

CDK Digital Marketing Case Addressing Channel Conflict with Data Analytics

2012: Renewing 2007 contract between General Motors and CDK Digital, to manage websites/online advertising for GM automobile dealers (independent franchises BUT contract is a collaborative decision)

- Come up with proposed program for GM
- Original value proposition: control of dealer websites (brand consistency)
- Conflict: between GM and its dealers → CDK's solution should be acceptable to BOTH parties

US Automobile Retailing

- US manufactures sell automobiles through franchised dealers = local knowledge, minimum sales & service levels agreement (pretty autonomous otherwise)
- 1949-2011: significant decline in number of dealerships (49,200 → 19,947) because more urbanized and by 2011, dealers sold multiple car brands

Marketing & Advertising

- Auto manufactures (original equipment manufacturers, OEM) = responsible for creating awareness
- Dealers = drive customers the last mile = why buy today? Why from me? (own objectives) = ~1% of sales spent on advertising (so spending varies based on dealer size)
 - o In 2001, newspapers = top advertising medium (53.1%)
 - o In 2011, Internet (24.8%), Television (20.1%), Newspaper (20%)→ Most dealers did not have a marketing person & decisions made based on "rule of thumb" rather than historical data

Consumer Behavior

- Traditionally: Consumers aware of cars (manufacturers resp.) → Consumers are sold the cars (dealers)
- Not the case: 63% success in manufacturers' consumer awareness → less than ¼ bought the make/model of the car advertised → rely on web searches, competitive manufacturers → independent research & lead-generation sites lead customers to other brands/models
 - o CDK highlighted importance of Digital Marketing
 - o Dealership adv. & OEM messages not aligned/coordinated: conflicting goals

Dealer Websites

- Manufacturers could require dealer to have website, but *dealer had ultimate control*: multiple websites used (some independently run)
 - o CDK Digital runs GM websites: only 43% of dealers used GM website for primary online presence (2007)

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