Case study: Subway text messaging campaign

The following side showcases Subwis hid mass aging compagn case study enables information about compage drief, shalleges, compage challenge, convenients, branding not media, analytics, etc.

Campaign challenge

Required more personal, onbrand and interactive approach to connect with customers and increase engagement

Campaign brief

makening in 2015
acquiring -4MM uplied in
cultiment who get verally
aftersidecrarily on mobile
- Subway fearred with
methylic fearred on
increasing separation

Campaignresults

140%

More conversions on first west itself of sandorches

51%

More conversions on second week deal of \$00 meal

~XX%

Gross margin increased armusty to

Strategies involved

- Subway integrated RCS with SMS for enjoying benefits such as branding, rich media, interactivity and analytics
- Subway began test campaigns in Los Angeles, Houston, and Cincinnat and they expanded into more US markets
- Subway and Motivity conducted A/B testing, with one group receiving offers via SMS and other with RCS, where latter included brand, product images and buttons
- Subway ran two offers.
 - First week: Two foot-long sandwiches for \$11.99
 - Second week: \$20 meal deal (which typically delivers a lower redemption than other price point discount)
 - Add tend here.

RCS Rich Communication Saveras

Learning Guide For Subway

Thirumalaisamy P. Velavancorresponding

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