

Web Development Examples

May 2022

We've been developing custom software applications for 30 years, but here are just a few of our more recent website and marketing-related projects.

Most recently serving as North America Head of Marketing & Web Development for a \$4 billion global retail travel company, our past work has taken us through numerous industries and business models -- and provided a wealth of experience that we can extend to you.

Whether building new systems from the ground up, or enhancing existing systems, we've always approached each project and partnership with a forward-looking eye:

- using cutting-edge marketing strategies and tactics proven to boost sales & engagement
- providing a fulfilling, rewards-driven customer experience
- and by improving productivity with business automation

To accomplish this, there is as much – or <u>more</u> – going on *behind the scenes* of our work as there is on the front-end. *What you get is MORE than what you see.*

We have integrated multiple, separate sources of data to provide a 360-degree view of the customer to more clearly understand their needs... we've given customers reasons to stay loyal so they keep coming back... and we make our clients' lives easier so they can *do more* with *less effort*.

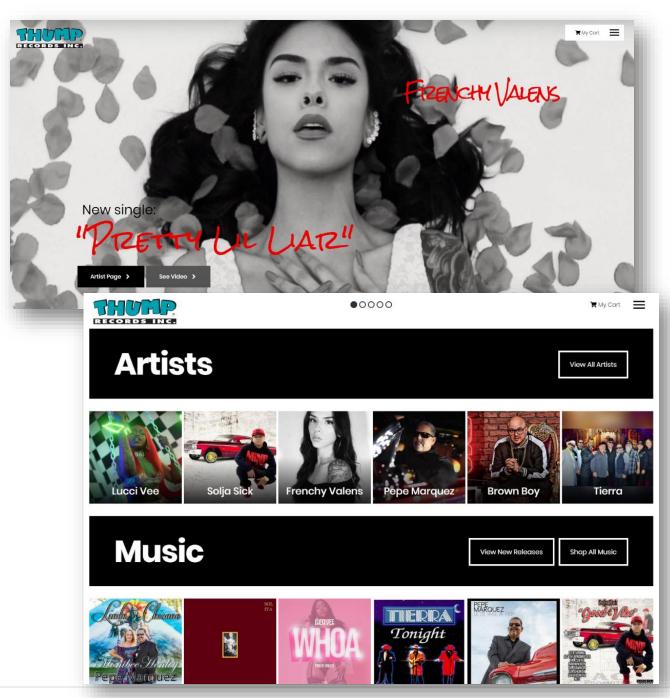
Thump Records (Universal Music Group)

Here is a website we recently built for a record label under Universal Music Group we have a partnership with – **Thump Records**, in the music business since 1990. This is a good example of a full-scale e-commerce site where we built and continue to maintain everything from content to graphic art to e-commerce, with marketing automation running behind the scenes. As an overhaul to an older website, the new website more than tripled web traffic and increased sales by over 300% in just the first month.

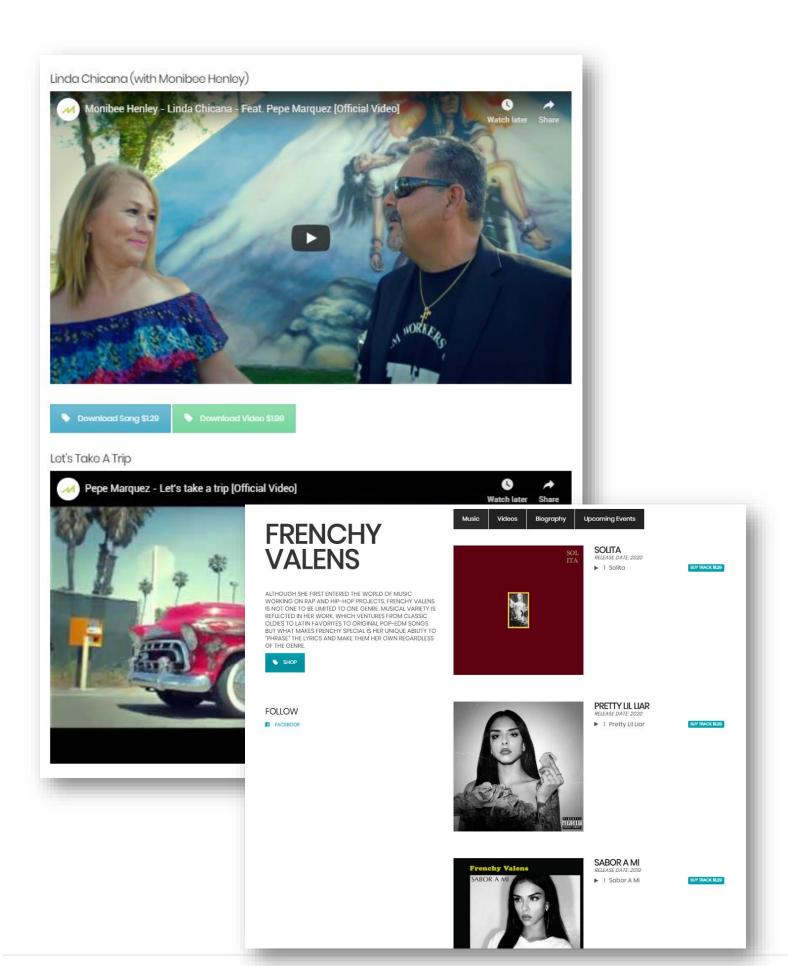


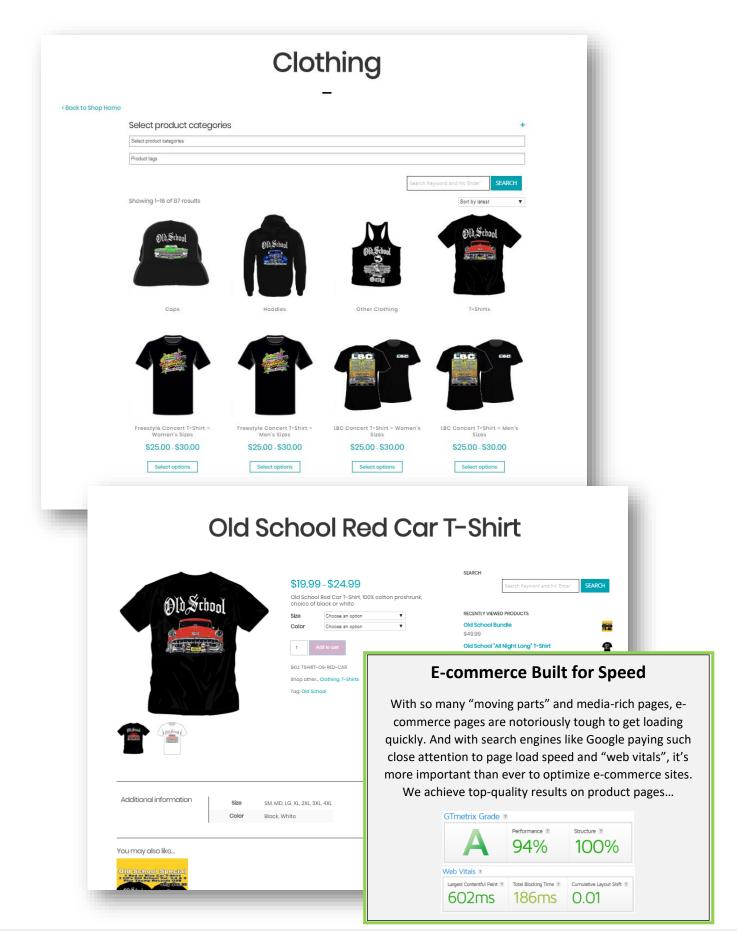
THE ORIGINAL

https://thumprecords.com











Instead of using third-party (pre-made) engagement & "gamification" tools, we build our own which gives us complete control over the branding, functionality and content to create something truly unique – tailored to the client's industry and market. This high level of customization gives our clients a considerable advantage.

The <u>Lowrider Wheel of Bling</u> popup (pictured above) is a perfect example of this. In exchange for the customer opting-in to receive marketing email communication, they can "spin to win" this animated wheel to get discounts and giveaways. The result is boosted sales, customer engagement, and <u>valuable</u> marketing permission!

Giveaways and discounts are purchase-dependent (i.e. "free oldies CD with a purchase") and we have full control over the probability of the customer landing on each prize. We also built a marketing automation system to send emails reminding customers to redeem their prizes before they expire.

Since introducing the Lowrider Wheel of Bling to ThumpRecords.com:

- Sales lifted <u>over 55% in the first 30 days after implementation</u>
- A <u>significant</u> marketing opt-in email list has been built and continues to grow (now over 5,000 after just one year)
- The added engagement has resulted in a major SEO improvement for the website with bounce rates going from 45% to just 18%

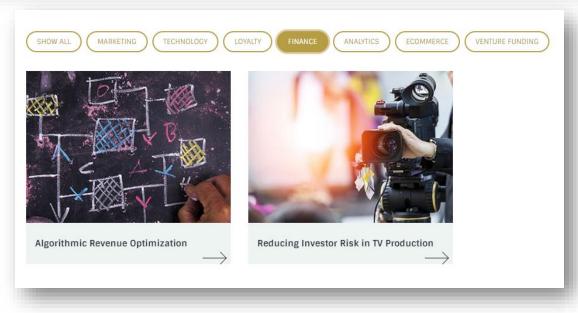


Brass Ring Consulting Group Website

This is our own website, which includes marketing automation features, appointment scheduling & payment processing, a blog and case studies.

https://www.brassringconsult.com







Marketing today has become incredibly technology-oriented. To stand out from the crowd and hit your sales targets, you need a full-service Marketing Consultant partner who knows traditional marketing and brand-building as well as the very latest digital tools and strategies. That's where we come in.

Understanding what your market needs and creating a consistent brand identity across all channels of communication is critical. But that's just the start. In today's fast-paced digital world, your target market is a moving target. Success requires constant testing and tailoring your marketing message—down to the individual.

We act as your outsourced Marketing team (or an extension of your existing team) to create systems that transform your business by empowering you to truly know your customer. We also leverage our experience to work holistically, knowing that your marketing strategy needs to align with every aspect of your business-from product strategy to operations to finance.

- > B2C and B2B
- Competitive Analysis
- Distribution Channels
- > SEO, SEM & Analytics
- > Personalization, A/B Tests
- > Loyalty, Affiliate & Referral
- > Marketing Automation
- > Lead Nurturing & CRM Systems
- > Digital & Print Advertising
- > Email Marketing Strategy
- > PR, Social Media & Content
- Direct Mail Campaigns



Do more with less.

A Marketing Automation platform is an incredibly powerful tool to drive more leads, convert leads to sales and prove your ROI. We have a perfect solution for you.

Top Marketing Consultants

UpCity Certified Partner

2019

Read more... →



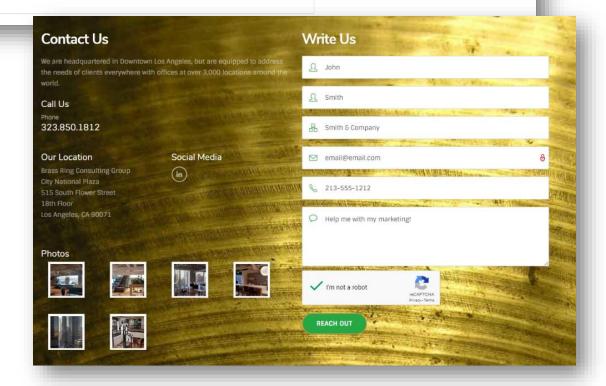




We've won numerous awards for our marketing work and built marketing platforms reaching over 22 million consumers. No job is too big or too small! How can we help you?

We knew we needed to hire strong, outside talent to help us manage our rapid growth as we were turning a little \$4 million travel agency into a \$325+ million travel management company with five lines of business. Brass Ring Consulting Group not only quickly redesigned and rebuilt our enterprise marketing strategy, but also had vision and skills across the entire organization... they could be relied upon to understand complex needs and execute plans to high standards that surpassed my expectations.

> Joe McClure President - Montrose Travel (now CTM)





Choose Appointment

FREE Intro 60 Minute Consultation

1 hour

New clients only! Reach for the Brass Ring with a FREE 60 minute business consultation. Share your business challenges and needs directly with BRCG's Managing Partners, Nathaniel Devereux and Chris Martin, and get actionable solutions and recommendations toward your success.

Add to your appointment...

- Extra 30 minutes+30 minutes @ \$100.00
- Extra 60 minutes+1 hour @ \$200.00

2:00pm

2:30pm

3:00pm

Extra 90 minutes+1 hour 30 minutes @ \$300.00

MORE TIMES >

томоrrow Friday May 10	NEXT WEEK Monday May 13	NEXT WEEK Tuesday May 14	NEXT WEEK Wednesday May 15	NEXT WEEK Thursday May 16
1:00pm	10:00am	10:00am	10:00am	10:00am
1:30pm	3 minutes	What is Marketing Automation?		
		What is marketing automation and what can it do for you? Is your business r		



What is marketing automation and what can it do for you? Is your business ready for a marketing automation? What should you look for in a marketing automation platform? We answer these questions and more.

Posted by: Brass Ring Consulting Group

READ MORE



Inbound vs Outbound Marketing

Inbound vs outbound marketing: what are the pros and cons of each, and how can both approaches be combined for better marketing?

Posted by: Brass Ring Consulting Group

READ MORE



Guide to SEO Marketing Services

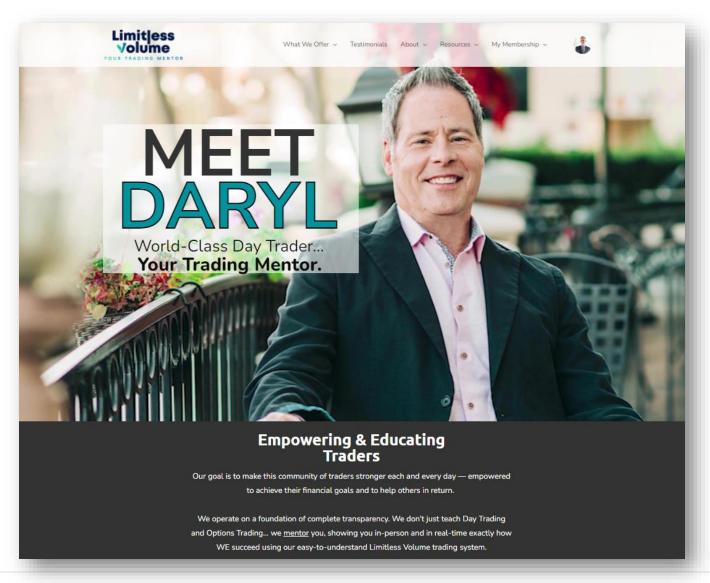
What makes SEO marketing services effective? What does SEO stand for in marketing? What



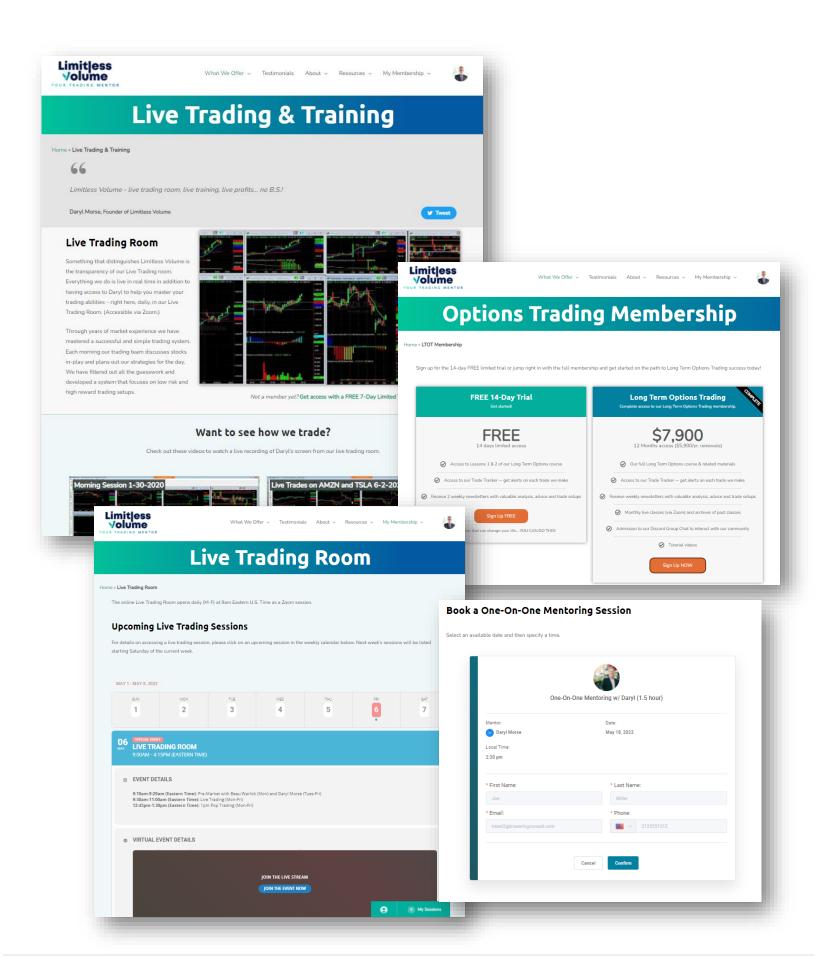
Limitless Volume – Day Trading e-Learning & Membership

Limitless Volume (https://limitlessvolume.com) is an e-learning and membership website for stock day traders led by day trading guru Daryl Morse. The website features:

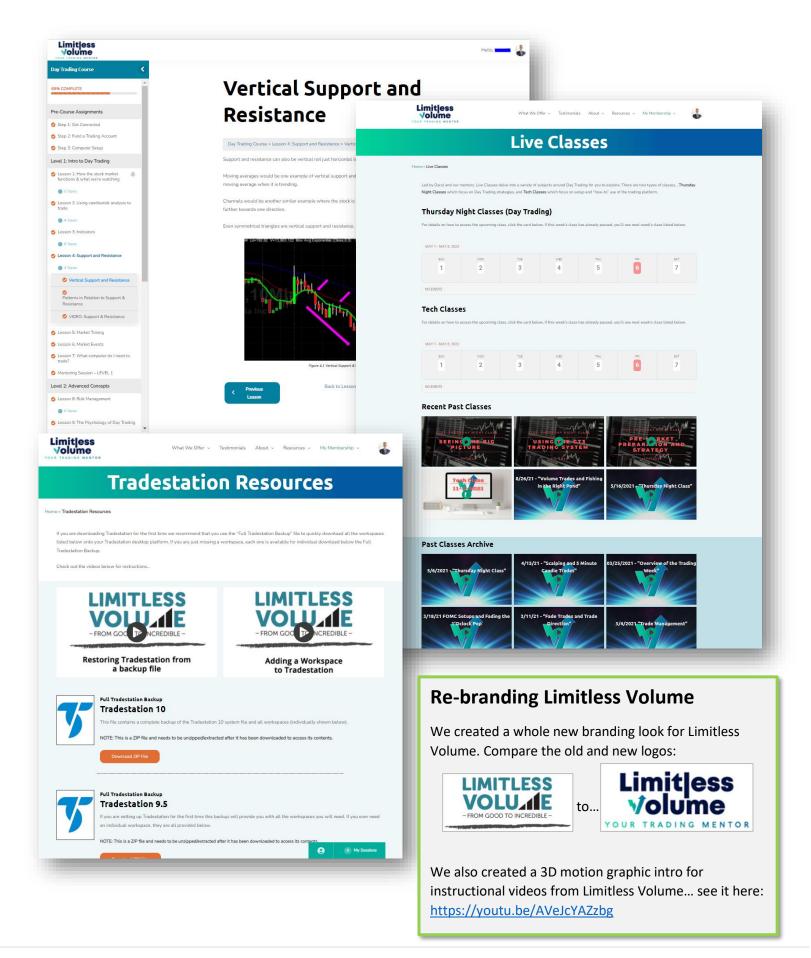
- Multiple membership options, including trial memberships
- Multiple online courses with text and instructional video as well as one-on-one live video mentorship as the student progresses
- Downloadable resources for members
- The ability for students of certain membership types to schedule mentorship sessions with Daryl or others on Daryl's team with certain specializations (like tech support)
- Gated access to Daryl's daily live trading room (Zoom session), restricted to a specific membership level
- A "trade tracker" feature that alerts members of new trades as they're being made via SMS and email, with an online portal for members to view current and past trade details
- Member access to scheduled live (Zoom) classes and access to archived video of past classes.
- Private messaging between mentors and members
- Full integration with Hubspot CRM to track prospects and members alike.













Howard's House Cleaning Referral Agency

We completely rebuilt the website for **Howard's House Cleaning Referral Agency, Inc.** -- L.A. and Orange County's top-rated maid service. Here's a great example of a *custom-built* Wordpress site – no templates used – that's highly optimized for **speed and local SEO** without sacrificing things like fun animations, video and marketing features.

(Note: all the content – graphic design, video, website copy -- is our work with the exception of the blog copy... we have advised the client to improve the quality and SEO optimization of the blog content and that is now being addressed.)

https://www.howardshousecleaning.com







Built for Speed...

GTMetrix performance - Services Page:





Branding Video

Integrated into the website is a video about Howard's House Cleaning Referral Agency. You can see it by clicking on the image link here:

https://youtu.be/1luLzws1WjU

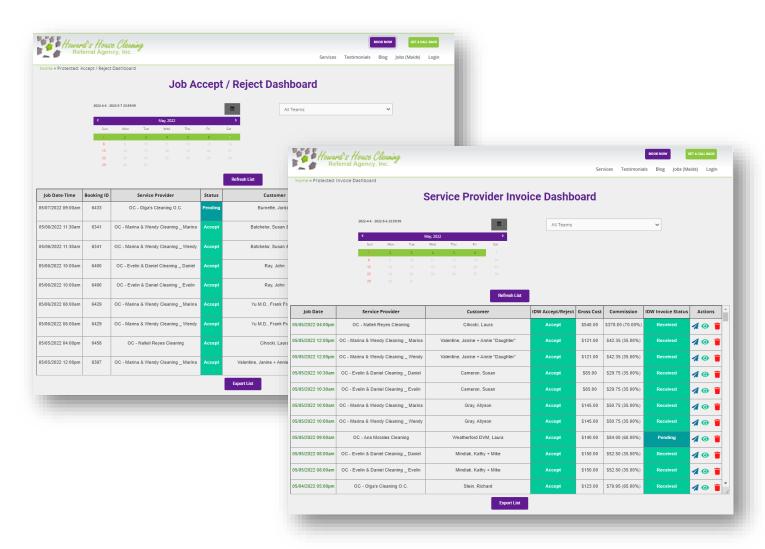




Built for Business...

Since the business is a referral agency whose cleaning crews are independent contractors, there are governmental compliance rules that require the business to maintain specific records of work offered to and performed by those independent contractors. For example, a whole series of documents and agreements need to be in place and signed prior to the contractor beginning work. And then, acceptance or rejection of jobs offered to contractors must be recorded, as well as invoices for those jobs received from the contractors.

So, we built a comprehensive system that automated and streamlined the onboarding documentation process, and then automated the job acceptance/rejection and invoicing processes while maintaining historical records of everything needed for compliance. Records can be exported to Microsoft Excel for archival purposes as well. Emails sent to contractors for compliance purposes are automatically sent daily at specific times but can also be re-sent manually by the business operator. These functions are hidden behind a password-protected part of the website.

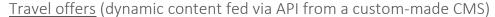


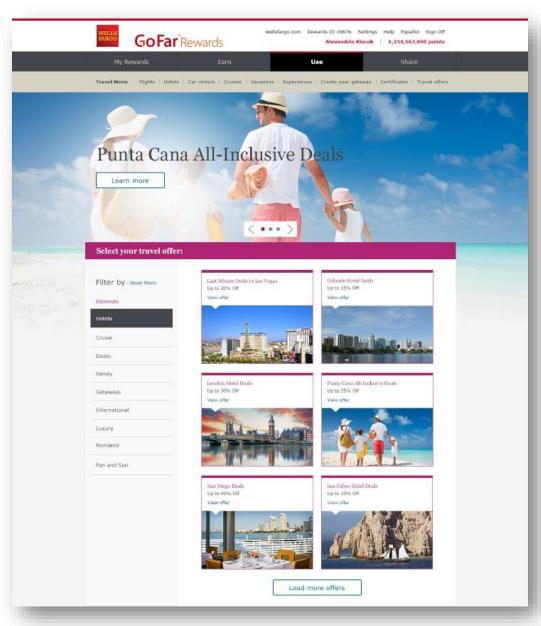
The system integrates via API with the service booking platform Launch27 to synchronize jobs upcoming and jobs completed, team assignments, commission rates, job cost totals etc.



Wells Fargo – Go Far Rewards Travel Website (select screenshots)

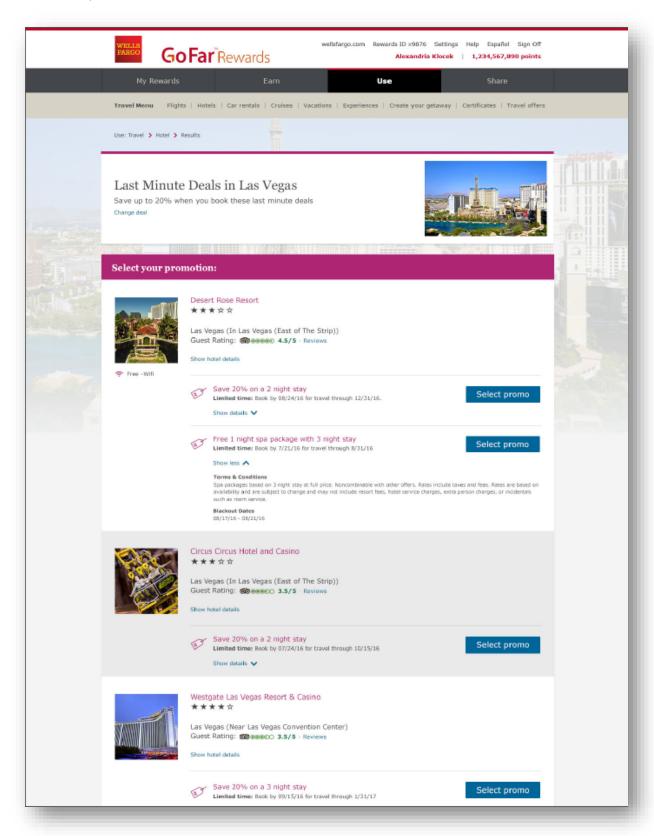
Accessible to 17 million Wells Fargo cardholders, the Go Far Rewards program offers the ability to earn points for purchases and redeem them for travel (among other things). We led the development team that built the Travel portion of the rewards program, accounting for approximately \$150 million in annual purchases of flights, car rentals, hotel stays, cruises and vacation packages. Here are some of the marketing-oriented features we built as well...





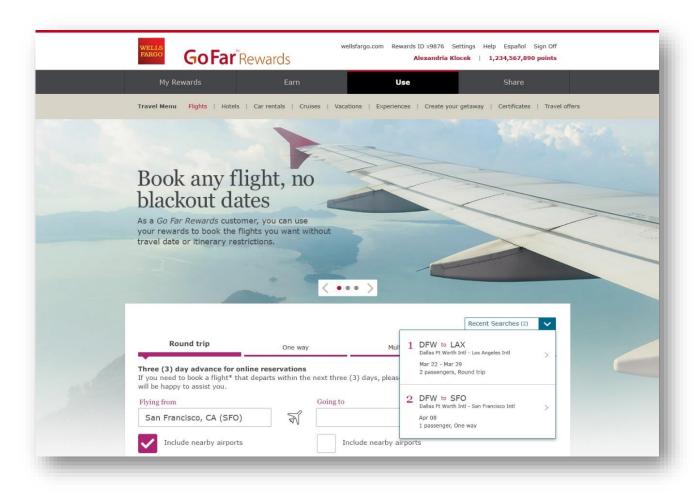


<u>Hotel Deals</u> (dynamic real-time content obtained via integration with Expedia's hotel deals API)

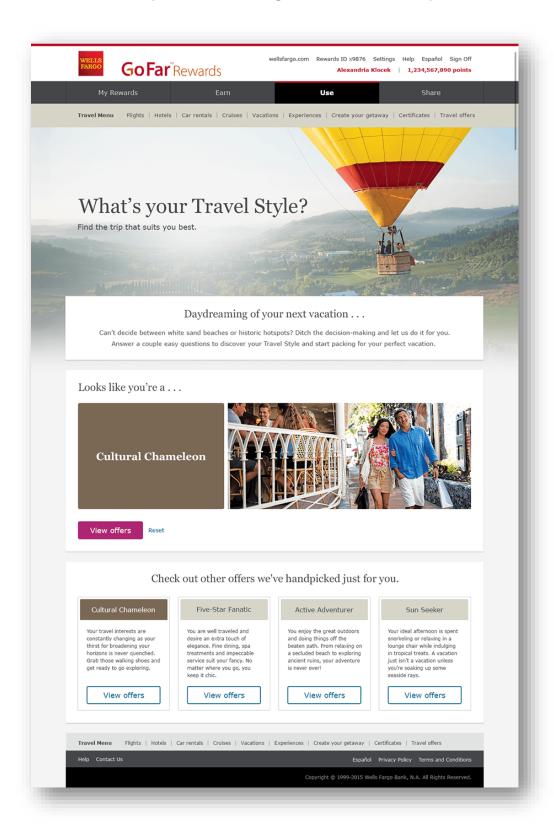




<u>Recent Searches</u> (storage and instant recall of the user's most recent flight, hotel, and car rental searches)

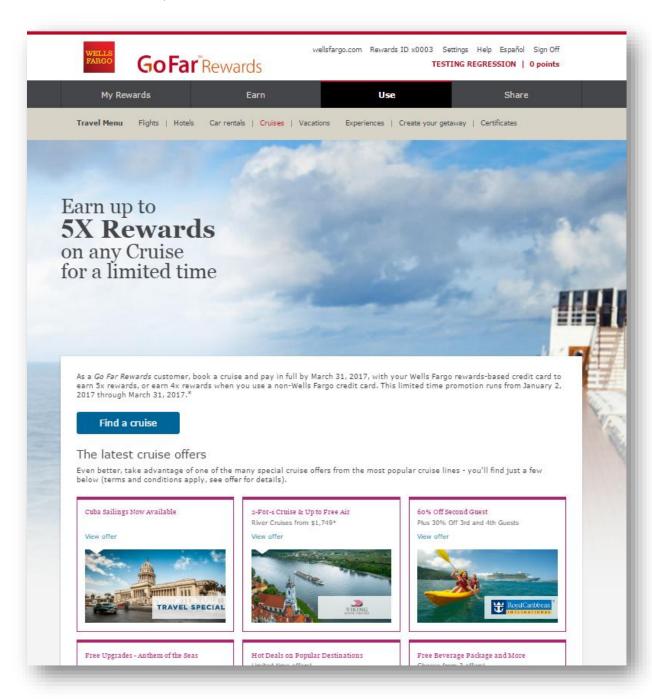


<u>"Travel Style" Campaign</u> (personalized travel recommendations based on the user's interaction with the site; implementation of "gamification" features)





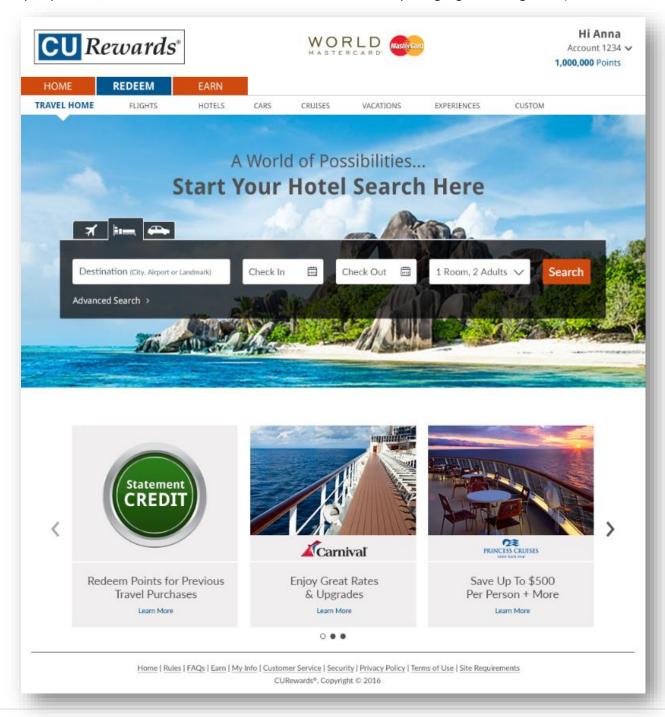
<u>Cruise & Vacation "Bonus Points" Promotions</u> (dynamic content from custom CMS source, complex back-end system to award "bonus points" for purchases online and offline via the call center)





CURewards Travel Website

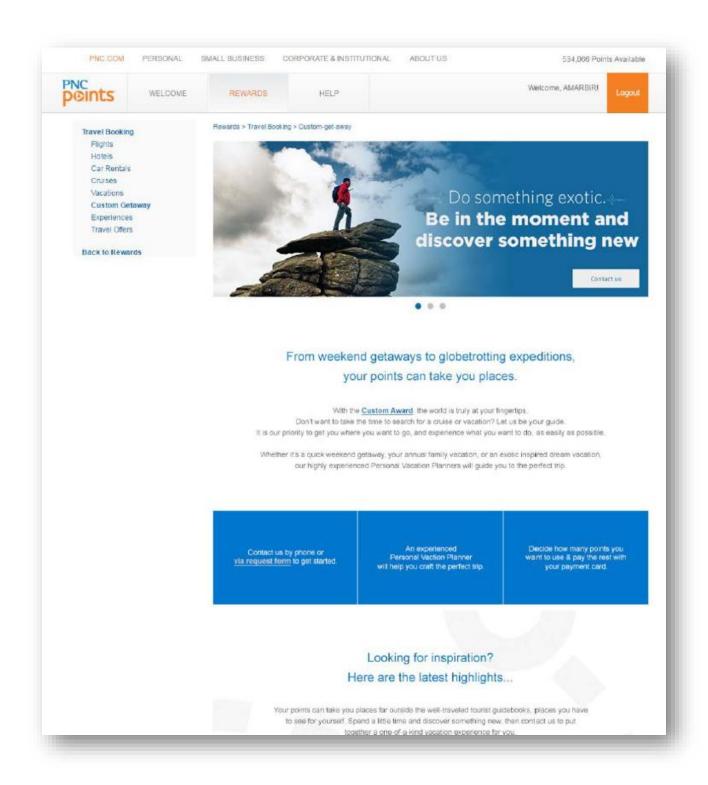
CURewards is a Visa and Mastercard loyalty program serving 8 million members of credit unions around the country, and accounting for over \$70 million in annual purchases of flights, car rentals, hotel stays, cruises and vacation packages. Like with the Wells Fargo program, we helped lead the team that built the Travel portion of the rewards program and built several key features ourselves, including **travel deals** (shown below, which open to details via a modal popup) and **traveler profiles** (ADA-compliant user storage and recall of personal & family member information like frequent flyer program numbers, passport info, contact info etc. for instant field fill-in when completing flight booking forms).





PNC Bank - PNC Points Travel Website

Like the Wells Fargo and CURewards programs, this is the travel rewards program for cardholders with PNC Bank...





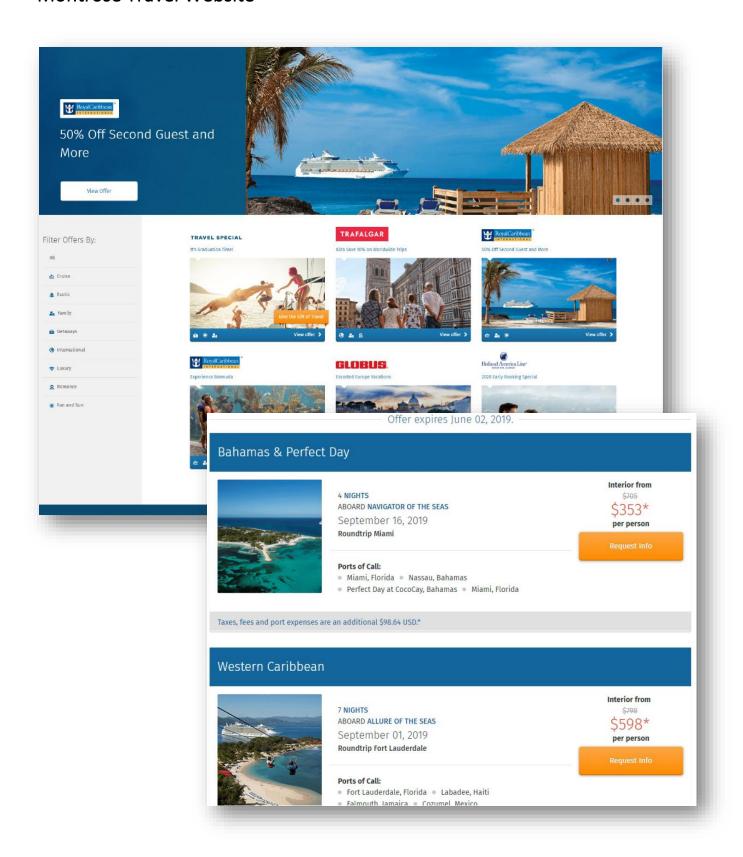
Big Day Records Website

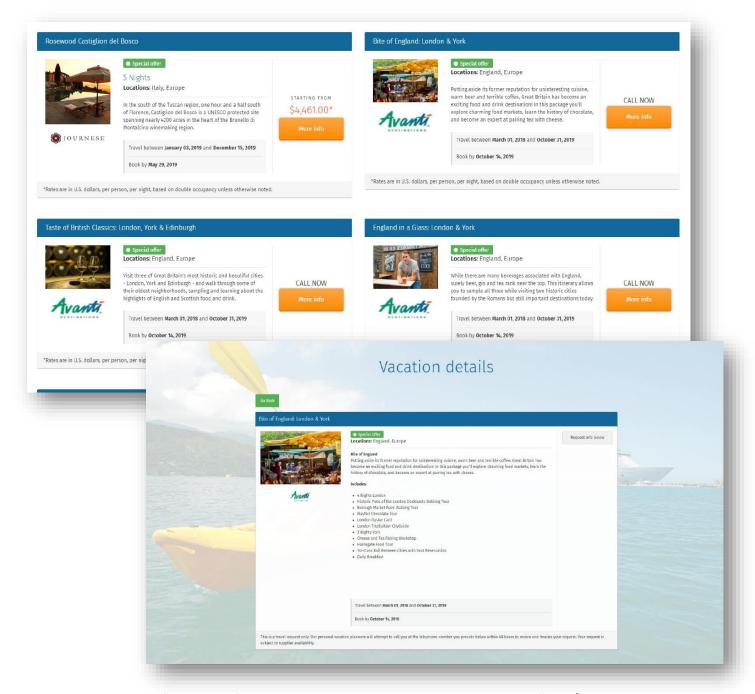






Montrose Travel Website





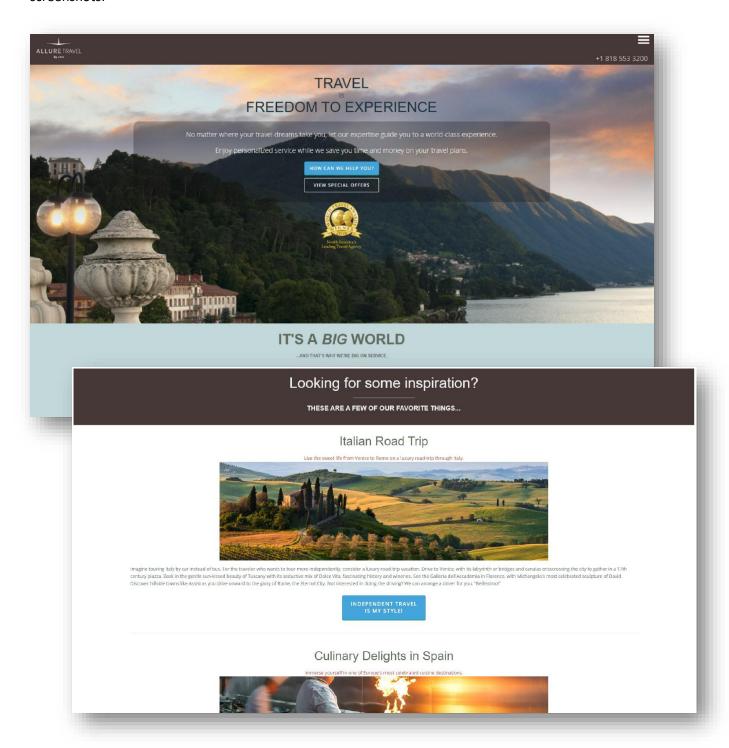
Serving as Head of Marketing for Montrose Travel, we helped grow the company from \$125 million to over \$325 million in a few short years. We were then instrumental in the company's acquisition by CTM (Corporate Travel Management), a \$4 billion global travel company. We were deeply involved with the merger, and served as Head of Marketing & Web Development for CTM North America, where our team built their website (now branded "Allure Travel"):

https://www.alluretravel.com/



Allure Travel Website (CTM)

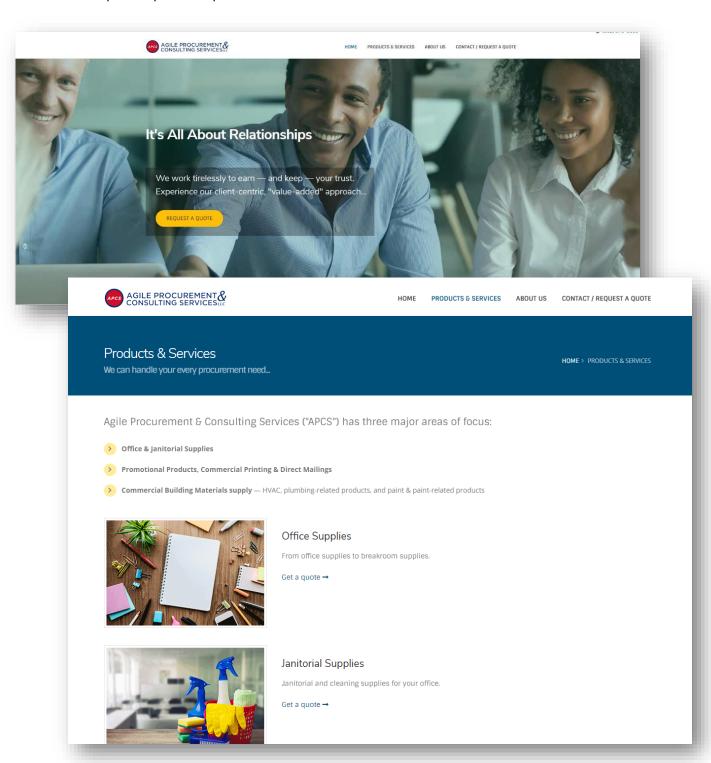
Prior to CTM's acquisition of Montrose Travel, the company maintained its own leisure travel brand called "Allure Travel". In 2019, Allure Travel absorbed the Montrose Travel brand, but prior to this we personally built and maintained a separate website specifically for Allure Travel. Here are a couple screenshots:

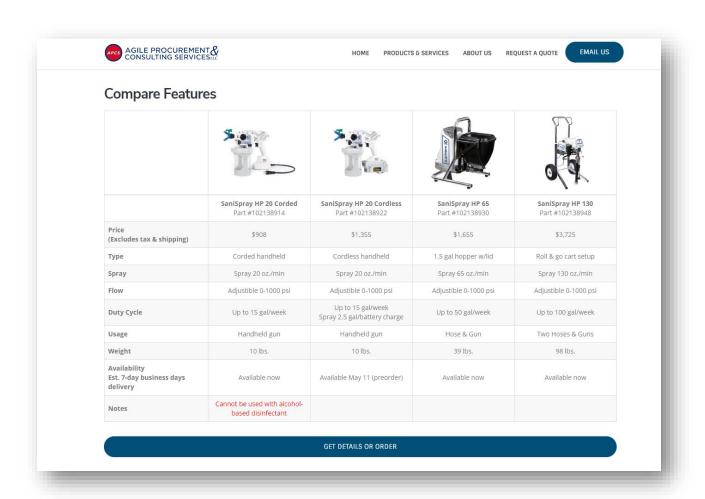




Agile Supply Company

This client is a Chicago-based procurement firm. The website is mostly informational with the ability for the user to "request a quote" on products and services. A full e-commerce site is on the horizon.





https://agilesupplycompany.com





Brass Ring Consulting Group is a full-service consulting firm, specializing in Marketing, Web Development, Product Strategy, Finance, Business Planning and Venture Funding.

We've been there on the front lines: writing and executing award-winning business plans and marketing plans, developing standalone and web-based applications to solve complex business needs or to deliver exceptional customer experiences, and raising millions in funding from angel and venture capital investors. We've played a key role in generating billions of dollars in revenue for our clients.

Our experience allows us to do what others can't — look at your business holistically.

Visit https://www.brassringconsult.com for more information.

