



# Replicon reaches buyers at prime decision-making stage and builds quality lead pipeline

"With open rates as high as 48%, LinkedIn's Sponsored InMails knocked the socks off our own email campaigns – and Sponsored Updates gave us the brand awareness we needed."



# **Brett Chester**Vice President of Online Marketing Replicon

# Engaging in buyer discussions early

Now that customers make decisions about buying software solutions much earlier in the sales cycle, the marketing team at Replicon, a SaaS workforce management solutions provider, has to reach out to prospects sooner.

"We have to be engaged in buyer discussions from the beginning," says Brett Chester, Vice President of Online Marketing for Replicon. "Then we can help shape their decisions. If we don't reach them early enough, they'll be choosing products based on price sensitivity, not on the value we offer." Early conversations with prospects would also help Replicon fill its lead funnel and maintain its 40% yearly growth rate.

# Challenge

- Reach prospects early in the buying cycle
- Increase quality leads
- Educate prospects on value of solution

#### Solution

- Sponsored InMails
- Sponsored Updates

#### Results

- 48% open rate on Sponsored InMails
- Sponsored InMail response rates 11X better than other social channels
- Cost per lead **73%** lower than other social channels
- CTR on Sponsored Updates 4X LinkedIn benchmarks

### One-two marketing punch

"Even though we have 7,800 customers, we don't have the brand presence that some other companies in our market do," Chester says. "We needed a combination of marketing tools that would let us expand our voice, with very little effort."

Replicon chose LinkedIn Sponsored Updates and Sponsored InMails to share individual messages with LinkedIn members, and encourage engagement on topical issues surrounding human resources and employment laws.

"This gave us a one-two punch," says Victor Lin, Replicon's Digital Marketing Manager. "We can create a discussion on Sponsored Updates about employment laws and vacation time, and while that's bouncing around in people's heads, we can send them an InMail with a highly personalized message about how we can solve these problems. It's more bang for the buck."

Sponsored Updates also helped get attention by allowing Replicon to share thought leadership along with eye-catching infographics: "People are getting bombarded with information, and they can only consume so much in a short time," Chester says. "When you combine a highly informative picture with a catchy headline, you're talking to your audience in a way that they understand."

LinkedIn also offered the right setting for conversations about time and expense management. "It's the only avenue online where professionals can have conversations with their peers and see how they're solving problems," Chester says.

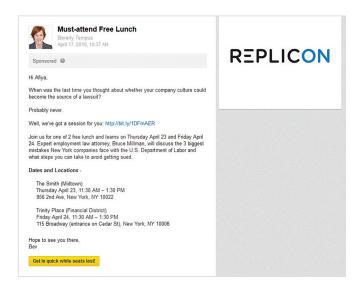
# Nearly every lead a quality lead

"We hit a 48% open rate on Sponsored InMails - we haven't seen open rates that high in a long time," says Lin. By using Sponsored InMails and Sponsored Updates, Replicon's cost per lead was 73% lower than on other social channels. "Compared to buying keywords, the quality of leads is much higher. Almost every single lead that came in was from people we knew we wanted to talk to, like heads of HR, VPs of legal, and payroll managers."

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**Victor Lin** Digital Marketing Manager Replicon



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