

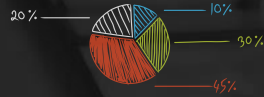
SEO



Website Development



Content Creation



Email Marketing

Content Syndication



Video Creation

OnlyB2B ITeS Pvt Ltd

Media Kit 2019

By focusing on top of the funnel, we arm your sales and marketing team with larger audience of potential leads to keep you ahead in the game



List Building



Lead Generation



Data Appending



ABM



Data Cleansing



Social Media



Directors' Note



Vikas Bhatt

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CRO, Only B2B ITeS

Remember an old saying “Plans are nothing and planning is everything?” This is a pious philosophy that took root long ago into how we manage our business, and then it stayed and contributed OnlyB2B’s growth and decision making. Being in this industry for more than 10 years I have gained immense knowledge from my fellow marketers. Quality has been in our DNA and we have consistency in delivering verified leads. From the very beginning of this journey, Ameet has always played the spine for me. Together we have fought with the deadlines, rejoiced verified deliveries, achieved a ton of happy customers, only because we still take pride in our services. If you want to learn more about how your business can generate more leads, do not hesitate to start a conversation with me via email.

Although Vikas and I have been working shoulder to shoulder for ages, OnlyB2B has been founded a few years ago and since then we both have gained more motivation to keep working on what we do the best. From the start of this date, our prime goal has been to provide our clients with a perfect blend of traditional methods with latest marketing strategies to reap phenomenal results. I believe in the methodology of giving our clients more brand satisfaction by giving them more than they expect, and to have that it is essential to have a smart subset of employees with a smarter set of employees working above them. Some people deserve to work in a perfect environment and some companies are perfect to partner with. If you think you are one of them, get in touch with me.



Ameet Bhinganiya

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CEO, Only B2B ITeS

Lead Generation

Process and Quality

Digital Marketing

About Us

You Dream. We Work.

We are a B2B demand generation powerhouse with operating centers across India. We help companies who are in constant search for business leads to make their marketing campaign a success. With us, you will experience a great blend of creativity and professionalism along with passion for what we do.



Need help?

Lead Generation

Process and Quality

Digital Marketing

Our Services



Lead Generation

Process and Quality

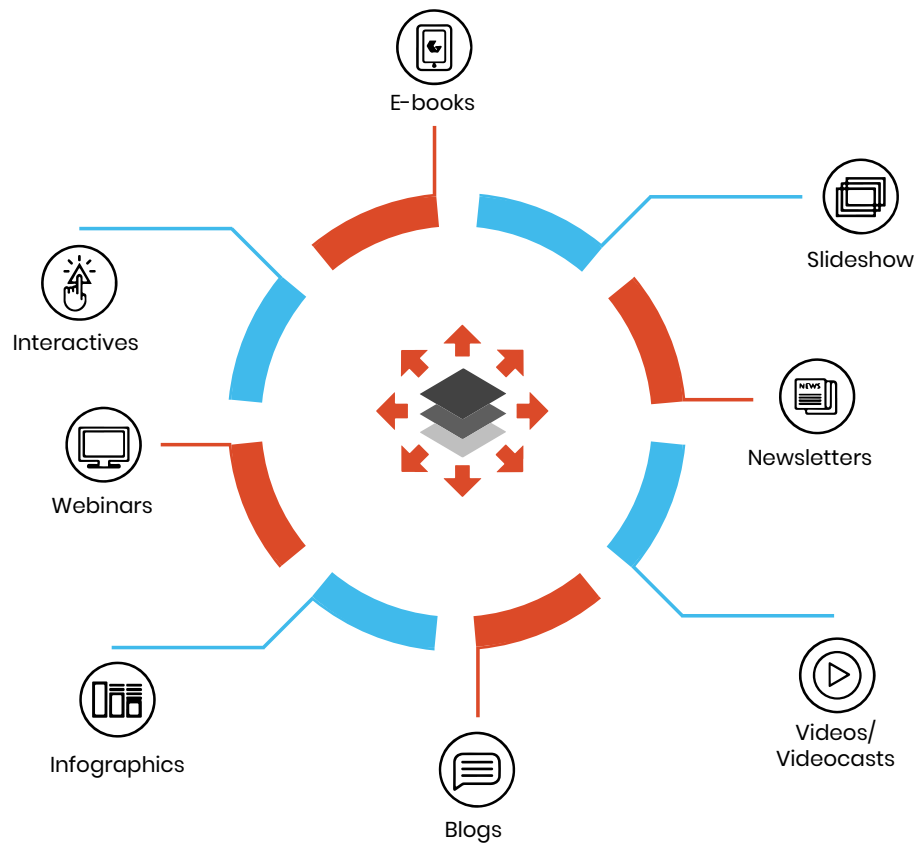
Digital Marketing

Need help?

Content Creation

Relevant, valuable and quality content for your Audience

To keep your audience engaged, it is necessary to have a balance between quantity and quality. It is not recommended for every business to keep content creation in-house. We help you create a streamlined content strategy that will become a magnet for your prospective buyers. With our inbound methodology, we bring customers directly in your pocket via White papers, E-books, Infographics, Landing Pages, and HTML emails.



Lead Generation

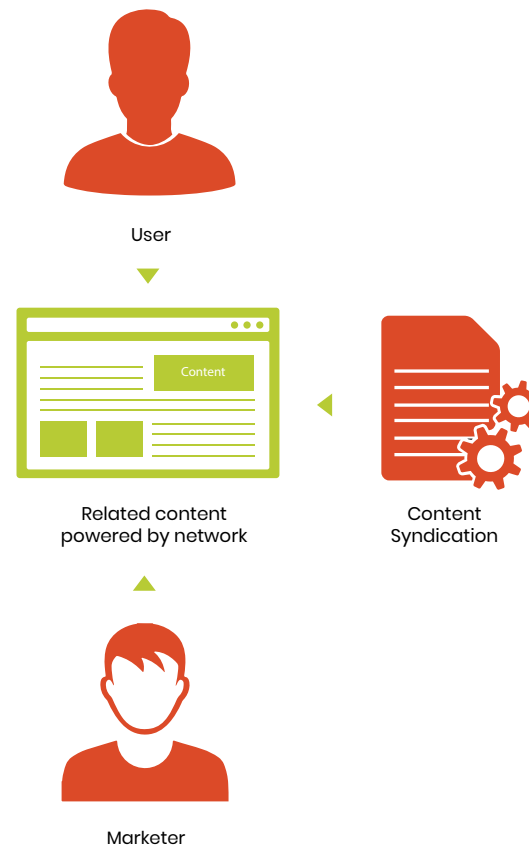
Process and Quality

Digital Marketing

Content Syndication

Creating valuable content is as important as content distribution

Why publish your content just on your site when you can publish elsewhere too? With our network, we will let your content be distributed so that you gain more visitors who can invariably become your customers in less time. Content can attract more active buyers if it's available in the right channels. In order to deliver high value leads, we manage every aspect of content syndication, including asset distribution, landing pages, and lead delivery.



Lead Generation

Process and Quality

Digital Marketing

Account Based Marketing

Delivering higher ROI than any of the other B2B marketing strategies

Account Based Marketing is the smartest way to identify that one target account that you have to woo. We pick target accounts based on preferred filters such as line-of-business, industry, company demographics (size, revenue, and employees), geographic location, and many more to give you a more refined result. We focus on identifying the niche set of companies as best-fit target market.



Lead Generation

Process and Quality

Digital Marketing

List Building

We save your valuable business time by discovering potential leads online

Did you know? A salesperson invests 90% of his time discovering contacts and building a list. We help companies save time by discovering potential leads online and building a list for the same. We verify their office location, name, company name, phone number, job title, email and deliver it to you as per specifications. At a very reasonable price, you can invest that 90% of that time into nurturing them.



Lead Generation

Process and Quality

Digital Marketing

Data Appending & Cleansing

A bad database not only damages your reputation and throws you in spam, but it is also a lost opportunity and credibility

A bad data will cost you a fortune. Silly mistakes are not acceptable in big organizations and thus your reputation is at stake if you overlook it. You can assign the time you invest in checking bad data into strategizing your business. We clean your database and append it with useful information including first name, last name, job title, job function, phone number, direct number, email address, address, city, zip code, country, website and much more.



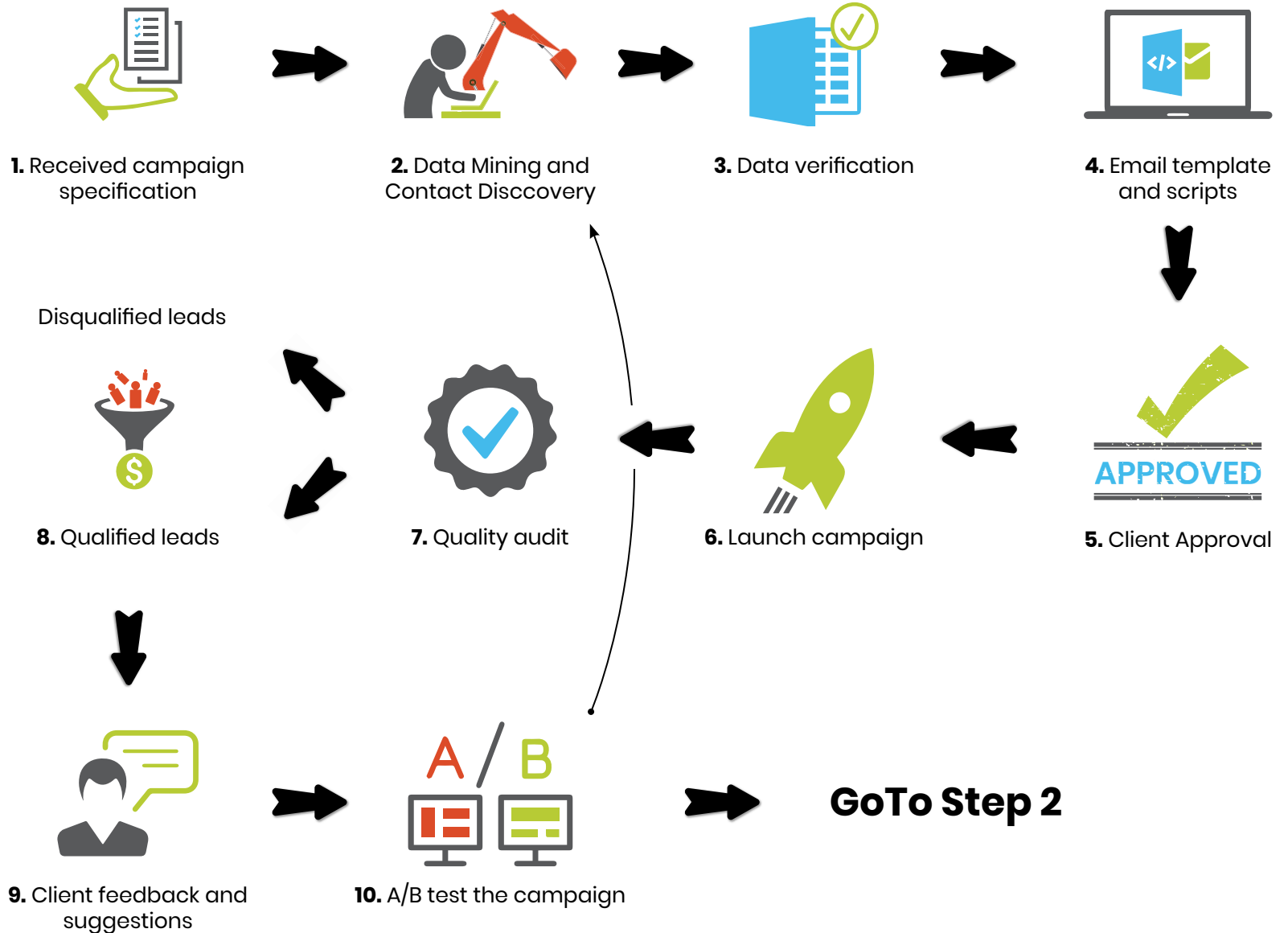
Lead Generation

Process and Quality

Digital Marketing

Lead Generation Process

From receiving the specification to verifying the discovered contact and getting it approved from the client, we have strict & streamlined Lead Generation Process



Lead Generation

Process and Quality

Digital Marketing

Quality step-by-step

Quality is an integral part of our work flow starting from discovering a contact to delivering it to client. We promote and contribute to DMA (Direct Marketing Association) compliances and best practices



1. Campaign Launch



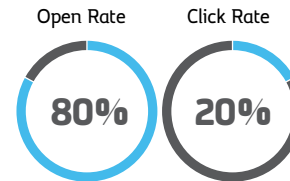
2. Lead scored through tele/email



3. QA Audits call/
verifies email leads



6. Final human verification of
qualified leads before delivery



5. Email open & click rate determined



4. Email sent with digital assets to
qualified leads



7. Verified leads delivered to clients

Lead Generation

Process and Quality

Digital Marketing

Search Engine Optimization & Content

70% of consumers have made a purchase decision based on social content

SEO

With winning content strategy, keyword targeting with a focus, reanalyzing website structure, and with bridging the relevance gap, you will outshine your competitors in organic search. With our proven technique, we will give you the best optimizing performance your website can have.

Content Marketing

We help you to increase sales, boost your brand awareness, retain existing business, or engage new customers by developing a powerhouse content marketing plan that meets your business objectives and aligns with what your target audience is searching for online.

Lead Generation

Process and Quality

Digital Marketing

Ads & Social Media

First impression is the last impression

Paid Advertisements

We integrate search ads, display ads, shopping, and video ads to make sure that what you invest is what you get. Apart from that, we smartly divide your budget with Facebook Ads, LinkedIn Ads, Twitter Ads, Bing Ads as well as ads on other media giants.

Social Media Marketing

Our social media services are designed to keep you in total control of your messages across various social media networks and are based on understanding your own unique business challenges and objectives.

Lead Generation

Process and Quality

Digital Marketing

Website, Video, Email

Our strategies are built on the foundation of driving measurable results

Website Development

We offer website design and development services like creating web applications, designing responsive websites, website optimization and much more using the latest and proven web technologies.

Video

Creation, Editing, Marketing - A video of your portfolio, services or your clients, customized and scripted with animation, 3D or explainer.

Email Marketing

Our Email marketing services allow you to get the highest ROI possible by automating your workflows, tracking opens, clicks, and replies, and gaining you more mailing list subscribers.

Lead Generation

Process and Quality

Digital Marketing

Clientele

Reducing time of their Sales Rep and helping them gain more customers globally

Lead Generation



Process and Quality



Digital Marketing



CONTACT US

Only B2B ITeS Pvt Ltd

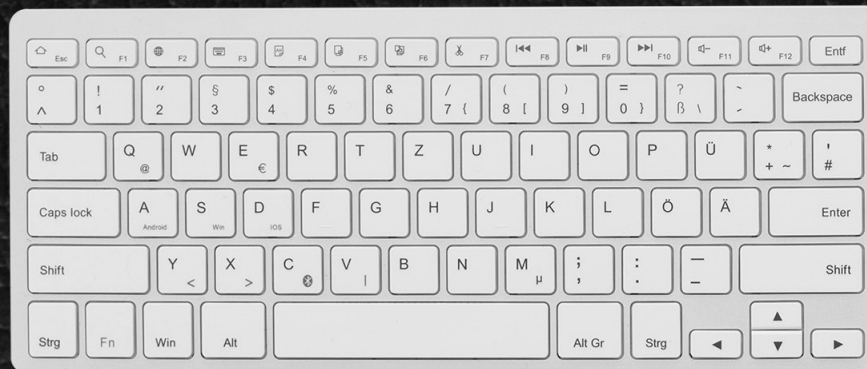
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Process and Quality

Digital Marketing