

Logi G / Astro Strategic Recommendations

yes

# Content

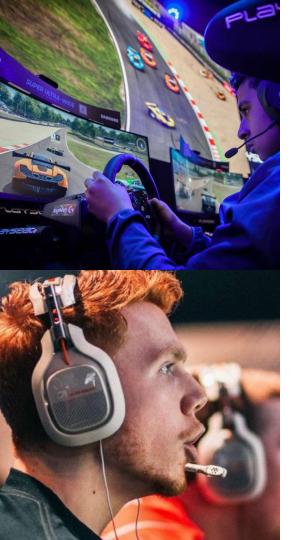
- Logi G + Astro Communications Architecture
- Template Design Inspiration
- Playbook Ideas
- Competitive Landscape
- Next Steps





Astro & Logi G Communications Architecture





## **Brand Differentiators:**

- Logitech G
  - Focuses more on the PC gamer
  - Innovation
- Astro
  - Focuses more on the console gamer
  - Lifestyle brand

## **Email Audience:**

- Astro & Logitech G emails will be deployed to users who opt-in via:
  - Product purchase and/or registration
  - Astro & G websites
  - Astro & G account creation





## Communication Architecture

Yes Marketing | Agency Services 'Business Confidential'

LIFECYCLE PURCHASE CYCLE

LOGITECH G APP

POST PURCHASE ONBOARDING

TIERED WELCOME SERIES

BIRTHDAY

PRODUCT REVIEW

UP/CROSS SELL

EMAIL REENGAGEMENT SERIES ANNIVERSARY

REPEAT PURCHASE

CUSTOMER SURVEY









BASE

PROMOTIONAL

SOCIAL / INFLUENCER

NEWSLETTER

BRAND / STORIES

NEW FEATURE

SEASONAL

CONTEST / EVENTS

BEHAVIORAL + EVENT

CONNECTION TRIGGERS Y/N

AMR and EMEA English, German, French

logitech 👣 MEET OUR NEW GAMING LINE-UP

WHY BUY FROM LOGITECH.COM

Logitech.com deployment: Not unique to G audience





## Communication Architecture

jes

Yes Marketing | Agency Services 'Business Confidential'



#### PURCHASE CYCLE

ASTRO APP





TIERED WELCOME SERIES

BIRTHDAY

ANNIVERSARY

EMAIL REENGAGEMENT SERIES











#### BASE

#### BEHAVIORAL + EVENT

CONNECTION TRIGGERS Y/N

#### REGIONS + LANGUA





NEW FEATURE SEASONAL

SOCIAL / INFLUENCER BRAND / STORIES

ENERGY MOMENTS

CONTEST / EVENTS

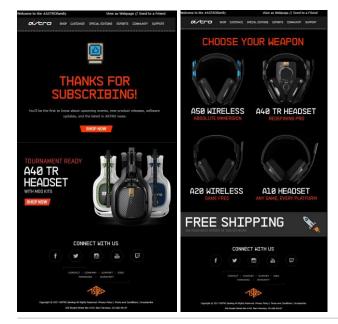
AMR and EMEA English, German, French





Lifecycle | Triggered messages based on what stage a customer is at in their journey with a brand

 Welcome / Onboarding series



Lifecycle Program Opportunities



Tiered Welcome Series - Create an Account - Wish List -Birthday - Anniversary - Reengagement Series





# Purchase Cycle | Provide education on product purchased and promote cross-sell

Purchase Cycle Program Opportunities



Repeat Purchase - Customer Survey - Upsell - Cross-sell - Upgrade Your Device





# Base | Portfolio of communications designed to drive sales by informing & engaging recipients

- Newsletter
- Promotional
- NPI (New Product Launch)







Base Program Opportunities



New Features - Seasonal - Social / Influencer - Brand / Stories - Events







Template Module & Design Inspiration





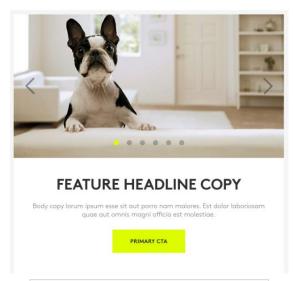
Branded + Co-brander message header





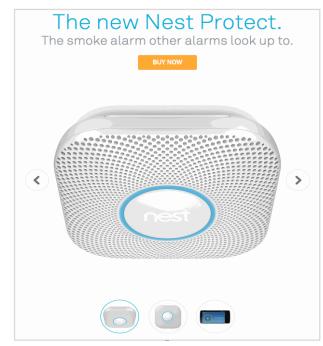






## Carousel

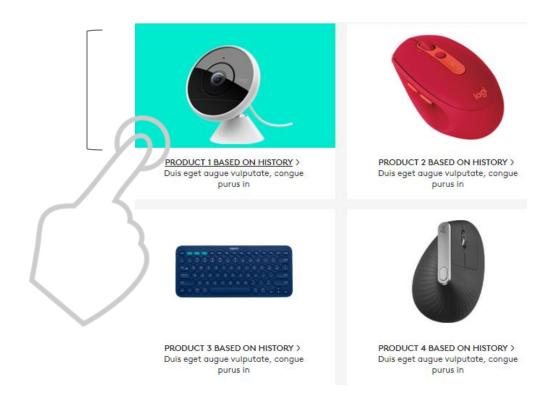








Interactive color change selection







## Pinboard layout



Amazon Alexa built-in for hands-free voice on Wi-Fi, both at home or on-the-go.



#### ALWAYS READY TO ROCK

POWER UP makes charging your speakers super easy. You can even keep playing while docked. Plus the sleek design looks awesome with any MEGABOOM.

# CONTROL VIA THE APP

Use the BLAST & MEGABLAST app to quickly setup and control your speaker. Enable and disable Alexa, customize EQ settings, and check battery levels.

LEARN MORE

#### WATER + DROP PROOF

From the shower to the pool party, your music will always be on point no matter how wild things get.

**LEARN MORE** 





Social - User generated content



#### (ii) #ULTIMATEMOMENT

Living it up in maui with my fave MEGABOOM 3! @alexiistherese



#### © #MEGABOOM3

The perfect travel buddy 🚵 💰 🏖



LEARN MORE



#### © #POOLPARTY

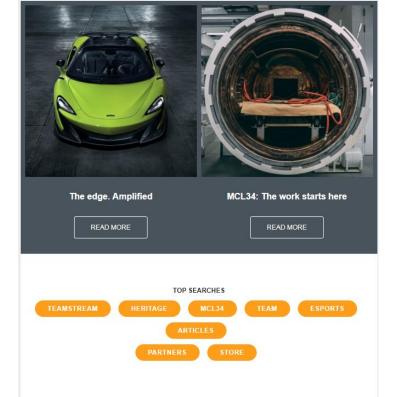
Trip to the tropics with a poppin' playlist! @torilevett

ULTIMATE MOMENT: THE MOMENT WHEN YOUR ULTIMATE EARS SPEAKER MADE THE ORDINARY, EXTRAORDINARY





#### Most read articles of January



# SHOP





CTA





# Playbook Ideas

Enhancing the interactive in-box experience with the template foundation





### Video



#### You want to see THE LEGO® NINJAGO® MOVIE. We make getting tickets from Fandango easy.

In this big-screen NINJAGO® adventure, the battle for NINJAGO City calls to action young Master Builder Lloyd, aka the Green Ninja, along with his friends, who are all secret ninja warriors. Led by Master Wu, as wise-cracking as he is wise, they must defeat evil warlord Garmadon, The Worst Guy Ever, who also happens to be Lloyd's dad. Pitting mech against mech and father against son, the epic showdown will test the fierce but undisciplined team of modern-day ninjas who must learn to check their egos and pull together to unleash their inner power of Spinjitzu.

Rated PG. IN THEATERS SEPTEMBER 22. ©2017 Warner Bros. Ent. All Rights Reserved.

Buy Tickets )



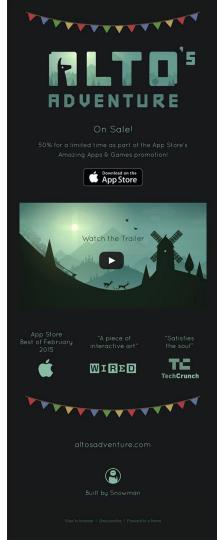


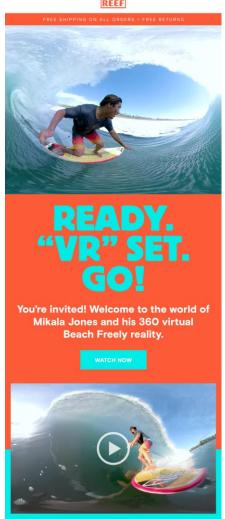








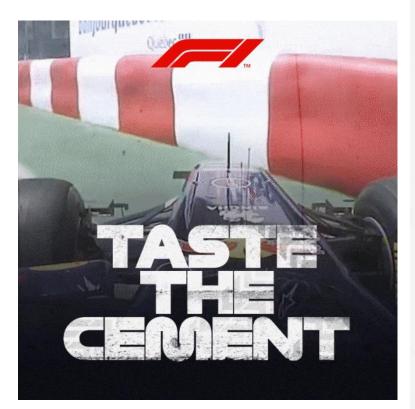






## Animation

Add an element of intrigue and/or surprise & delight that isn't possible with static design.

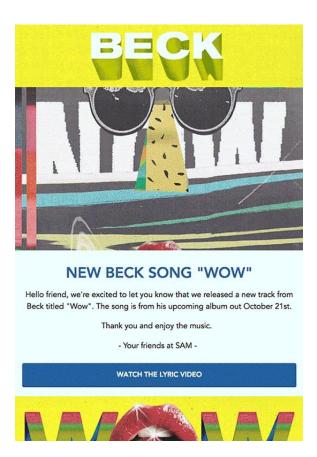






# Please click here if the e-mail below is not displayed correctly Free Shipping and Free Returns PRESCRIPTION WAYFARER CUSTOMIZE THIS YEAR BE AN ICON Choose the right shades to give your costume star power. Get complimentary earbuds with any order\*. CHOOSE YOURS NOW > POLARIZED ONLINE EXCLUSIVES \*\*TOP\*\* RATED XIMER You Title You Title RAY-BAN CUSTOMER CARE







Animation

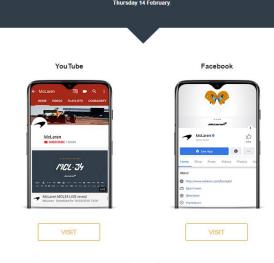
Product hotspots
Only available on IOS devices







Event email + Post event



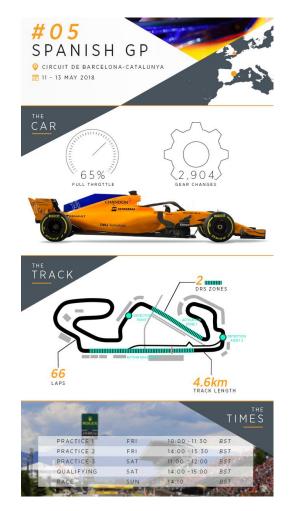










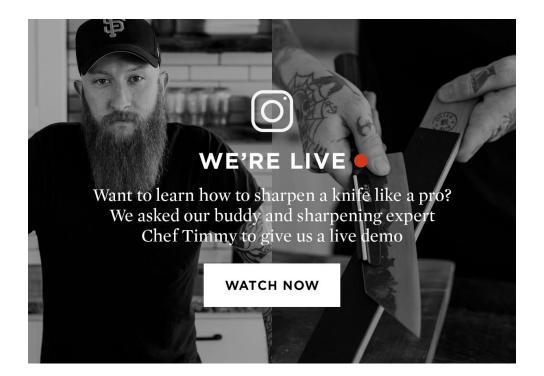






Event email

# ○ WE'RE LIVE ●



Live event



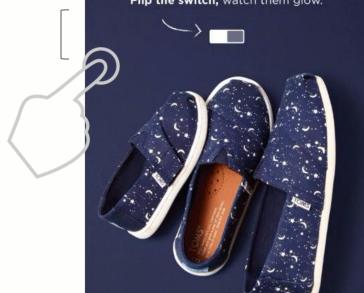




# GLOW-IN-THE-DARK CLASSICS

Perfect for spooky nights walking in the dark. Designed for women and kids.

Flip the switch, watch them glow.





Interactive email



## Readers poll





#### Readers poll

What do you do with your empty HP print cartidges?

A: O a. Throw them in the trash
O b. I don't know what to do with them

O c. Take them to a store to be sent for recycling

 d. Order postage-paid materials and mail them to HP Planet Partners Last month's results— Q: Where do you print your photos?

40% a. On my home printer

20% b. On-line print service

10% c. In-store print kiosk

30% d. Don't print, all on my hard drive









**Testimonials** 



#### The 72-hour Survival System

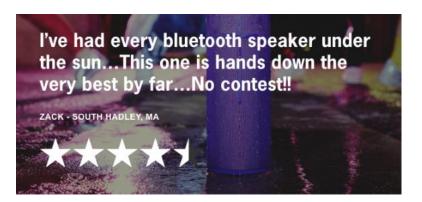
Includes water filter, collapsible pickaxe, space blanket, and much more

**20**%

SHOP NOW





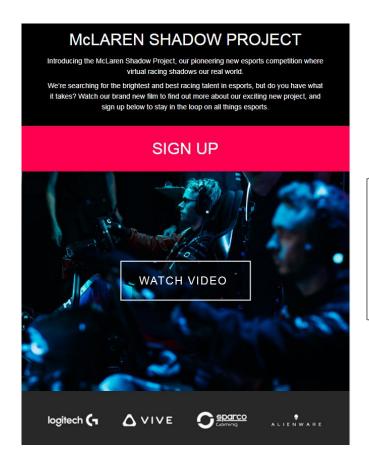


### Testimonials















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Leveraging

partner

content

# HUCKBERRY

# Content

Keep audiences engaged with helpful and fun content even when not in buying mode.

## What to Watch



NETFLIX

#### **Icarus**

This Oscar winner for best documentary is a modern deep dive into Olympic competition, and cutting corners to win

WATCH NOW >

### Podcast Rec



99% INVISIBLE

#### The Laff Box

Meet the man who created the laugh track, a homemade machine that became a closely-guarded TV studio secret

LISTEN NOW >

#### - NOW PLAYING -

Our current favorite tracks - updated weekly

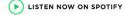




Now Playing by Huckberry

### **Break-Thru**





## **DIVERSIONS**



L SONT MISS

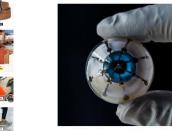
ENVERSIONS In Spenior

NOW PLATING



## The Genius of The Big Lebowski

20 years later, the Coen brothers' style is still A+, but that's just our opinion, man





### 3D-printed **Bionic Eyeball**

Scientists are building bionic organ prototypes that mimic our vision





#### THE NEW YORK TIMES Listen to the World

An interactive soundscape of Earth - from flowing magma to lemur calls



### logitech

## **BLOG**

LOGITECH

LOGITECH G

ULTIMATE EAR

VIDEO COLLABORATIO

You are here: Home > Topic > News and Announcements > Two-Time F1 World Champion, Fernando Alonso joins forces with Logitech G, G2 Esports to Jaunch sim racing team

Two-Time F1 World Champion, Fernando Alonso joins forces with Logitech G, G2 Esports to launch sim racing team

posted on NOVEMBER 23, 2017 by LOGITECH in NEWS AND ANNOUNCEMENTS, PC GAMING with comments off



Abu Dhabi, UAE, Nov. 23, 2017 – Today, F1 World Champion Fernando Alonso, Logitech G, a global leader in gaming gear and simulation wheels, and G2 Esports, the leading esports team worldwide, announced a new, ellte racing team – FA Racing G2 Logitech G. The team will participate across a variety of games, console and PC platforms, as well as all current competitions.

Professional teams are critical to sustaining the phenomenal growth of esports and to simulation racing in particular. Through this collaboration, FA Racing, G2 Esports and Logitech G become the first racing team to partner with an F1 champion and aim to create a team that all









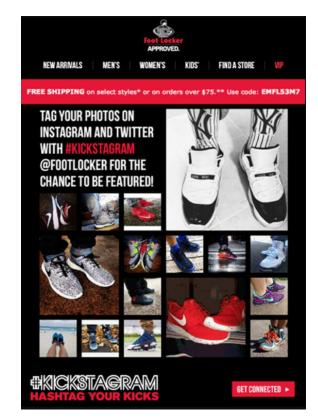
**Brand stories** 



SPRING TRAVEL POSTS

GET AWAY + UNWIND WITH US ON INSTAGRAM

EXPLORE THE ONLINE TRAVEL SCRAPBOOK









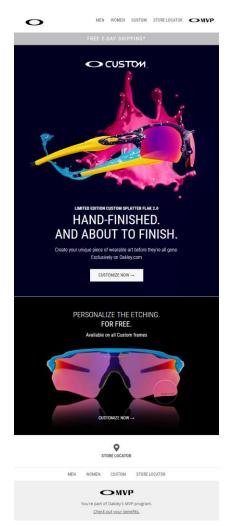
Club'Art Numbered Limited Editions Exclusive VIP Pre-Order Swatch presents a special collection designed by international artists.

These watches were selected exclusively for our worldwide Swatch The Club members.

Limited editions numbered from 0001 to 1111.

Exclusive limited edition

VIP Pre-order







## Scroll









Stock up and keep these handy for a rainy- or snowy- day.



2 Tasty Flavors

Choose from caramel and dark chocolate — both organic.



Pick Your Mix-in

Add hot water — or your favorite milk to make it your own.





















## Countdown timer











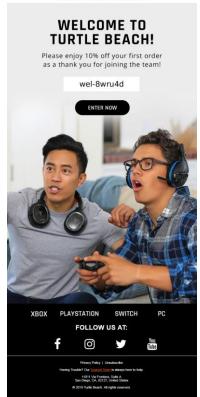
# Competitive Landscape



# Turtle Beach

#### \*TURTLE BEACH

FREE SHIPPING on all orders over \$39





## TURTLE BEACH:

FREE SHIPPING on all orders over \$39



#### VICTORY ROYALES ON EVERY CONSOLE

Elite Pro 2 + SuperAmp Xbox One Elite Esports Performance.

Ultimate Comfort and Control.

Stealth 700 Xbox One

Get Connected to Xbox One. Directly

Stealth 300 PS4™ Powerful Sound, Unmatched Comfort.



\$249.95 \$199.95 Also Available for PS4TV

\$149.95 \$119.95 Also Available for PS4™



\$70.05 \$64.95 Also Available for Xbox One





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# Steel Series

## **östeel**series

#### **Please Confirm Your Newsletter Subscription**

Yes, subscribe me to this list.

If you received this email by mistake, simply delete it. You won't be subscribed if you don't click the confirmation link above.

As an additional thanks for stopping by, we wanted to offer you a special discount. Use this code to take 10% off any non-discounted

items: NEWSLETTER10

For questions about this list, please contact:

newsletter@steelseries.com



# Get control over your Victory Royales

All SteelSeries controllers now put Fortnite in the palm of your hand:



#### Put the power in your hands

Check out our family of award-winning controllers:

STEELSERIES CONTROLLERS



#### 6 tips to dominate

Want to keep racking up wins in Fortnite Mobile? Fine tuning your sensitivity or formatting your HUD? Check out our six top tips for snagging that W.

READ MORE



## Stratus Duo now available at Best Buy

You've got your game on, now get even more control. Stratus Duo brings it into the palm of your hand, whether you are on your phone or your PC. Pick up Stratus Duo at Best Buy, online and in-stores now!

BUY NOW



#### Easily game on the go with

#### Stratus Duo

- · No software needed
- · Play 5000+ controller-enabled Steam games
- 20+ hours battery life, plus charging while gaming
   BUY NOW





#### And the award goes to ... you!

This weekend only, enjoy 20% off Arctis Pro + GameDAC, with code PRODACFEB. Check out these Hi-Res gaming audio systems, also winners of "Best High-End Gaming Headset" from Tom's Guide and PC Gamer.

ARCTIS PRO + GAMEDA



#### So, what exactly is a DAC?

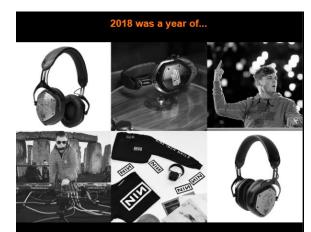
Did you know audio needs to be converted to an analog signal before being played? Did you know there are unwanted by-products in the process? Lot our audio expert Brian explain it all!

LEARN MORE





# V-Moda





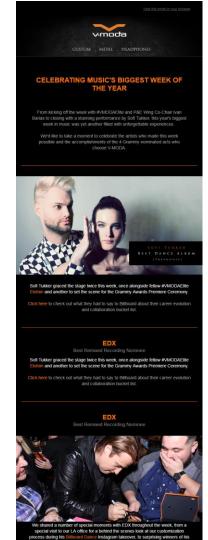
- V-MODA Elite Martin Garrix closing the PyeongChang 2018 Olympic Winter Games in his custom Crossfade 2 Wireless in Rose Gold
- V-MODA Elite Paul Oakenfold becoming the first DJ ever to play a set at Stonehenge

#### **Hot Collaborations**

- . Sea of Thieves x Chips Ahoy Treasure Chest VIP Kit Creation
- Exclusive Headphone Listening Station Partner for the Nine Inch Nails Physical Presale Event
- Closing the year in style with On the Record Las Vegas and the Official Lady Gaga After Party

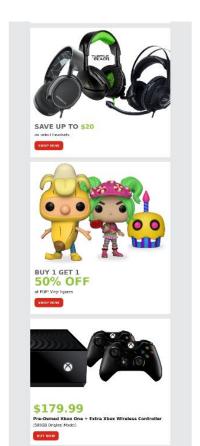


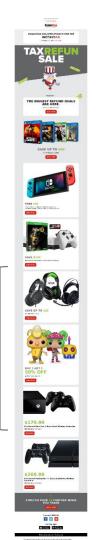


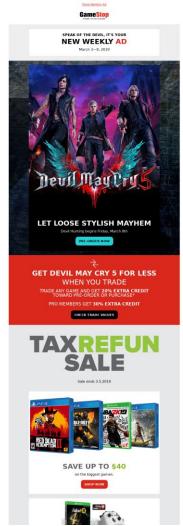




# GameStop + KF







Open in Web Browser











Next Steps





# Astro Project Timeline

### Wire Frame Presentation: 18-Mar

- Wire Frame Feedback: 20-Mar
- Wire Frame Approval: 22-Mar
- Wire Frame Design Begins: 25-Mar
- Wire Frame & Astro Email Mock Design Round 1 Presentation: 1-Apr

## Design Round 1 Feedback: 3-Apr

- Design Round 2: 8-Apr
- Design Round 2: Feedback 10-Apr
- Design Final Round: 12-Apr
- Design Final Approval: 16-Apr

## Code Wire Frame 17-Apr

- Code creative review and feedback: 24-Apr
- Final Code Revisions: 1-May

Hand Off Wire Frame & 1 Astro Mock Email to Logitech 6-May





# Logi G Project Timeline

### Wire Frame Presentation: 18-Mar

- Wire Frame Feedback: 20-Mar
- Wire Frame Approval: 22-Mar
- Wire Frame Design Begins: 25-Mar
- Wire Frame & Logi G Email Mock Design Round 1 Presentation: 9-Apr

## Design Round 1 Feedback: 12-Apr

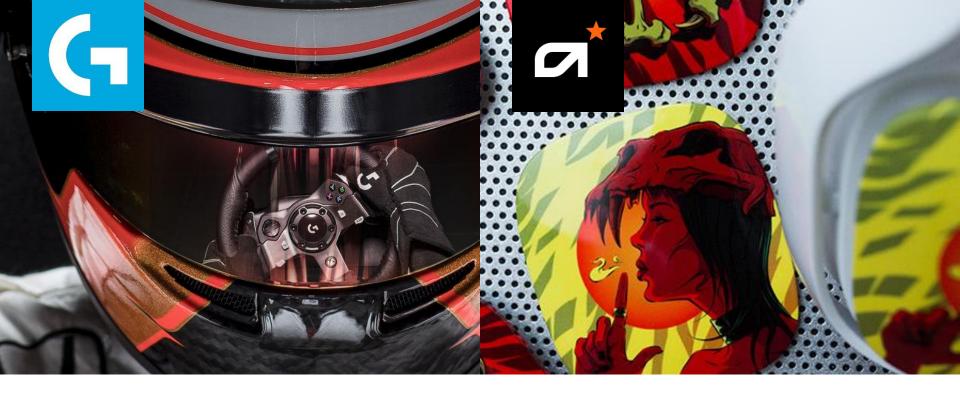
- Design Round 2: 16-Apr
- Design Round 2: Feedback 18-Apr
- Design Final Round: 22-Apr
- Design Final Approval: 24-Apr

## Code Wire Frame 26-Apr

- Code creative review and feedback: 6-May
- Final Code Revisions: 10-May

Hand Off Wire Frame & 1 Logi G Email to Logitech 13-May





# Thank you

Yes Marketing

