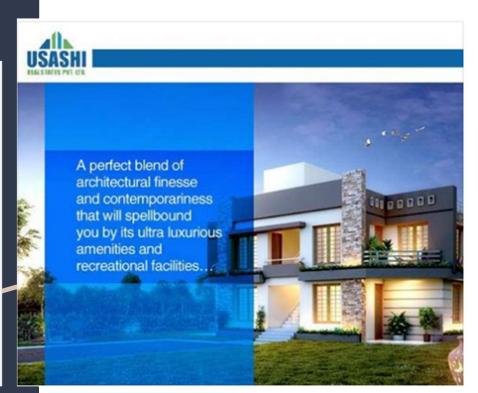
Kolkata though culturally rich is not really as per with other metro cities when it comes to economy. The real estate world here is solely depended on middle income group. So, affordable housing schemes and projects are always in demand.

#Evanie #PropertiesinKolkata #Affordablehomes



affordable homes in Kolkata | residential complexes in Kolkata | Usashi

There are many affordable residential complexes in Kolkata that are not heavy on your pocket at the same time relaying for your stress. We at Usashi understand the



Website -



ABOUT PROPERTIES ▼ SERVICES PARTNERSHIPS ▼ CAREER BLOG CONTACT US

ONLINE BOOKING





Step into an abode of huxury.

Hobnob with luxury. Mingle with the finest. Raise a toast to good taste. Revel in the plushiness of the living room, rubbing shoulders with the crème de la crème.



Website -



Few Social Media & Content Marketing Ideas We Gave

Polls	Facebook live	Tag a friend	Meme	Tour videos	Spot booking offer
Cross promoting print ads	Behind the scene story	Graffiti board (customer of the month)	Blogs	Educate buyers program(propert y dealing tips)	Customer interaction initiative via facebook messenger
Response management	Occasion based social theme	Feedback zone	Ad landing pages	Interior design tips	Influencer marketing (portraying brand ambassadors and news online)
Did you know facts	Brand story telling	Info graphics design			

Creativity & Design: Ad copies -Ad 1 Ad group Flats Within Budget {KeyWord:Buy Apartments} in Kolkata Move To Nature's ... Get luxury Villas@Budget Price Looking for Flats i... evanieinfra.com/projects/econest Evanie Infrastruct... Buy luxury flats in Kolkata. Get Perfect Mixture of Amenities & Luxury. Buy {KeyWord:Flats in Kolkata} Budget Flats at Eco Nest evanieinfra.com/projects/econest Get your dream home in Kolkata within your budget. Contact Evanie Now. Luxury (KeyWord:Flats for Sale) Buy luxury apartments & Villas evanieinfra.com/projects/econest Buy 2 BHK, 3 BHK, 4 BHK Flats in Kolkata at the best price. Contact Evanie Now.

Emailer -



















E-MAIL: info@evanieinfra.com



www.ushashl.in





USA SHI is the best provider of residential communitiesdesigned to create quality lifestyle responsive to the changing needs and preferences of the market we serve. We deliver homes keeping in mind the importance of location, connectivity, buyer's budget, quality and timely delivery of your dream homes. We have a 24 hour help line in assisting you in presales and post-sales of your home.

Usashi is focused to transform the landscape of West Bengal with Projects that extend from South to West.......North to East. We envisage to create affordable "Housing for Ali" as a key focus to our mission.



Address: 81,Gholaghata,VIP Road,Flat-18,Radhakunja Apartment, Kolkata-48 Telephone: +91,88207-55555 | +91,98384-14114 Email: Info@usashii.

Brochure sample -





Experience the bliss of limitless living

Usashi Aquaa Spring, luxurious living in the heart of the nature. Overlooking the dramatic natural waterbody and inspired by resort living, Aquaa Spring is an enclave of both classic and modern refinement. With so much to experience and such a lustrous place in which to do it, you're sure to find pleasure in every moment.

In true harmony with nature.

Aquaa Spring is a development spread over acres of land a vast natural waterbody. And development here takes an all new meaningwith the phenomenal amount of open space that envelopes the stunning architectural beauty.



YOUR DREAM HOME AWAITS YOU...

Condition

Kitchen 1

圖 Garage 1

Amenities

Air Conditioning
Balcony

Balcony Bedding **拜** Lift

(i) Internet

🙎 Location: Ramnagar-Baruipur

YOUR DREAM HOME AWAITS YOU...

Brochure sample -

Experience the landscap

The future is here. And its name is USASHI KING TOWN NEW TOWN. city taking shape today, for the citizens of tomorrow. A city that he been envisioned, planned and built in the mind before the first brick we laid. Spread over 2 levels, the 3-bedroom Row Houses at USASHI KII TOWN NEW TOWN are smartly designed to enhance spaciousness each unit. The Row Houses can be accessed by a landscaped pathwe to the main entrance. Exceptional free flowing layouts, clean design a large expansive windows are the hallmark of these residences that of ample natural light and create a sense of space beyond the expects Surrounded by the serenity, 2.75 Katha Adjacent Row House in USAS KING TOWN NEW TOWN is a prelude to fine living.

Project Highlights

- · Tower Type G+4
- Tower Type G+8
- · Row Houses 2 and 3 storey building
- Round the year maintenance back-up in absence of owner, exclusive car parking.
- ATM
- Solar lighting, LED lighting in common area
- Battery car facility
- 24×7 CCTV security and 24 hour power back-up
- · Utility Stores, pharmacy and others

Condition



Amenities

We Bring You



Unfold New Chapter of Life with USASHI EXOTICAA



A complex that was designed to explore the exclusive side of life and bring everything closer to you. A perfect blend of ingenious planning, reverence to Mother Nature and attention to detail. **USASHI EXOTICAA** at BIRATI is the perfect blend of spaciousness and elegant design that will spellbound you. Peace of mind, nature's beauty, and exceptional connectivity... Ultra luxurious amenities and recreational facilities...

Experience

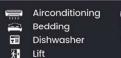
Project Highlights

- Tower Type G+4
- Landscaped compound area
- Well decorated common roof on top floor
- · Well designed lobby finished with marble
- Well structural internal roads
- 24 hrs. generator back-up
 One lift in each block
- Beautiful Temple
- Round the year maintenance back-up in absence of owner / exclusive car parking.
- · Installation of close circuit camera in all lobbies of the building.

Condition



Amenities



The Crest Of Fine Living

Balcony
Cable TV
Internet

Balcony
Cable TV
Pally, Birati

YOUR DREAM HOME AWAITS YOU...

YOUR DREAM HOME AWAITS YOU...

冠 Lift

Execution

How we got traffic? -

- 1) From Search Engine Marketing (SEO & Google Ads)
- 2) Referral traffic from Social Media Marketing (SMO & SMM)
- Email Marketing

How we got engagement? -

- 1) Social Media page management with content calendar
- 2) Posting as per page insight & boosting for likes & engagement

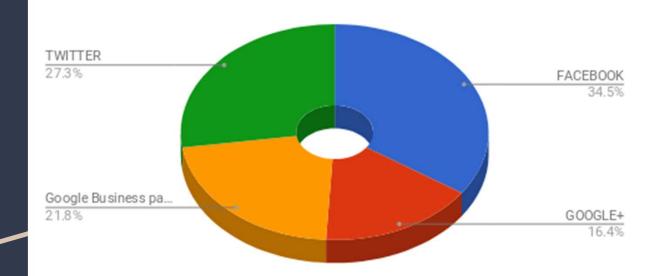
How we got conversion? - Optimizing conversion through ORM, Data analytics, Research, Client feedback, Prompt response, Experimentation on landing pages, Trying various lead capturing mechanism

How we got returning visitor? - Content marketing & email marketing

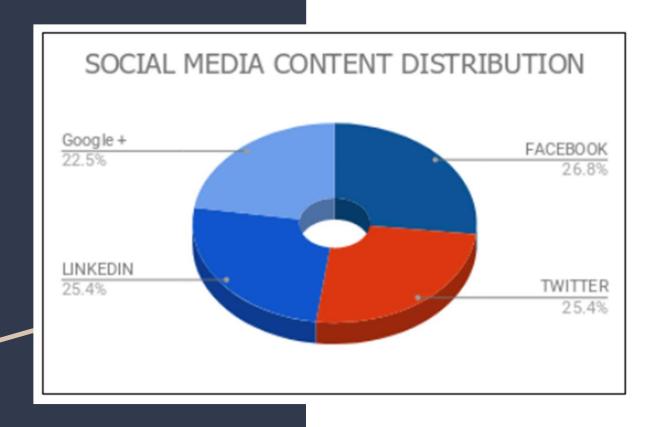
Execution: Social Media Marketing

Usashi -



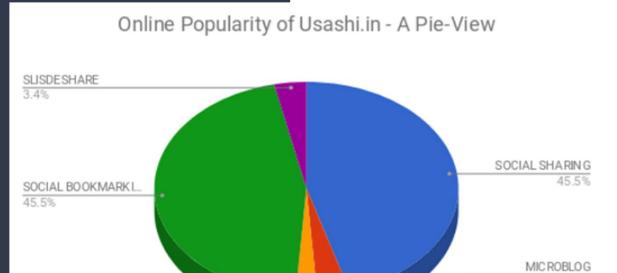


Execution: Social Media Marketing



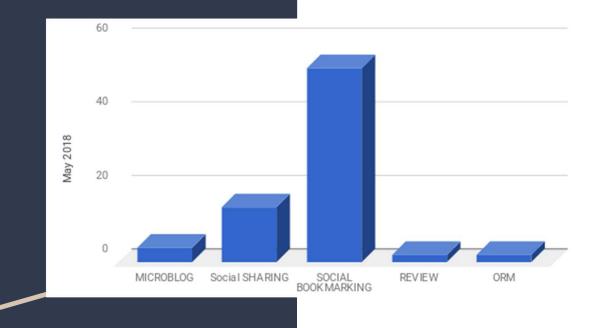
Execution: Content Marketing



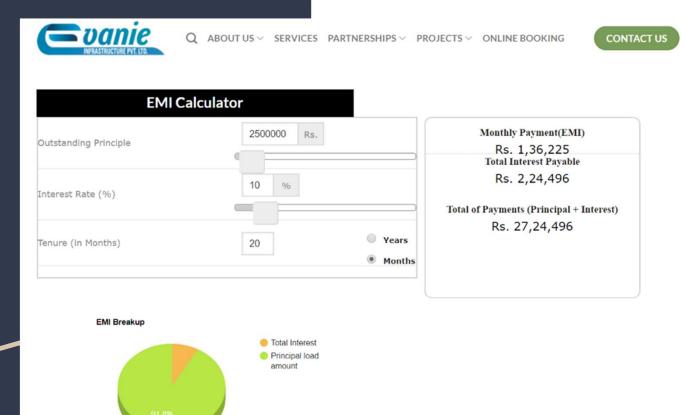


3.4% FORUM 2.3%

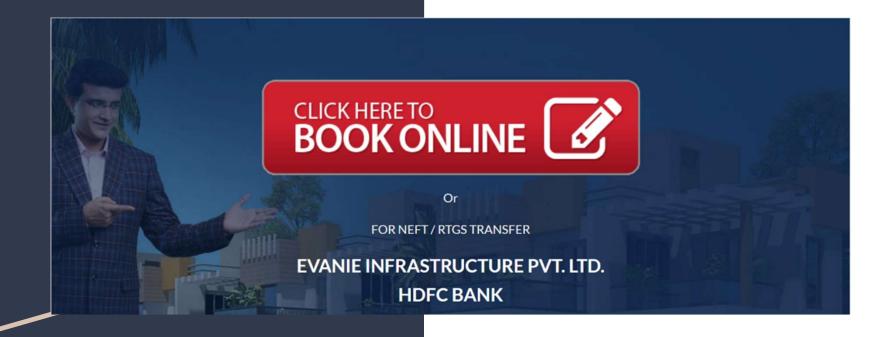
Execution: Content Marketing



Execution: EMI Calculator Feature



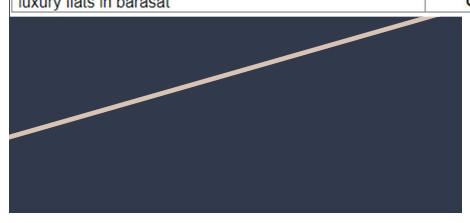
Execution: Online Booking Feature



Execution: Online Booking Feature SERVICES PARTNERSHIPS * **ONLINE BOOKING**

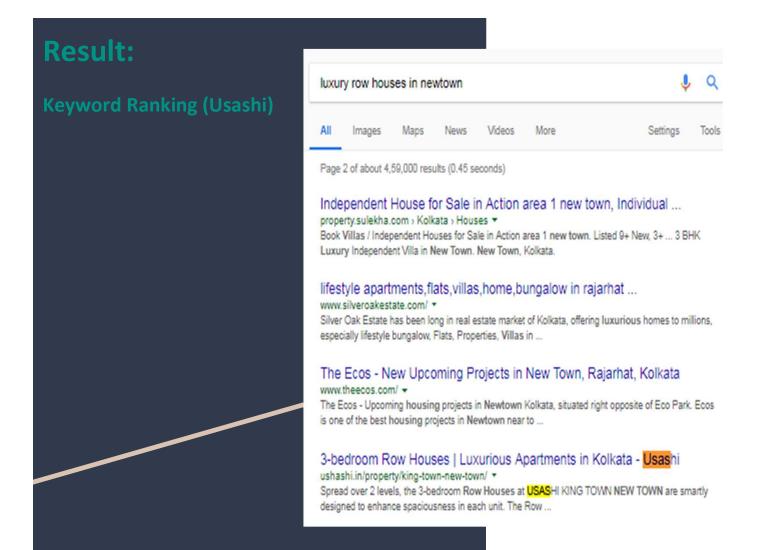
Keyword Ranking (Usashi)

KEYWORD	SEARCH ENGINE	BENCHMARK	RANK	POSITION
buy budget flats in kolkata	GOOGLE	30	28	Monitoring
luxury 3 bhk flats in newtown	GOOGLE	10		Monitoring
luxury row houses in newtown	GOOGLE	12	15	Monitoring
upcoming projects in rajarhat with home loan assistance	GOOGLE	23	22	Monitoring
upcoming budget flats in kolkata	GOOGLE	33	21	Monitoring
luxury flats in barasat	GOOGLE	32	39	Monitoring



Keyword Ranking (Evanie)

KEYWORD	SEARCH ENGINE	LAST MONTH	RANK	POSITION
		RANK		
luxury row houses in newtown	GOOGLE	9	5	MONITORING
budget flats in newtown	GOOGLE	15	11	MONITORING
budget flats in rajarhat	GOOGLE	18	21	MONITORING
buy budget flats in kolkata	GOOGLE	22	22	MONITORING
affordable upcoming residential projects in kolkata	GOOGLE	11	13	MONITORING
new upcoming residential projects in kolkata	GOOGLE	29	27	MONITORING
buy houses in birati	GOOGLE	26	31	MONITORING
affordable flats in rajarhat	GOOGLE	37	39	MONITORING
upcoming residential projects in barasat	GOOGLE	19	19	MONITORING





upcoming budget flats in kolkata





All

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Page 2 of about 91,80,000 results (0.48 seconds)

Best deal on Flats at Kolkata | Unique features at best price

www.realtechnirman.com/hijibiji/2&3-BHK-Flats • 033 7141 7171

Get premium 2/3 BHK flat for sale with good connectivity. Few are left. Hurry up! Swimming Pool. Commercial Space. Car Parking. Dedicated Gymnasium. Landscape Garden. Community Hall. Amenities: Power Back-up, Fire Protection, 24x7 water supply, Community Hall, Green Open Area.

Upcoming Projects in New Town Kolkata - Makaan.com

https://www.makaan.com → home → Property In Kolkata → Property in New Town ▼
Looking for Upcoming projects for sale in New Town Kolkata?. Choose from listing of Upcoming residential projects in New Town Kolkata online on Makaan.com. ... Buy Budget Property. Budget Apartments/Flats for Sale in New Town · Budget ...

Upcoming Projects in Kolkata, Residential Flats & Apartments By Eden ...

https://www.edengroup.in/properties-budget/upcoming-real.../Pricepersqftupto-3500 ▼
Beautifully designed residential flats & apartments near metro stations, schools, ... Property in Kolkata; Upcoming Real Estate Projects ... Filter by Budget:

Projects in Kolkata: New Upcoming Projects, Flats, Plots in Kolkata

https://www.planmyproperty.in/projects-in-kolkata.html *

New Projects in Kolkata: Upcoming projects, flats, plots, apartments in Kolkata. List of projects ... Hence, you can some good low budget flats in Kolkata as well.

Merlin Group - All New Projects by Merlin Group Builders & Developers

https://www.proptiger.com/merlin-group-104977 *

Jun 8, 2018 - India Property · New Project ... Kolkata. □ 61.23 L- □ 1.35 Cr. Merlin Group. Possession date: Dec'21 ... Images for Elevation of Merlin Next. 11.

I am planning to buy property in Kolkata. My budget is around 7 to ...

https://www.quora.com/l-am-planning-to-buy-property-in-Kolkata-My-budget-is-aro... •

You can go with the under construction projects. We are offering 1 BHK flat in New Town at 6.9 Lac, just beside the upcoming Infosys IT city. In entire new town ...

Leading Real Estate Developer in Kolkata

www.merlinprojects.com/ *

Merlin Group is the leading real estate builder and developer in Kolkata. Explore our wide range of affordable & luxury ... triangle-icon.png · flats in south kolkata ...

Usashi: Buy Budget flats in Kolkata | Upcoming Residential Projects

ushashi in/



luxury row houses in newtown



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New

More

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About 4,59,000 results (0.51 seconds)

Luxury Like Never Seen Before | 88 East by Tata Housing

(Ad) www.tatahousing.in/ ▼

Coming Soon 3, 4 & 4.5 BHK Residences At Alipore

Villa/Independent House for sale in New Town, Kolkata East - Villas ...

https://www.99acres.com > Property in Kolkata > New Town ▼

Find 15+ Villas / houses for Sale in New Town, Kolkata East on 99acres.com. ... From residential apartment to luxury homes, kolkata offers a variety of option to ...

Luxury residence in New Town | 3 & 4 BHK Luxury Homes Kolkata ...

https://www.tatahousing.in/avenida/ *

... Milagro Interactive. Avenida Logo. Rendered Image – For representative purpose only. 3BHK. 3 & 4 Bed Residences, Duplexes and Villas : 1.4 Cr* Onwards ...

Luxury Project in New Town Kolkata - Buy Luxury Projects for Sale in ...

https://www.proptiger.com → Property in Kolkata → Property in New Town ▼

Get new luxury projects by reputed builders in New Town Kolkata at ... Property in New Town Luxury Project in New Town Apartments for sale in New Town.

Luxury Projects in New Town, Kolkata | Luxury Villas/Apartments in ...

https://housing.com > Home > Kolkata ▼

Browse New Luxury Residential Projects in New Town, Kolksta for Sale. Get 100% Verified Property details for all the Listings - Only @ Housing.com.

Villas in New Town, Kolkata | Villa for Sale in New Town - MagicBricks

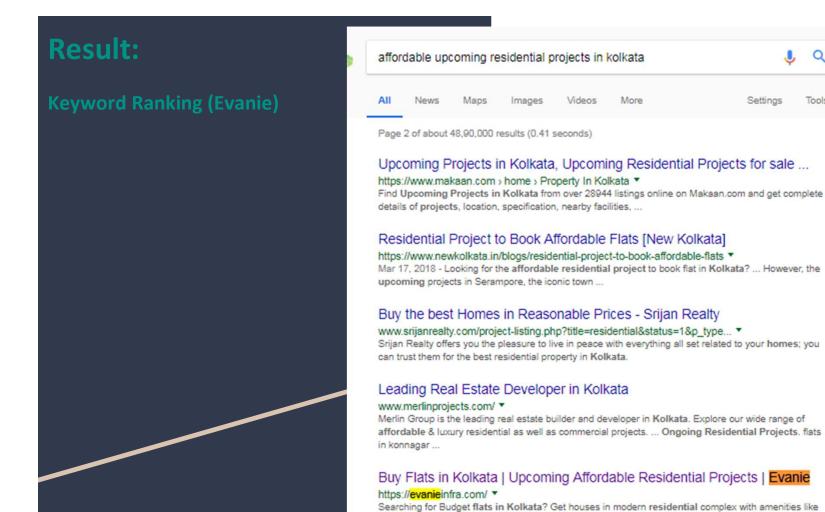
https://www.magicbricks.com > Home > Kolkata > Property in Kolkata > New Town ▼

Elegant and Most Iuxurious G+1 Property3 BHK bungalow in New Town and Rajarhat On main Road Township project. Total area 1600 acre and with over ...

Luxury homes in kolkata | Buy houses at New Town | Luxury ...

https://evanieinfra.com/king-town-new-town/ *

King Town by Evanie offers Iuxurious 2 & 3-storey row houses at New Town with amenities like solar lighting, ATM utility store etc at a reasonable price tag.



Banquet Hall, 24×7 CCTV security & power backup etc.

Keyword Ranking (Evanie

Luxurious houses in Kolkata | King Town Barasat | Residential projects

https://evanieinfra.com/happy-nest/ -

Upcoming Residential Projects in Kolkata | Book 2 BHK Flats | Buy flats in Kolkata ... Usashi King Town – Barasat's first ever, fully integrated residential township.

Upcoming Residential Project at Barasat | Krishnanu Mukherjee ...

https://www.linkedin.com/.../upcoming-residential-project-barasat-krishnanu-mukherjee
Oct 28, 2015 - We are coming up with a residential project (approx 172 flats in Ph-1) at Barasat (near Kajibari More,on Barasat Barrackpore Road) with all ...

First Sports Themed Homes | Unimark Sports City at Barasat

(Ad) www.unimarkgroup.com/Sports City/Barasat Project ▼

2.8.3 BHK Homes starting @19.9L. Book with 25,000. 100% Cashback on Your Booking. Green Building Project. Book with 25,000 Only. Request a Call Back. Amenities: Rooftop Swimming Pool, Mini Football Ground, Cricket Pitch, Cycling Track, Volleyball Court.

Award Winning Builder - Get 100% Cashback - Starts from 19.9 Lacs* - Enquire for Best Offers

New Projects In Barasat | New Projects in your Budget

M www.housing.com/Buy/Barasat ▼

Search For 1/2/3/4 BHK Projects In Your Budget In Barasat, Kolkata. Visit Now! Amenities Search. In-Depth Locality Info. Real & Verified Photos. Easy Home Loans. Price History & Trends. Types: Upcoming Projects, Ready to Move Apartments, Pre Launch Projects, Under Construction Flats.

Upcoming Project off EM Bypass | Price Starts From Rs 62 Lacs

www.shivomutopia.com/Shivom Utopia/EM Bypass Sale *

Upcoming Residential Project at EM Bypass by Shivom Realty. Enquire Now! Grand Lawn. Near Metro Cash & Carry. 1 Km from Ruby Hospital. Upcoming Metro Rail. 300 Mtrs from EM Bypass. Amenities: Swimming Pool, Cabana, Amphitheatre, Yoga Area, Gym, Library, Chess & Tennis Court.

Searches related to upcoming residential projects in barasat

fortune township barasat duplex 3bhk flats at barasat housing complex in barasat house on sale in barasat

i want to see flat in barasat upcoming residential projects in madhyamgram

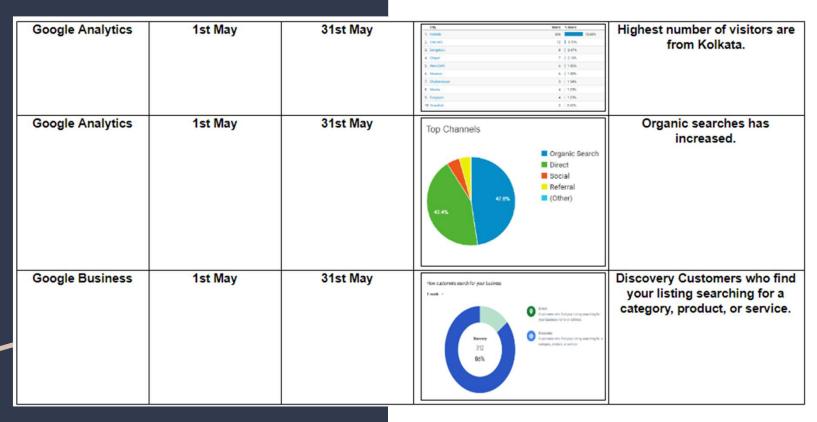
fortune heights barasat resale flat in barasat



Analytics (Evanie)



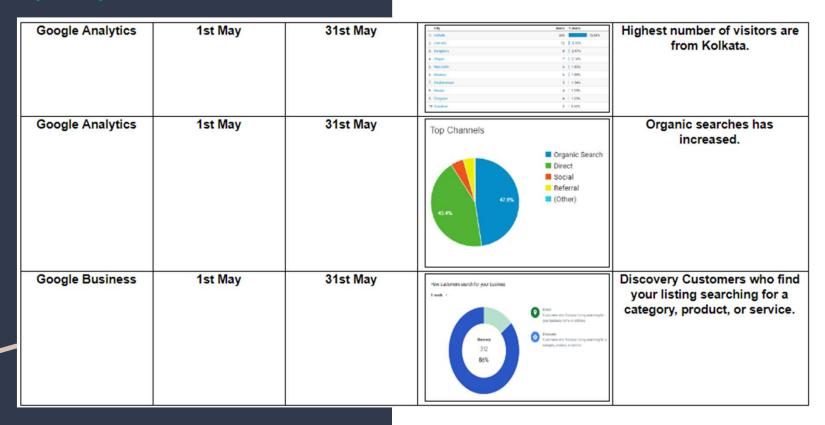
Analytics (Evanie)



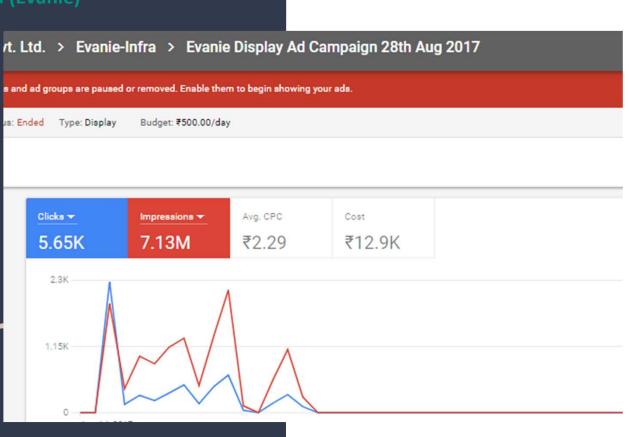
Analytics (Usashi)

FROM	ТО	IMAGE/ SCREEN SHOT	PLATFORM	REMARKS
01.05.2018	30.05.2018	The codimen search for your fault-assort Tapes - One of the code	Google Business Page	Direct Customers who find your listing searching for your business name or address.
01.05.2018	30.05.2018	Here to distance search for over bosiness Vasce - Description of the search search for the search	Google Business Page	Discovery Customers who find your listing searching for a category, product, or service.
01.05.2018	30.05.2018	When customers also purchashes on Groups Socially and on the foreignment is for polyment Socially and one foreignment is for polyment Social area (S.N.) John John Social area (S.N.) John John John John John John John Joh	Google Business Page	The Google Insights services that customers use to find your business on web and Where customers view your business on Google.

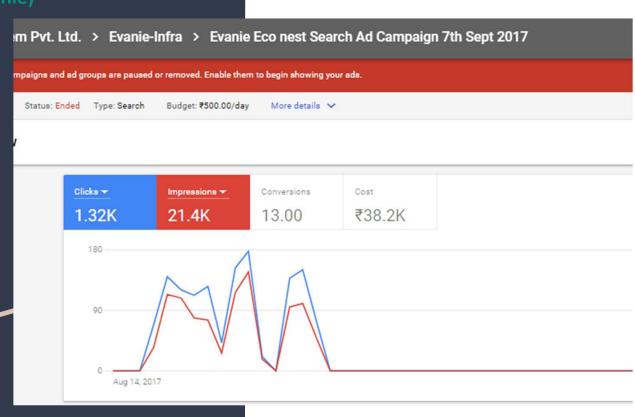
Analytics (Usashi)



Google Display Ad (Evanie)

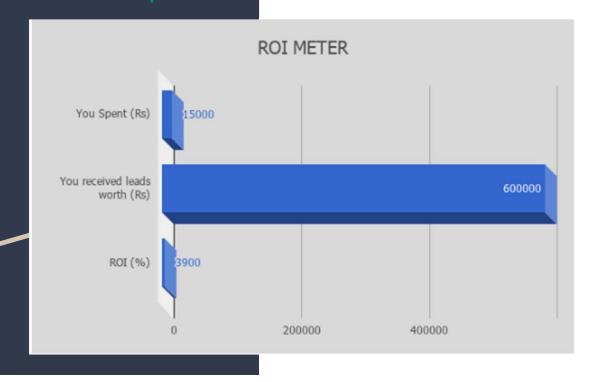


Google Search Ad (Evanie)



Conclusion

The bottomline of this presentation is that the client is quite happy with our effort as they are getting 3900% average month on month ROI & they have increased investment in phases in last few months with additional projects awarded to us for promotion.



Other Real Estate Projects Worked On

1) DN Newtown of DN Homes Group project in Bhubaneswar - Government Approved Township Projects in Bhubaneswar. DN Homes had launched DN Newtown luxury project with Villa, Residential apartments & Duplex targeting upper middle class people.

More than 100 plots sold out in 9 months with our complete Digital Marketing solution

THANK YOU

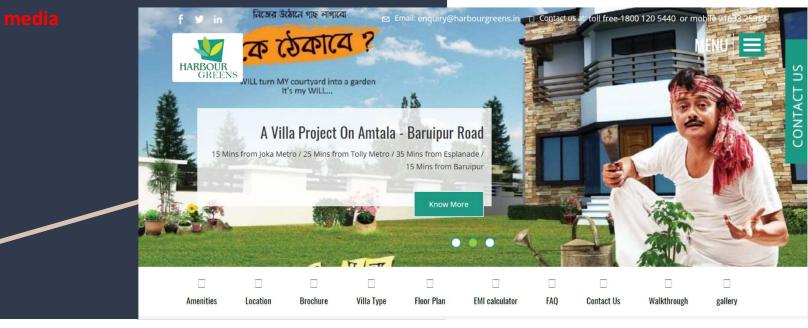
DN NewTown is officially sold out. We would like to thank you all. For more property options please visit our corporate website. http://www.dnhomes.net



Other Real Estate Projects Worked On

2) Harbourgreens - Harbour Greens is a unique affordable Villas/Bungalow project in Amtala, South Kolkata (http://www.harbourgreens.in/)

Worked briefly for them. Developed their website & made their brand visible in search engine & social



Few Testimonials

Rajesh Ghosh - VP, DN Homes



Few Testimonials

1) Arindam Chatterjee - Sr. Manager, Corp. Administration



HRD Usashi <hr.usashi@gmail.com>
to Angira, Team, me, Vijay, Biplab, Rima ▼

Nice. Go ahead.

Arindam Chatterjee Sr. Manager - Corp. Administration

