# [Webinar] Google Analytics 360 & DoubleClick for Publishers

9.14.16

#### About InfoTrust

- Based in Cincinnati, OH
- Digital analytics consulting & product development
- 2015 and 2016 Inc. 5000 Member
- A Cincinnati Best Place to Work Finalist 2012, 2013, 2014, 2015 & 2016
- 3,000+ sites analyzed and supported annually







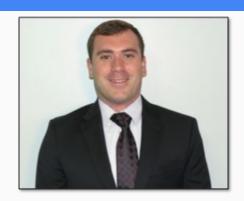








#### About Me







## Agenda

- How It Works
- Benefits of the Integration
- Potential Use Cases
- Example Reports
- How to Get Started
- Q&A



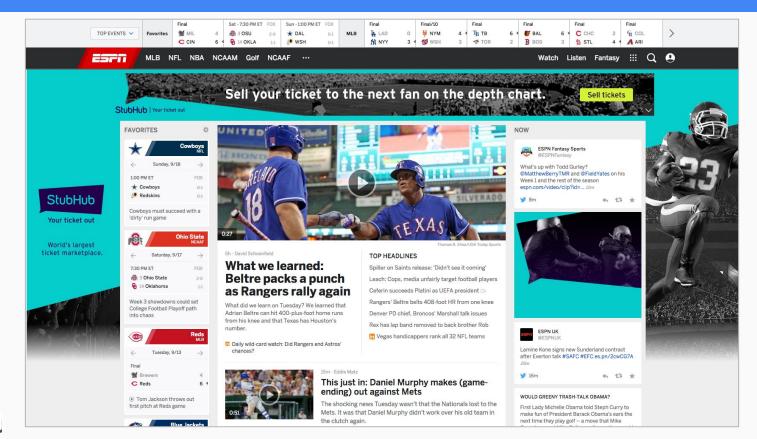
#### DoubleClick for Publishers

DoubleClick for Publishers is an advertising software as a service application managed by Google. It allows publishers to sell ad inventory on their digital properties.





### Example





## How The Integration Works

Analytics 360 and DFP tags communicate with each other using shared IDs. Each system logs multiple IDs that are generated on the page and inter-tag communication ensures that logged IDs are the same.





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## The Integration

The integration between GA 360 & DFP allows data to flow back and forth between the two tools.

It has two major features:

- 1. Sharing GA Audiences with DFP
- 2. Pushing DFP data into GA 360 reports



## Feature #1: GA → DFP

## Sharing GA Audiences with DFP















# Benefit: Show more personalized, relevant ads



# 1. Target users based on their activity on your site



# 2. Target users based on their attributes



#### Ad Personalization





Beloved former Bengals coach Sam Wyche is out of heart surgery after finding a donor match in Oregon Monday night.







Protesting nuns trapped, rescued from elevator in 18 mins ago

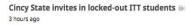




Photos of underweight horses prompt outcry 32 mins ago



Want to live by the river? Take a dip into Aqua 5 hours ago



Bengals going with white-out for 'color rush' 27 mins ago

Another drug coming to make heroin crisis worse

Union Terminal renovation price got \$900K higher

4 hours ago

Political trivia, presidential debate and beer?

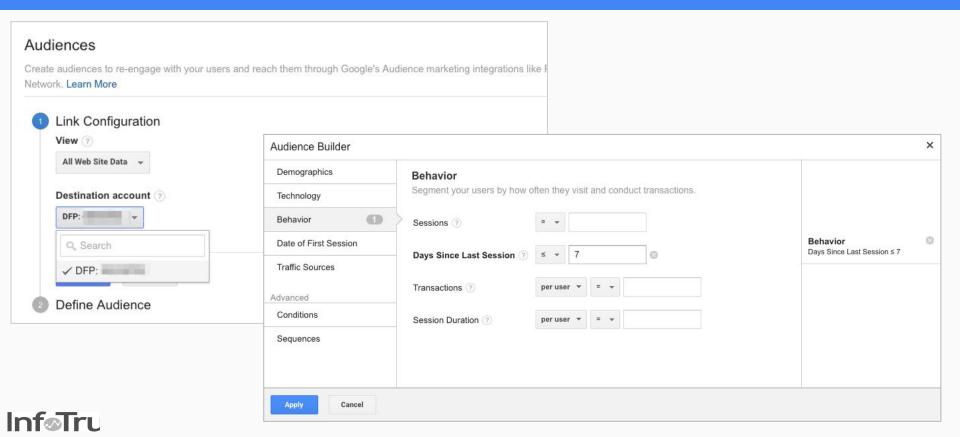




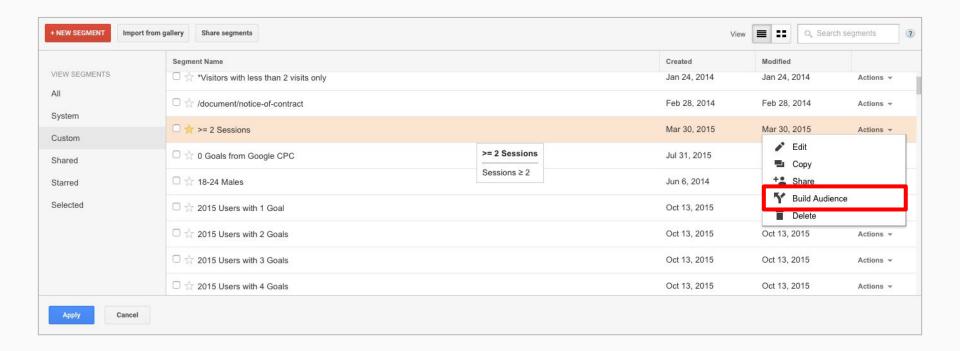




#### Build an Audience List from Scratch



## Convert a Segment to an Audience List





## Feature #2: DFP → GA

## Push DFP Data Into Google Analytics













# Benefit: Unified reporting view of ad revenue and user behavior



1. Standard Reports: Understand which traffic sources and pages drive the most ad revenue



2. Custom Reports: Understand which content categories, content types, sections, authors, etc. drive the most revenue



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#### Use Cases

- Improve ad targeting to drive more value for clients
- Understand types of content that drive the most ad revenue
- Understand which content has the highest CTR
- Optimize ad placement based on DFP & GA 360 data



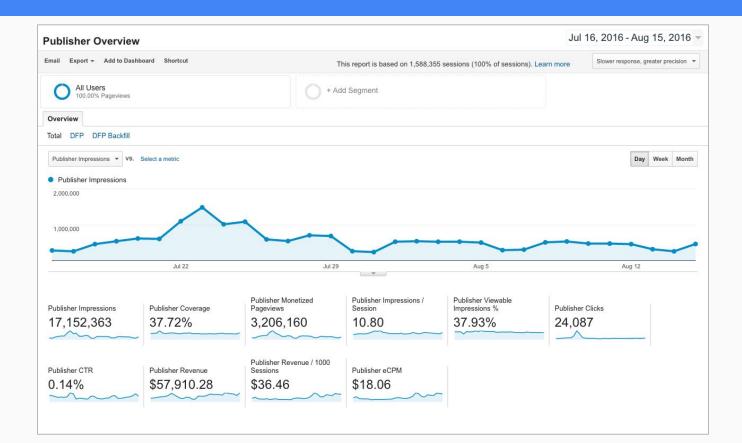
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## Standard Reports

### Default Reports - Publisher Overview





## Default Reports - Publisher Pages

| Page ? |          | Publisher<br>Impressions                          | Publisher<br>Coverage                        | Publisher Monetized<br>Pageviews ?              | Publisher<br>Impressions /<br>Session ? | Publisher<br>Viewable<br>Impressions<br>%    | Publisher<br>Clicks ?                        | Publisher<br>CTR ?                            | Publisher Revenue                                   | Publisher<br>Revenue /<br>1000<br>Sessions        | Publisher<br>eCPM ?                               |
|--------|----------|---|--|---|---|--|--|---|---|---|---|
|        |          | 17,152,363<br>% of Total: 100.00%<br>(17,152,363) | 37.72%<br>Avg for View:<br>37.72%<br>(0.00%) | 3,206,160<br>% of Total: 100.00%<br>(3,206,160) | 10.80<br>Avg for View:<br>10.80 (0.00%) | 37.93%<br>Avg for View:<br>37.93%<br>(0.00%) | 24,087<br>% of Total:<br>100.00%<br>(24,087) | 0.14%<br>Avg for<br>View:<br>0.14%<br>(0.00%) | \$57,910.28<br>% of Total: 100.00%<br>(\$57,910.28) | \$36.46<br>Avg for<br>View:<br>\$36.46<br>(0.00%) | \$18.06<br>Avg for<br>View:<br>\$18.06<br>(0.00%) |
| 1.     | P        | <b>6,670,411</b> (38.89%)                         | 40.84%                                       | 1,010,491 (31.52%)                              | 11.52                                   | 22.09%                                       | 8,263 (34.30%)                               | 0.12%   | \$22,109.35 (38.18%)                                | \$38.20   | \$21.88   |
| 2.     | æ        | <b>425,298</b> (2.48%)                            | 33.07%                                       | 107,030 (3.34%)                                 | 17.37                                   | 28.15%                                       | 250 (1.04%)                                  | 0.06%   | \$1,563.53 (2.70%)                                  | \$63.84   | \$14.61   |
| 3.     | g.       | 379,118 (2.21%)                                   | 43.17%                                       | 45,224 (1.41%)                                  | 7.94                                    | 45.47%                                       | 159 (0.66%)                                  | 0.04%   | \$639.75 (1.10%)                                    | \$13.40   | \$14.15   |
| 4.     | (P       | 364,158 (2.12%)                                   | 39.96%                                       | 80,154 (2.50%)                                  | 9.44                                    | 43.47%                                       | 1,546 (6.42%)                                | 0.42%   | \$1,382.19 (2.39%)                                  | \$35.85   | \$17.24   |
| 5.     | <b>P</b> | 333,817 (1.95%)                                   | 30.38%                                       | 11,619 (0.36%)                                  | 110.03                                  | 45.90%                                       | 87 (0.36%)                                   | 0.03%   | \$1,018.03 (1.76%)                                  | \$335.54  | \$87.62   |
| 6.     | P        | 306,127 (1.78%)                                   | 44.41%                                       | 44,580 (1.39%)                                  | 15.89                                   | 47.53%                                       | 385 (1.60%)                                  | 0.13%   | \$527.37 (0.91%)                                    | \$27.37   | \$11.83   |
| 7.     | (P)      | <b>301,902</b> (1.76%)                            | 48.11%                                       | 31,849 (0.99%)                                  | 20.36                                   | 53.75%                                       | 377 (1.57%)                                  | 0.12%   | <b>\$471.34</b> (0.81%)                             | \$31.78   | \$14.80   |
| 8.     | P        | 264,748 (1.54%)                                   | 33.71%                                       | 64,194 (2.00%)                                  | 11.00                                   | 40.97%                                       | 765 (3.18%)                                  | 0.29%   | <b>\$764.62</b> (1.32%)                             | \$31.76   | \$11.91   |
| 9.     | P        | 198,426 (1.16%)                                   | 39.50%                                       | 66,527 (2.07%)                                  | 5.09                                    | 89.63%                                       | 595 (2.47%)                                  | 0.30%   | \$0.13 (0.00%)                                      | <\$0.01   | <\$0.01   |
| 10.    | P        | 169,675 (0.99%)                                   | 40.84%                                       | 32,341 (1.01%)                                  | 10.97                                   | 49.92%                                       | 219 (0.91%)                                  | 0.13%   | <b>\$368.17</b> (0.64%)                             | \$23.81   | \$11.38   |



## Default Reports - Publisher Referrals

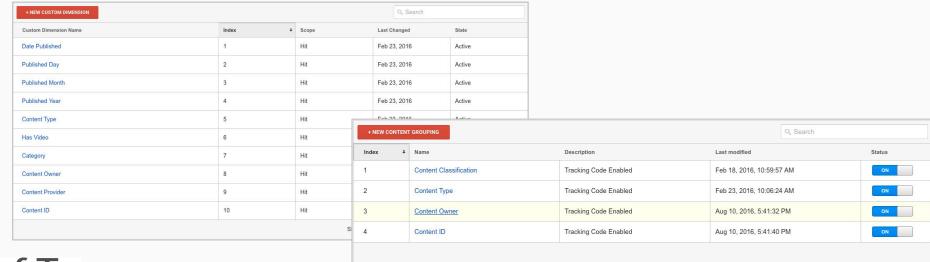
| Source ? | Publisher Impressions                           | Publisher<br>Coverage                         | Publisher<br>Monetized<br>Pageviews ?          | Publisher<br>Impressions /<br>Session    | Publisher<br>Viewable<br>Impressions %    | Publisher<br>Clicks                        | Publisher<br>CTR ?                           | Publisher Revenue                                  | Publisher<br>Revenue /<br>1000<br>Sessions       | Publisher<br>eCPM ?                               |
|----------|---|---|--|--|---|--|--|--|--|---|
|          | 6,195,473<br>% of Total: 36.12%<br>(17,152,363) | 36.94%<br>Avg for View:<br>37.72%<br>(-2.07%) | 1,174,220<br>% of Total: 36.62%<br>(3,206,160) | 8.96<br>Avg for View:<br>10.80 (-17.04%) | 38.83%<br>Avg for View:<br>37.93% (2.38%) | 5,316<br>% of Total:<br>22.07%<br>(24,087) | 0.09%<br>Avg for<br>View: 0.14%<br>(-38.90%) | \$22,025.23<br>% of Total: 38.03%<br>(\$57,910.28) | \$31.85<br>Avg for View:<br>\$36.46<br>(-12.65%) | \$18.76<br>Avg for<br>View:<br>\$18.06<br>(3.85%) |
| 1.       | 2,579,899 (41.64%)                              | 38.44%  | 481,515 (41.01%)                               | 15.67                                    | 36.49%                                    | 2,782 (52.33%)                             | 0.11%  | \$9,406.30 (42.71%)                                | \$57.13  | \$19.53   |
| 2.       | 1,259,120 (20.32%)                              | 37.14%  | 230,826 (19.66%)                               | 7.02                                     | 38.95%                                    | 411 (7.73%)                                | 0.03%  | \$4,197.81 (19.06%)                                | \$23.41  | \$18.19   |
| 3.       | <b>607,271</b> (9.80%)                          | 29.00%  | 147,295 (12.54%)                               | 4.86                                     | 43.66%                                    | 780 (14.67%)                               | 0.13%  | \$2,952.78 (13.41%)                                | \$23.65  | \$20.05   |
| 4.       | 376,334 (6.07%)                                 | 41.51%  | 50,148 (4.27%)                                 | 7.45                                     | 45.59%                                    | 156 (2.93%)                                | 0.04%  | \$682.17 (3.10%)                                   | \$13.50  | \$13.60   |
| 5.       | <b>307,674</b> (4.97%)                          | 35.67%  | 61,117 (5.20%)                                 | 6.93                                     | 40.48%                                    | 309 (5.81%)                                | 0.10%  | \$1,124.96 (5.11%)                                 | \$25.34  | \$18.41   |
| 6.       | <b>142,625</b> (2.30%)                          | 38.98%  | 23,932 (2.04%)                                 | 18.01                                    | 28.89%                                    | 52 (0.98%)                                 | 0.04%  | \$433.33 (1.97%)                                   | \$54.72  | \$18.11   |
| 7.       | 105,053 (1.70%)                                 | 37.47%  | 21,793 (1.86%)                                 | 5.93                                     | 41.23%                                    | 84 (1.58%)                                 | 0.08%  | \$323.24 (1.47%)                                   | \$18.24  | \$14.83   |
| 8.       | <b>89,341</b> (1.44%)                           | 36.49%  | 16,516 (1.41%)                                 | 12.23                                    | 32.11%                                    | 51 (0.96%)                                 | 0.06%  | \$327.43 (1.49%)                                   | \$44.82  | \$19.83   |
| 9.       | <b>73,606</b> (1.19%)                           | 39.54%  | 13,688 (1.17%)                                 | 9.95                                     | 34.00%                                    | 30 (0.56%)                                 | 0.04%  | \$239.97 (1.09%)                                   | \$32.44  | \$17.53   |
| 10.      | 64,753 (1.05%)                                  | 37.53%  | 12,887 (1.10%)                                 | 4.86                                     | 46.82%                                    | 25 (0.47%)                                 | 0.04%  | \$180.15 (0.82%)                                   | \$13.52  | \$13.98   |



## **Custom Reports**

## **Custom Tracking Options**

- Custom Dimensions
- Custom Metrics
- Content Groupings





### Custom Report - Publisher Content Class.

|   |  | Secondary dimension  Sort Type: | Default ▼   |  |   |                                       |   |   |   | <b>Q</b> advanced                                   | B O E   | <b>₹</b> [                                      |
|---|--|---------------------------------|---|--|---|---------------------------------------|---|---|---|---|---|---|
|   | Content Classification (Content Group) |                                 | Publisher Publisher Cover                         |  | Publisher Monetized<br>Pageviews ?              | Publisher<br>Impressions<br>/ Session | Publisher<br>Viewable<br>Impressions<br>% (?) | Publisher Clicks                          | Publisher<br>CTR ?                            | Publisher Revenue                                   | Publisher<br>Revenue /<br>1000<br>Sessions        | Publisher<br>eCPM                               |
|   |  |                                 | 26,396,499<br>% of Total: 100.00%<br>(26,396,499) | 31.88%<br>Avg for View:<br>31.88%<br>(0.00%) | 6,350,064<br>% of Total: 100.00%<br>(6,350,064) | 6.89<br>Avg for View:<br>6.89 (0.00%) | 32.62%<br>Avg for View:<br>32.62%<br>(0.00%)  | 23,546<br>% of Total:<br>100.00% (23,546) | 0.09%<br>Avg for<br>View:<br>0.09%<br>(0.00%) | \$45,477.57<br>% of Total: 100.00%<br>(\$45,477.57) | \$11.87<br>Avg for<br>View:<br>\$11.87<br>(0.00%) | \$7.16<br>Avg for<br>View:<br>\$7.16<br>(0.00%) |
| 0 | 1.                                     | News                            | <b>15,675,625</b> (59.39%)                        | 31.30%                                       | 4,084,890 (64.33%)                              | 6.13                                  | 34.53%  | 14,645 (62.20%)                           | 0.09%   | \$26,357.86 (57.96%)                                | \$10.31   | \$6.45  |
| 0 | 2.                                     | Homepage                        | <b>6,729,783</b> (25.49%)                         | 34.13%                                       | 1,246,707 (19.63%)                              | 8.48                                  | 20.90%  | 3,350 (14.23%)                            | 0.05%   | \$10,783.03 (23.71%)                                | \$13.58   | \$8.65  |
| 0 | 3.                                     | Weather                         | <b>1,245,719</b> (4.72%)                          | 33.15%                                       | 376,195 (5.92%)                                 | 6.83                                  | 36.03%  | 1,973 (8.38%)                             | 0.16%   | \$2,287.69 (5.03%)                                  | \$12.55   | \$6.08  |
| 0 | 4.                                     | Video Player                    | <b>888,575</b> (3.37%)                            | 33.09%                                       | 50,474 (0.79%)                                  | 125.26                                | 46.72%  | <b>245</b> (1.04%)                        | 0.03%   | \$2,041.01 (4.49%)                                  | \$287.71  | \$40.44   |
| 0 | 5.                                     | Station 50                      | <b>544,926</b> (2.06%)                            | 30.97%                                       | 157,060 (2.47%)                                 | 5.87                                  | 38.94%  | <b>552</b> (2.34%)                        | 0.10%   | \$1,229.84 (2.70%)                                  | \$13.26   | \$7.83  |
| 0 | 6.                                     | News - AP-National              | 286,054 (1.08%)                                   | 27.49%                                       | 74,293 (1.17%)                                  | 10.27                                 | 39.02%  | 339 (1.44%)                               | 0.12%   | \$591.61 (1.30%)                                    | \$21.23   | \$7.96  |
| 0 | 7.                                     | News - Live Stream              | 280,402 (1.06%)                                   | 34.37%                                       | 83,023 (1.31%)                                  | 6.97                                  | 42.68%  | 806 (3.42%)                               | 0.29%   | \$519.54 (1.14%)                                    | \$12.91   | \$6.26  |
| 0 | 8.                                     | Traffic Cam                     | 131,288 (0.50%)                                   | 28.47%                                       | 52,137 (0.82%)                                  | 7.14                                  | 51.02%  | 413 (1.75%)                               | 0.31%   | \$215.85 (0.47%)                                    | \$11.74   | \$4.14  |
| 0 | 9.                                     | Search Results                  | <b>117,326</b> (0.44%)                            | 30.89%                                       | 41,356 (0.65%)                                  | 24.81                                 | 52.75%  | 141 (0.60%)                               | 0.12%   | \$227.21 (0.50%)                                    | \$48.05   | \$5.49  |
| 0 | 10.                                    | Sport                           | 92,481 (0.35%)                                    | 27.29%                                       | 31,581 (0.50%)                                  | 6.29                                  | 44.74%  | 122 (0.52%)                               | 0.13%   | \$286.17 (0.63%)                                    | \$19.46   | \$9.06  |



## Custom Report - Publisher Content Type

|   | Plot Rows Secondary dimension ▼ Sort Type: | Default ▼   |  |   |                                       |  |   |   | advanced [  | B B E   | <b>1</b>  |
|---|--|---|--|---|---------------------------------------|--|---|---|---|---|---|
|   | Content Type (Content Group)               | Publisher<br>Impressions ?                        | Publisher<br>Coverage                        | Publisher Monetized<br>Pageviews ?              | Publisher<br>Impressions<br>/ Session | Publisher<br>Viewable<br>Impressions         | Publisher Clicks                          | Publisher<br>CTR ?                            | Publisher Revenue                                   | Publisher<br>Revenue /<br>1000<br>Sessions        | Publisher<br>eCPM                               |
|   |  | 26,396,499<br>% of Total: 100.00%<br>(26,396,499) | 31.88%<br>Avg for View:<br>31.88%<br>(0.00%) | 6,350,064<br>% of Total: 100.00%<br>(6,350,064) | 6.89<br>Avg for View:<br>6.89 (0.00%) | 32.62%<br>Avg for View:<br>32.62%<br>(0.00%) | 23,546<br>% of Total:<br>100.00% (23,546) | 0.09%<br>Avg for<br>View:<br>0.09%<br>(0.00%) | \$45,477.57<br>% of Total: 100.00%<br>(\$45,477.57) | \$11.87<br>Avg for<br>View:<br>\$11.87<br>(0.00%) | \$7.16<br>Avg for<br>View:<br>\$7.16<br>(0.00%) |
| 0 | 1. Story                                   | 16,074,569 (60.90%)                               | 31.15%                                       | 4,168,549 (65.65%)                              | 5.82                                  | 34.57%                                       | 15,046 (63.90%)                           | 0.09%   | \$27,445.16 (60.35%)                                | \$9.93  | \$6.58  |
| 0 | 2. Category                                | 9,903,461 (37.52%)                                | 33.25%                                       | 1,921,770 (30.26%)                              | 10.19                                 | 27.61%                                       | 7,423 (31.53%)                            | 0.07%   | \$17,208.29 (37.84%)                                | \$17.71   | \$8.95  |
| 0 | 3 Video                                    | <b>417,953</b> (1.58%)                            | 41.65%                                       | 159,607 (2.51%)                                 | 13.90                                 | 65.50%                                       | 1,077 (4.57%)                             | 0.26%   | \$823.18 (1.81%)                                    | \$27.38   | \$5.16  |
| 0 | 4. (not set)                               | 402 (0.00%)                                       | 31.25%                                       | 118 (0.00%)                                     | 0.01                                  | 24.43%                                       | 0 (0.00%)                                 | 0.00%   | \$0.72 (0.00%)                                      | \$0.02  | \$6.11  |
| 0 | 5 Link                                     | 114 (0.00%)                                       | 0.03%  | 100,020 (1.58%)                                 | <0.01                                 | 86.73%                                       | 0 (0.00%)                                 | 0.00%   | \$0.21 (0.00%)                                      | <\$0.01   | <\$0.01   |



## Custom Report - Publisher Content ID

| Content ID (Content Group) | Publisher<br>Impressions ?                        | Publisher<br>Coverage ?                   | Publisher Monetized<br>Pageviews (?)            | Publisher<br>Impressions /<br>Session ? | Publisher Viewable Impressions %          | Publisher<br>Clicks ?                        | Publisher CTR                           | Publisher Revenue                                   | Publisher Revenue<br>/ 1000 Sessions        | Publisher<br>eCPM ?                          |
|----------------------------|---|---|---|---|---|--|---|---|---|--|
|                            | 25,782,217<br>% of Total: 100.00%<br>(25,782,217) | 35.74%<br>Avg for View:<br>35.74% (0.00%) | 5,013,242<br>% of Total: 100.00%<br>(5,013,242) | 8.46<br>Avg for View: 8.46<br>(0.00%)   | 30.81%<br>Avg for View: 30.81%<br>(0.00%) | 22,431<br>% of Total:<br>100.00%<br>(22,431) | 0.09%<br>Avg for View:<br>0.09% (0.00%) | \$48,505.73<br>% of Total: 100.00%<br>(\$48,505.73) | \$15.92<br>Avg for View: \$15.92<br>(0.00%) | \$9.68<br>Avg for View:<br>\$9.68<br>(0.00%) |
| 1. 4180                    | <b>6,541,548</b> (25.37%)                         | 36.62%                                    | 1,058,118 (21.11%)                              | 9.78                                    | 20.30%                                    | 5,439 (24.25%)                               | 0.08%                                   | \$11,495.82 (23.70%)                                | \$17.19                                     | \$10.86                                      |
| 2. 178533                  | 1,239,938 (4.81%)                                 | 37.39%                                    | 40,278 (0.80%)                                  | 154.13                                  | 43.59%                                    | 322 (1.44%)                                  | 0.03%                                   | \$3,850.64 (7.94%)                                  | \$478.64                                    | \$95.60                                      |
| 3. 32734696                | <b>879,088</b> (3.41%)                            | 37.26%                                    | 170,665 (3.40%)                                 | 7.84                                    | 22.03%                                    | 373 (1.66%)                                  | 0.04%                                   | \$1,155.83 (2.38%)                                  | \$10.31                                     | \$6.77                                       |
| 4. 32738859                | <b>830,042</b> (3.22%)                            | 40.38%                                    | 133,690 (2.67%)                                 | 9.75                                    | 29.15%                                    | 318 (1.42%)                                  | 0.04%                                   | \$1,162.15 (2.40%)                                  | \$13.65                                     | \$8.69                                       |
| 5. 32751319                | <b>649,650</b> (2.52%)                            | 38.34%                                    | 113,877 (2.27%)                                 | 7.52                                    | 19.04%                                    | 276 (1.23%)                                  | 0.04%                                   | \$851.11 (1.75%)                                    | \$9.86                                      | \$7.47                                       |
| 6. 4182                    | <b>627,711</b> (2.43%)                            | 30.59%                                    | 135,180 (2.70%)                                 | 19.92                                   | 27.01%                                    | 494 (2.20%)                                  | 0.08%                                   | \$1,097.05 (2.26%)                                  | \$34.81                                     | \$8.12                                       |
| 7. 4181                    | <b>534,258</b> (2.07%)                            | 40.55%                                    | 87,360 (1.74%)                                  | 20.03                                   | 30.51%                                    | 942 (4.20%)                                  | 0.18%                                   | \$1,078.30 (2.22%)                                  | \$40.42                                     | \$12.34                                      |
| 8. 32756946                | 416,344 (1.61%)                                   | 33.24%                                    | 103,715 (2.07%)                                 | 5.08                                    | 28.04%                                    | 162 (0.72%)                                  | 0.04%                                   | \$498.96 (1.03%)                                    | \$6.08                                      | \$4.81                                       |
| 9. 32753230                | 383,763 (1.49%)                                   | 36.26%                                    | 92,504 (1.85%)                                  | 4.08                                    | 40.05%                                    | 284 (1.27%)                                  | 0.07%                                   | \$581.27 (1.20%)                                    | \$6.17                                      | \$6.28                                       |
| 10. 32753533               | 332,334 (1.29%)                                   | 34.94%                                    | 72,857 (1.45%)                                  | 6.77                                    | 33.71%                                    | 117 (0.52%)                                  | 0.04%                                   | \$428.45 (0.88%)                                    | \$8.72                                      | \$5.88                                       |



## Agenda

- How It Works
- Benefits of the Integration
- Potential Use Cases
- Example Reports
- How to Get Started
- Q&A



### Checklist for the Integration

- You must have Google Analytics 360 (premium) for the properties you would like to link
- ☐ The majority of your DFP tags must be Google Publisher Tags (GPT)
- A User must be an administrator on both the GA 360 property *and* the DFP account



#### **Get Started**

Work with a Google Analytics 360 Authorized Reseller to:

- Update data architecture to collect custom data points needed for DFP + GA 360 reporting
- 2. Fill out necessary form to get the DFP integration process started
- 3. Complete the integration from GA 360's Admin settings (once Google has enabled the integration)
- 4. Ensure integration is working properly
- 5. Create and enhance DFP reporting in GA 360



## Agenda

- How It Works
- Benefits of the Integration
- Potential Use Cases
- Example Reports
- How to Get Started
- Q&A



## Coming Up...

#### [Webinar] Chaos to Calm: Tag Management Overview

September 28 @ 12:00pm EST

Register here: <a href="http://goo.gl/f8MUvC">http://goo.gl/f8MUvC</a>



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#### Additional Resources

- 1. [Case Study] AccuWeather delivers value with DoubleClick & GA 360.
- 2. Overview of Google Publisher Tags (GPT)
- 3. Custom Dimensions and Metrics
- 4. Content Groupings
- 5. Audience Lists

**Contact InfoTrust with Additional Questions** 



## Thank you

Questions?

