



Highlights

- Reduce campaign cycle time and time-to-market and increase campaign volume
 - Reduce costs of marketing campaigns
 - Improve response rates and business results by increasing the precision of campaign targeting
 - Deepen customer relationships, loyalty and lifetime value
 - Enable cross-channel marketing by using centralized decisioning
-

IBM Unica Campaign

Deliver personalized, relevant marketing messages across all channels

Speaking directly to each individual customer is the key to successful marketing. But how do you target thousands—or millions—of individuals with just the right message? How do you track and honor individual customer preferences? How do you quickly and cost-effectively design, execute and measure customer-driven communication strategies across all of your channels, online and offline?

Research shows that more than 50 percent of consumers start online, but use a variety of online and offline channels during their buying process. However, most organizations are unable to deal with this reality. They can't interact with customers consistently across all channels or move them smoothly through a multichannel buying cycle.

With IBM® Unica® Campaign and its companion products, you can plan, design, execute, measure, and analyze multiwave, cross-channel, and highly personalized marketing campaigns.

Unica Campaign's recognized, best-of-breed functionality and scalability play key roles in defining and executing interactive dialogues with customers and prospects.



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