

## Your multi channel solution



www.barbourproductsearch.info



Learn about your audience



### Showcase

Be found by the right audience





Engage Meet the right

audience



### Communicate

Reach the right audience

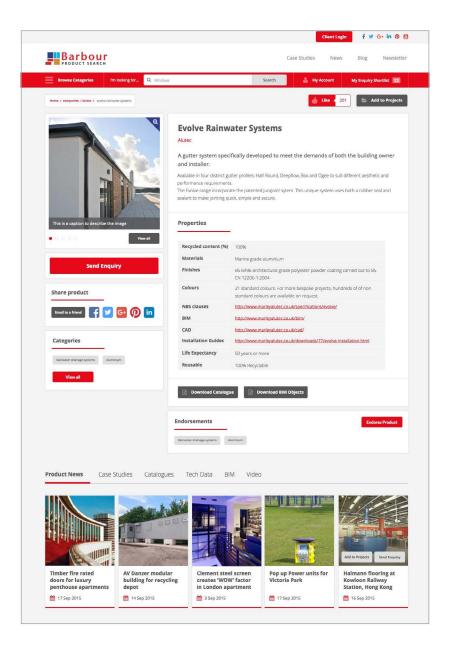
## Showcase

### Find the right audience

You know who you are and what your company manufactures, but does the specification audience? Tell us everything there is to know and we can start building your profile straight away.

Give us a full description about your company and products, your logo, images, case studies, product news – whatever content you've got, we can feature it on Barbour Product Search.

Then it's over to our audience to find you. We encourage them to engage with and share your content via a host of interactive features such as social sharing, endorsing products, adding product information to project boards and liking content.









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#### Reach the right audience

We all know that specification has changed. Back in the day, pretty much all you needed to do was advertise in the Big Red book and every architect knew about you.

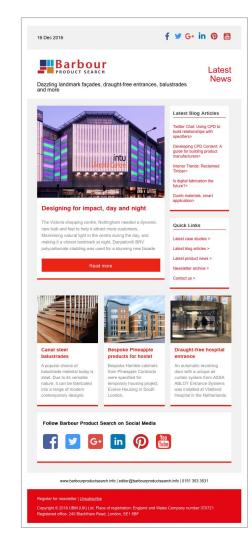
Now clients, consultants and contractors are playing a far greater role in procurement – how do you know if you are reaching the full chain?

That's where we come in – we have a unique route into this market through Barbour Product Search as well as our high profile partnership with sister brand Barbour ABI. We also work closely with other select partners to further increase your brand awareness with specifiers.

Through newsletters, blogs, linking with live projects, social media, third party email broadcasts and content syndication, we can promote your company and products to the widest audience available.

Excellent promotion newsletters for our unique promenade tiles with a high percentage click through rate and great regular assistance from Melissa and Katja.

**David Skinner, Spartan Tiles** 







Page views on Barbour Product Search each month



Barbour Product Search newsletter subscribers



Ever increasing number of social media followers





















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# Engage

### Meet the right audience

Building your brand profile is all well and good. But sometimes, having a face to face conversation with someone who could specify your products in the future creates a level of mutual understanding and connection that you can't achieve elsewhere.

Our network of events have been designed to inspire and inform specifiers and give a platform to manufacturers to present real-life examples of their product use stories to drive innovation and collaboration, and, ultimately build relationships that deliver ongoing ROI.



James Westaway, Polyroof Products Ltd























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## Insight

### Learn about your audience

Marketer's budgets are being stretched more than ever. We understand that. At least you can be confident that you can measure your return on investment with us.

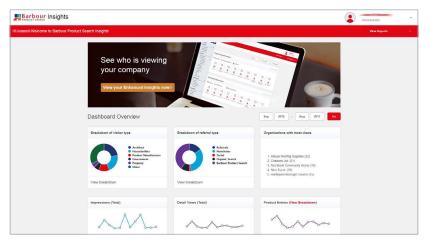
You can monitor which specifiers are engaging with your company and products – what are they looking at? And, sometimes, more importantly, what aren't they looking at? Watch how they interact with your content so you can do more of what is working.

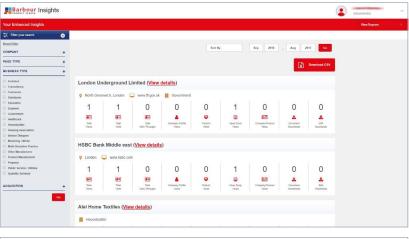
You can also analyse visitor numbers by impressions, views and downloads, and track the enquiries that you receive.

We also offer insight into the broader construction marketplace through access to our suite of reports, including the monthly Economic & Construction Market Review from sister company Barbour ABI.

Barbour Product Search's new Insights tool provides a detailed and manageable system of analytics that allows my work as Head of Marketing to be made quicker and easier. Detailed information about specifiers and the ability to follow up on leads has increased, and offers a higher level of intelligence than before.

Stewart Plant, Head of Marketing (CLD Fencing Systems)















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### Contact us

Find out more about Barbour Product Search

You can contact us:



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