

Data-Driven Digital Marketing

Vital Data For Vital Industries



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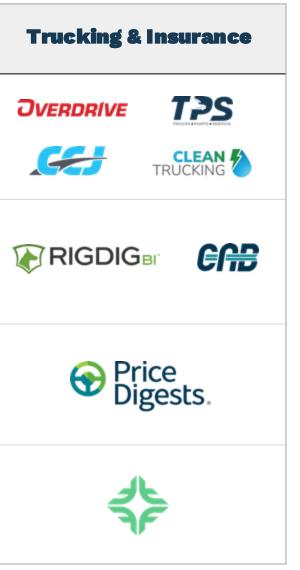
Fusable Overview

The leading provider of vital data and services to vital industries

Highlights

- Market-leading provider of data, analytics, and digital services to vital industries
- Primary Verticals: Agriculture, Construction, Trucking & Insurance
- Primary Client Segments: OEM's, Dealers/Distributors, Products & Services Providers, Finance, Insurance, and Equipment Operators

Solutions	Agriculture	Construction
Content Core Media Brands	EQUIPMENT WORL	EQUIPMENT WORL
Market & Company Intelligence	EDA	EDA
Pricing & Asset Intelligence Taxonomy & Specs	Solutions [®]	Equipment Watch.
Digital Services	\$	\$





Who We Are

Fusable's product offerings and market reach are deep and unmatched in our industries.



audience reach

- **Owner-Operators** ٠
- Fleet Executives ٠
- **Construction Executives** ٠
- Ag Equipment Buyers •

- **Construction Equipment Buyers** •
- Lift Truck Buyers •
- Machine Tool Buyers ٠
- **Business Equipment Buyers** •





Our Partnerships

We partner with the best in the industries we serve.

Whether that's for strategizing and deployment with digital partners; industry insights with leading organizations; or data-providers inhouse and beyond, we're in the know.











The Fusable Team

Fusable, backed by a diverse team of over 65 specialists in digital, content, and audience, is dedicated to delivering tangible results. Our certified professionals in platforms such as Google, Meta, and DemandBase meticulously track the performance of your campaigns using advanced analytics and tracking tools. Through our purposefully designed roles and team structure, we ensure a quality of service and skill unmatched in the industry



Tina Hannagan EVP Asset Intelligence



Linda Longton **SVP** Audience



Carly Clark Creative Director



Chris McNaught **Director of Digital** Strategy



Joshua Huizinga **Director of Digital** Operations







Alex McLane Digital Marketing Manager



Aron Vasha **Digital Marketing** Manager



Austin Hallman **Digital Marketing** Manager



Daniel Carter Digital Marketing Manager



Ethan Garrison Digital Account Director



Kaleb Phillips Digital Strategy Manager





Kristina Williamson **Digital Account** Director



Megan Gunter **Digital Marketing** Manager













Ramon Yslas Digital Strategy Manager

Ashley Wier Sr. Digital Account Manager

Aubrie Harper Sr. Digital Account Strategist

Dylann Schneider Digital Account Manager

John Roberts **Digital Account** Manager



Kalynn Young **Digital Account** Manager





2.1 Our Expertise
2.2 The Fusable Nexus
2.3 How We Use Audiences



Our Expertise

Our 5 core areas for success: Digital Strategy; Content & Design; Organic Growth; Brand & Performance Marketing & Intelligence

2

Organic Growth

Organic is the keystone of your online presence. Ensuring your customers can find both your brand is first; yet Organic efforts can also increase the visibility of your products and offerings to qualified searchers.

Brand & Performance Marketing

5

Content & Design

Our in-house Content and Design Studio marries industry expertise and a deep understanding of our audiences with creative. Designing impactful creative to build connections, drive clickthru-rates and educate buyers.

Digital Strategy

Fusable's Digital SMEs live and breath both digital and our industries. We take a holistic approach to look across your business to find ways to activate digital to achieve your business goals. These channels move people through awareness, education, conversion and loyalty. With a wide mix of channels, we can expose target audiences to your brands message, build products awareness and drive leads.

Intelligence

We're first and foremost a data company. Blending insights from our data brands and marketing performance, our intelligence informs our decisions and drives your bottom line.



Interconnected Solutions

Marketing isn't a singular function; it commands a multi-channel approach to engage customers, beat out your competition and drive decisions.





How do we build our audiences?

...with data!





Audience Built by Data





3.1 Brand vs Digital Strategy **3.2** Strategy Recommendations **3.3** Website Audit Offerings



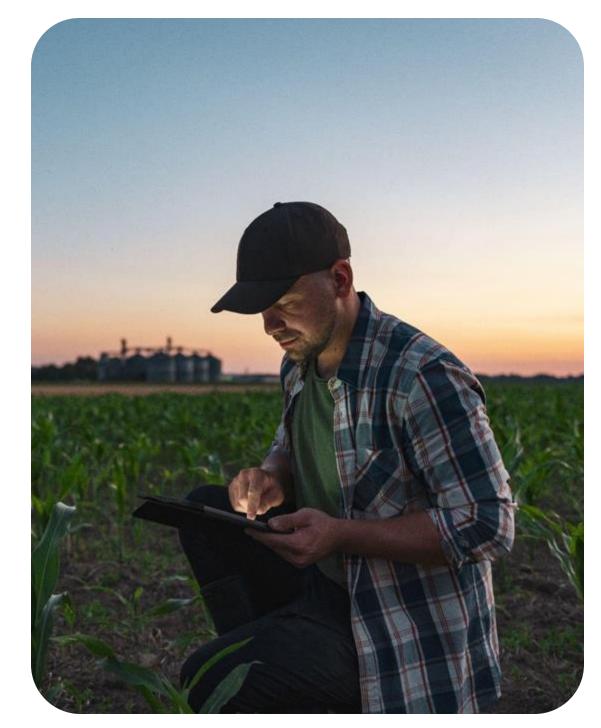
Brand Strategy vs. Digital Marketing Strategy

Brand strategy defines **what** your brand's identity, positioning, and messaging is to create a consistent and compelling brand experience.

Digital marketing strategy outlines **how** to leverage digital channels and tactics to reach, engage, and convert your target audience.

Implementing effective brand and digital marketing strategies can:

- Strengthen brand awareness
- Enhance customer loyalty
- Drive measurable results
- Improve overall marketing effectiveness and business growth.





Strategy Recommendations:

Recommendations include:

- Website UX
- Brand Visuals
- Brand communication and content
- Affiliate marketing and reputation management
- Paid and organic Social
- Email efforts
- SEO and local search
- CTV, OTT, Digital Out-of-Home (DOOH)
- Video marketing and programmatic audio
- Lead generation activities & opportunities
- Display advertising: programmatic, native, rich media, geofencing
- E-Commerce
- Account based marketing (ABM)
- Proprietary custom events





Website Audit Offerings

Our Comprehensive Website Audit is designed to address every aspect of your website's performance, user experience, design, and content.

Core Audit Components Include:

- 1. Technical Performance
- 2. UX Evaluation
- 3. Content Analysis and Recommendations

Deliverables Include:

- Detailed Report of findings
- Annotated Screenshots
- Prioritized Action List
- Visual Mockups where appropriate
- Wireframes where appropriate
- Design Improvements

- UX Enhancements
- Content Quality Assessment
- Content SEO Analysis
- Content Suggestions
- New Content Ideas
- Content Layout Suggestions





4.1 Content Studio
4.2 Website Development
4.3 Landing Page Design
4.4 Design Services



Content Studio Offerings

Content Studio Site





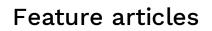














Pre-recorded webinars



Original research



Demos/Trials



Custom Web Development Solutions



Fully Custom-Built Websites

No templates, no compromises. We create unique designs tailored to your brand identity, ensuring a memorable online presence that stands out from the competition.

You Own Your Site

Unlike other services, you own your website outright—no ongoing monthly fees, no required contracts, and no hidden costs. Your site is your asset, free from any obligations to us.

No Ongoing Access Required

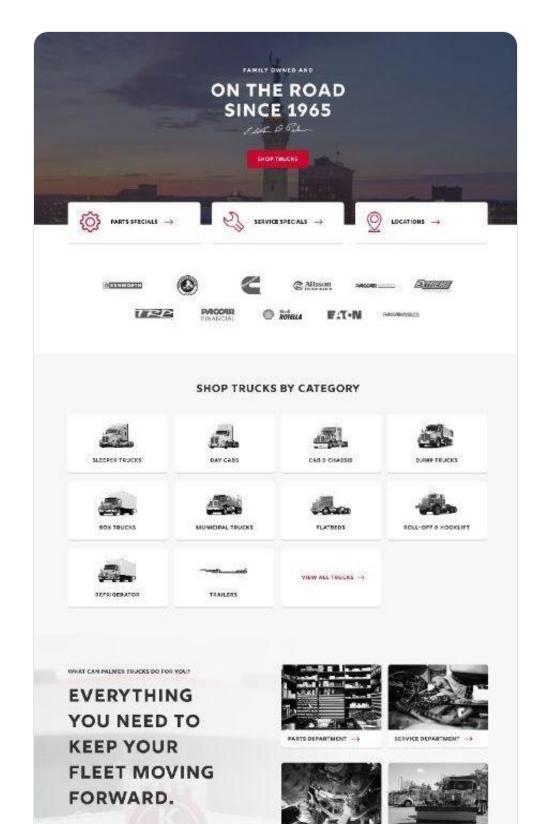
After your site is built, you're in complete control. You won't need to rely on us for ongoing access or changes unless you choose to.

Collaborative Process

We believe in working closely with you at every step, ensuring that the final product perfectly aligns with your vision and needs. Our process is highly interactive, allowing for continuous feedback and adjustments.

Optimized for Success

With a focus on enhanced user experience and SEO optimization, our custom sites are built to attract more traffic, improve user engagement, and drive conversions.





Landing Page Creation



2

Conversion Optimization

Create visually appealing and userfriendly landing pages that drive conversions.

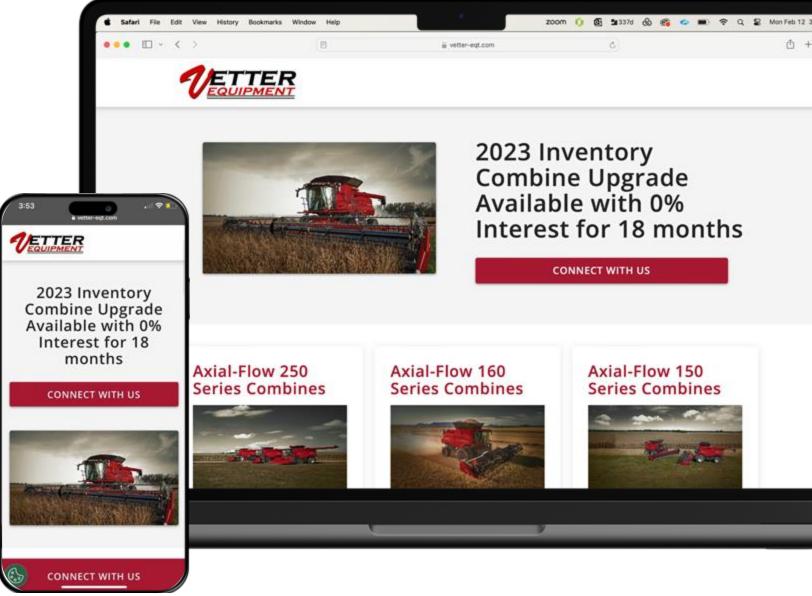
A/B Testing

Optimize your landing pages by running A/B tests to identify the most effective headlines, calls to action, and design elements.



Mobile-Optimized Design

Create landing pages that provide a seamless user experience across devices.





Design Services

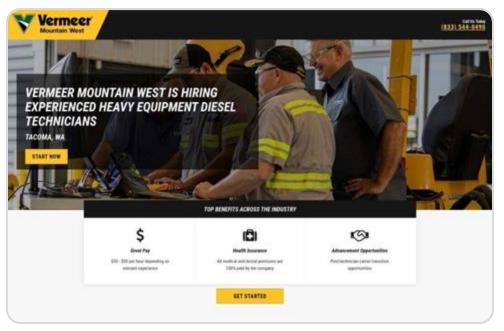
We believe that great design tells a story. We blend creative visuals with compelling messaging to create a seamless user experience. We approach every design project with the end goal in mind. Our designs are geared towards driving results and generating an ROI for our clients.

Design service include

- Social media ads
- Rich media HTML5, GIFs, In Banner Video, Carousel, Animated, Hotspot, Slider
- Display and retargeting ads
- 🕑 Website banner ads
- Newsletter banners
- White papers
- Lead gen media
- Email templates
- Landing pages
- DOOH Billboards, signage









	Organic
	Growth

<u>5.1</u>	<u>Organic SEO</u>
<u>5.2</u>	<u>Local Search</u>
<u>5.3</u>	Reputation Management



Organic SEO

Long-term success with Google

First 30 Days

During the first month, we lay a strong foundation for your campaign's success.

MONTH 1 MONTH 2

This includes:

- 1. Initial Campaign Set Up
- 2. Keyword Optimization
- 3. Website Optimization
- 4. Business Profile Development
- 5. Dashboard Performance Reports

2-5 Months

Keywords begin to move up the rankings.

We act as an online marketing extension of your business, promoting it everywhere your customers search.

You will experience keyword fluctuation as Google starts to recognize your website, so don't worry if keywords move around; it's totally normal. We work on optimizations and link building to build your website's trust and relevance.

6-9 Months

Success!

MONTH 6

Once reaching Google's top ten for your selected keyword ranks, we want to keep them there! We continue working hard to ensure your campaign maintains top ten rankings, while nurturing and elevating more keywords to help you rise above your competition.

Note: Implementing our keyword recommendations is the key to success - we know how to target the right keywords for your business so you get optimal results!

MONTH 9

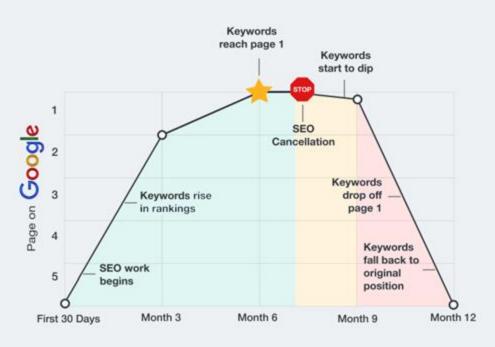
9+ Months

Stay ranking & expand vour reach!

We build on your success.

Now that you have Google's attention and your online presence is growing, we continue to leverage this momentum and optimize for **new** keywords.

SEO identifies user intent and then picks keywords to implement on a website that helps identify people more likely to come to your site



75% of clicks on Google go to the first 3 results on a search page

Organic leads have a 14.8% higher **conversion rate** than other channels.



Local Search

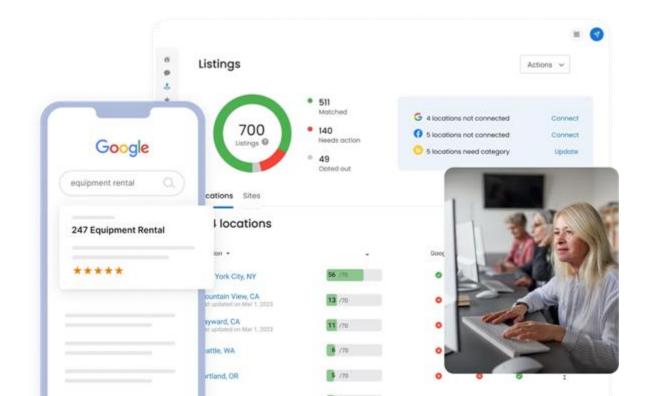
Get your local search performance scorecard

Companies like you want to rank higher in local search and drive leads to your business. Fusable simplifies listings management with support for single and multi-location businesses. We help customers:



Rank higher in Google search with complete and accurate listings Box out the competition in local search

Drive more engaged leads into your pipeline



Comprehensive and easy-to-understand

Fusable makes your listings attractive and comprehensive with 60+ fields like appointment links, contact information, photos, and so much more. Your location(s) have unique differences, it's important to highlight them for your customers

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	Canada		-	
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Insightful reporting and dashboards

Fusable provides a comprehensive view of how accurate your listings are across locations and directory sites. See how your listings are performing on Google Business Profile, Facebook, and Bing. Present the number of engaged leads you are driving to your business in your next management review.

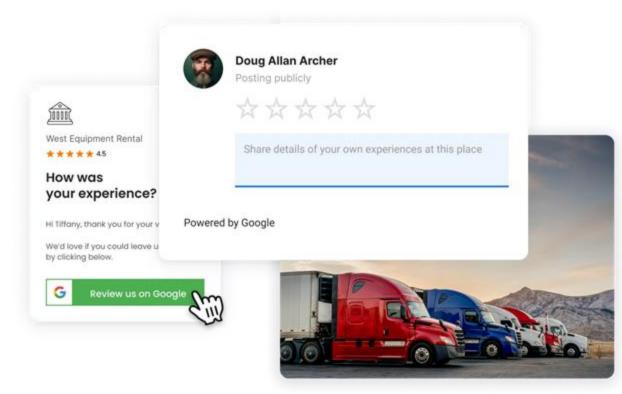
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Improve search rankings for your locations

When customers search for "equipment rental near me" or "tractor dealers near me" you want your location(s) to rank high and ahead of your competitors. Fusable creates and polishes these listings for you so you rank higher in local search and can easily be found.

Listings			Alters v	
By nome	By category	By local nar	ne	
3k	3k	1k		
•				
User activ	ons			
		_	A Request	
		-	Coll your website	
	/			
Top searches		-	•	• 511
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Reputation Management | Marketing



Rank higher with the best Google solution

Grow your Google reviews and rank higher in local search. Thanks to Fusable's partnership with Google, your customers can review your business in just a couple of clicks.



- Boost your SEO and rank higher in local "near me" searches
- Attract more customers to your business
- Save time and resources managing reputation across locations & sites



Understand customer sentiment with reports

Quickly identify underperforming locations with powerful reports and dashboards. Monitor review count and ratings over time to improve customer experience and keep your teams on track. Share weekly and monthly reports with your management to keep them posted on your progress.



Never let a review go unanswered

Your dedicated Fusable team responds directly to reviews. Good or bad, Google values your response to your customers' testimonials.

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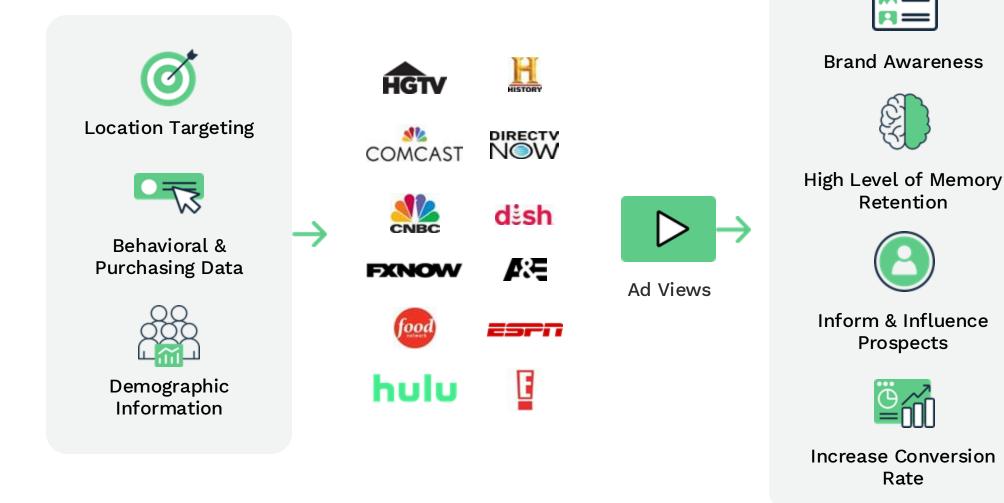


6.1 CTV | OTT
6.2 Digital Audio
6.3 Digital Out-of-Home (DOOH)
6.4 Social Media Advertising: YouTube



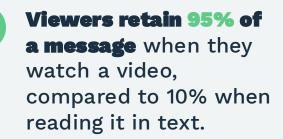


We connect first party data to streaming devices to programatically target individuals across a wide variety of platforms and channels.









Video represented 82% of IP traffic in 2023.

People spend 5x more time with video content than static content.



Digital Audio

Better & more efficient targeting with in-stream audio

Instead of advertising on terrestrial radio with loosely defined audience data, we can expose your unskippable ad on audio streaming services and target based on our proprietary data, including buyer behavior, geography, online interests, and more using programmatic radio advertising. Unlike terrestrial radio, you can track the impact of your campaigns, including cost-per-completed listen, listen through rate, and more.



Automated buying and inserting of audio ads





Digital Out-of-Home (DOOH)

Amplify Your Brand With Digital Out-of-Home Advertising



Combines the proven success of out-of-home advertising with the capabilities of a digital channel to reach your **audience in the right moment.**



One of the **fastest-growing** advertising channels with global expenditures projected at \$45 billion USD by 2024.

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Variety of formats, like digital billboards, digital screens at gas stations, in elevators, on mall directory screens, or on taxi cabs.



Deliver ads to the most **relevant audience**. Target based on location, time of day or of the week, type of venue, and weather in your geo targeted area.



98% of consumers have visited at least one DOOH venue in the past 30 days.



Ideal tactic for brand awareness: **84% of consumers** recall seeing DOOH ads, compared to ~50% for social media ads.









Social Media Advertising: YouTube

YouTube allows you to drive home a visually-impactful message where users are in the mindset to consume video content.





First-party data allows for a highly specific audience segment. This approach ensures your ads are shown to the most relevant audience.



Optimized for various devices and platforms, ensuring a seamless user experience across desktop and mobile maximizing reach and accessibility.



Utilizing first-party data in your Youtube marketing enhances the quality of clicks into your ads.



Using Fusable data in your campaign, you gain better insights into the customer journey and attribution. Improving clarity of how users move through the sales funnel.



7.0 Performance Marketing

- 7.1 Account Based Marketing
- **7.2** Display Advertising: Google
- **7.3** Display Advertising: Programmatic
- **7.4** Display Advertising: Native
- **7.5** Display Advertising: Rich Media
- **7.** E-Commerce
- **7.7** Geofencing
- **7.8** Search Engine Marketing (SEM)
- 7.9 Search Engine Marketing: Google Performance Max
- **7.10** Social Media Advertising: Facebook & LinkedIn

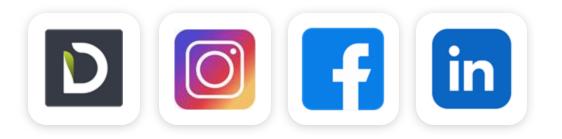


Account-Based Marketing

Whether your goal is new revenue or revenue from existing clients, ABM is a powerful strategy that enables marketers to efficiently reach and engage high-value accounts.

To deliver a targeted, effective, media plan we'll utilize several media channels, namely:

- **Demandbase** Display and CTV
- Facebook & Instagram Engagement & Lead Generation
- LinkedIn Engagement & Lead Generation/Meeting Requests



Digital buying experiences have created **new expectations** for responsiveness and

personalization.

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87% of marketers say that ABM delivers a higher ROI than other marketing strategies. Move contacts within your t**arget account list** from Qualified and Aware to Engaged, and finally, Opportunities and New Clients.



Account-Based

marketing is now an expected part of the marketing mix.

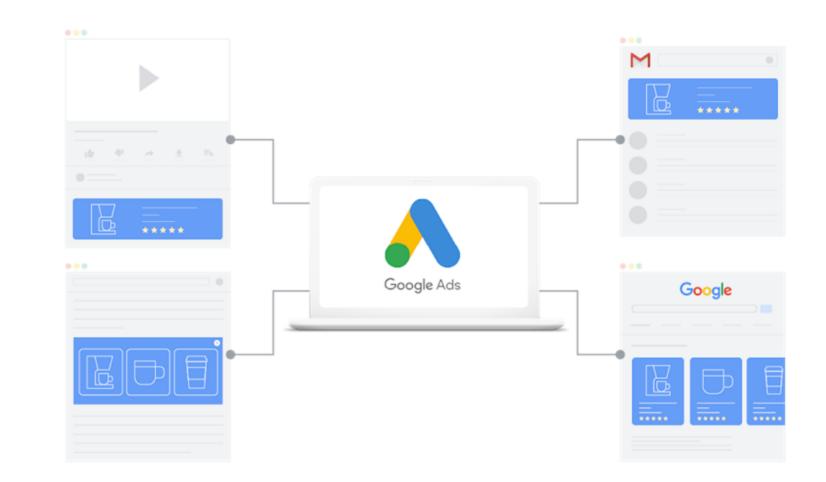


Display Advertising: Google

Google provides access to more than 2.5 million websites, through their display networks. When target prospects from our first party data are visiting sites through this network, their browsers are tagged. This allows your ads to appear on any of the display network websites tagged prospects visit.

Use Google display to:

- Build brand awareness through targeted impressions
- Drive traffic to your landing pages and website
- Support conversion-based campaigns
- Promote special product offerings



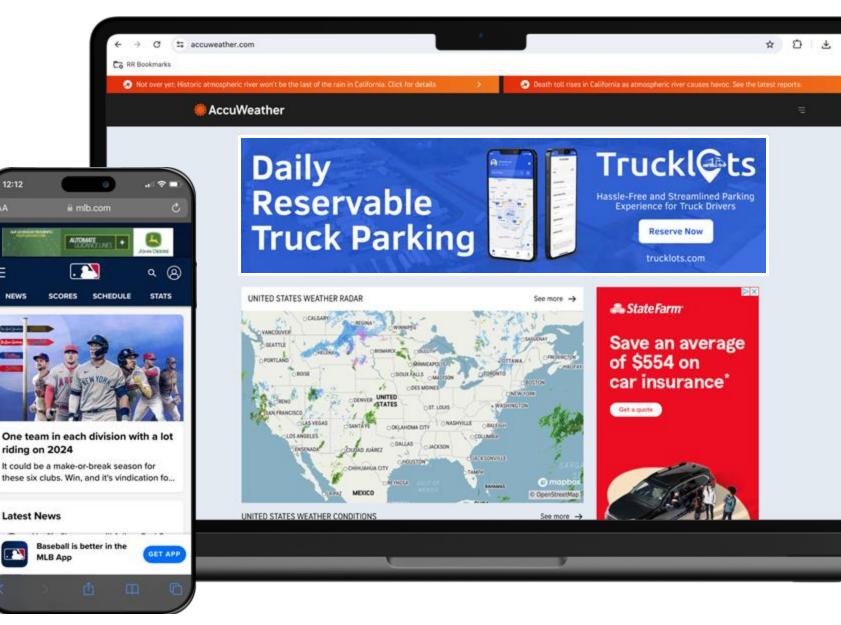


Display Advertising: Programmatic

Leveraging our proprietary database and behavioral data, your custom audience can be targeted with pinpoint accuracy across targeted display. Programmatic advertising offers expansive reach into other site networks and since studies have shown that this method impacts the entire buying process, your brand will be top-of-mind when it comes to purchase decisions.

Use programmatic display to:

- Build brand awareness through a wider network of placements
- Drive traffic to your landing pages and website
- Leverage omni-channel retargeting across other channels like CTV, Audio and Video.





Display Advertising: Native

Native digital advertising is a powerful tool that seamlessly integrates with the platform or website it appears on, providing a unique and enjoyable browsing experience for users.

Non-intrusive Engagement: Native ads provide a natural way for audiences to engage with brands without interrupting their online experience.

Increased Click-through Rates: The seamless integration of native ads often results in higher click-through rates compared to traditional advertising formats.

Greater Brand Awareness: Native ads help to raise brand awareness by blending seamlessly with the surrounding content, thereby enhancing brand visibility.

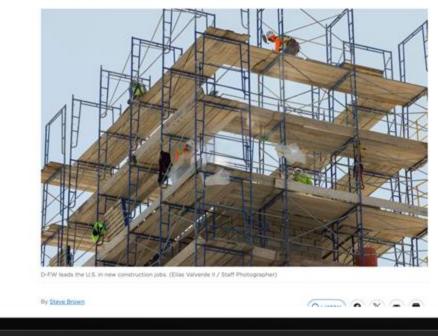
Improved Campaign Performance: With their ability to capture audience attention and foster engagement, native ads contribute to improved overall campaign performance.

Innovative and Positive Approach: Native advertising represents an innovative and positive approach to online advertising that benefits both advertisers and users by delivering relevant and engaging content.



Dallas-Fort Worth tops U.S. in construction job growth

North Texas added 14,800 building sector jobs in 2023.







Display Advertising: Rich Media

Enhancing User Engagement With **Rich Media Advertising**

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Capture users' attention with interactive elements and immersive experiences, resulting in **increased user** engagement and longer interaction times.



Rich media ads can achieve click-through rates that are up to **10x higher** than traditional static banner ads.

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Leads to **higher conversion rates** as they can tailor content and calls to action to user preferences and behaviors.



Optimized for various devices and platforms, ensuring a seamless user experience across desktop and mobile maximizing reach and accessibility.



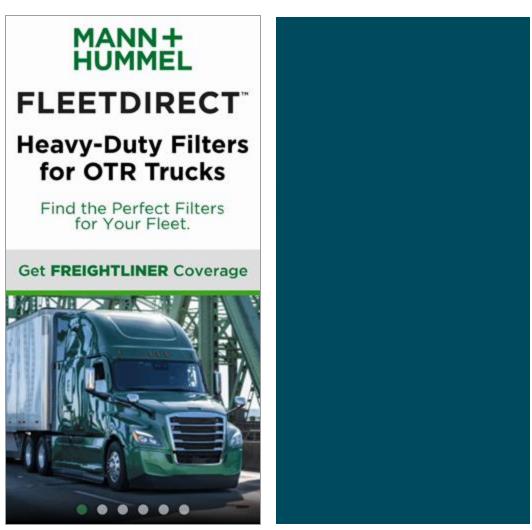
Allows advertisers to tell engaging stories and narratives, creating a deeper emotional connection with users and fostering brand loyalty.



Rich media ads often bypass ad blockers, as they are seen as more user-friendly and less disruptive, ensuring that the message reaches your audience.

for OTR Trucks

for Your Fleet.







E-Commerce

Increasing brand awareness, driving traffic, and generating engagement and sales. One of the huge benefits of online advertising for ecommerce is that you can reach specific groups of people who would like your products, and keep in touch with them through multiple platforms.



Expand your brand's reach with ecommerce ads using platforms like Google and Meta, leveraging Fusable's 1FP data for precise targeting to potential customers actively seeking your products.



Increased sales and revenue

Dynamic ecommerce ads drive sales by targeting the right audience, showcasing products effectively, and creating urgency through limited-time offers, ultimately boosting revenue through increased conversions.

facebook Google

Why E-Commerce?

Online stores that have a social media presence **generate 32% more sales.**

Facebook represents 85% of social media sales.

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Google Shopping Ads deliver a **600% increase in click-through rates** compared to standard text ads.

Aftermarket e-Commerce **revenue up 19%** vs. 3% for brick and mortar.



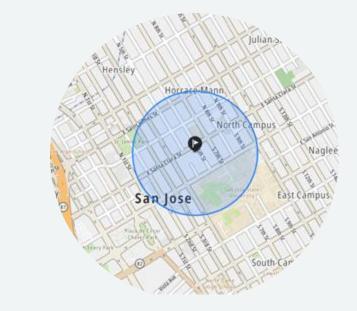
Geofencing

Target your prospects, wherever they are using Advanced Media Technologies. How do you reach prospects and clients during the consideration phase?

We can develop a custom audience designed to your specifications and use your physical locations (or competitor locations) to create "conversion zones" for serving up ads to your custom audiences.

The business intelligence that feeds into our programmatic yields more highly actionable campaign reporting and the ability to report back on store visits.









Your custom audience + EDA verified data.

Prospects enter one of the predetermined geofenced areas.

Prospects view ad on their mobile phones.

Live ad drives prospects to the desired location.



Search Engine Marketing (SEM)

Balance SEO Plays With SEM Quick Wins



Harness Intent. With **millions of searches a day**, search engines are the destination for consideration. Brand awareness campaigns drive the search; SEM captures the intent.



Google Ads allows you to target your ads to specific demographics, locations, and interests, ensuring that your message reaches a **relevant audience** while combining specific keywords and phrases.

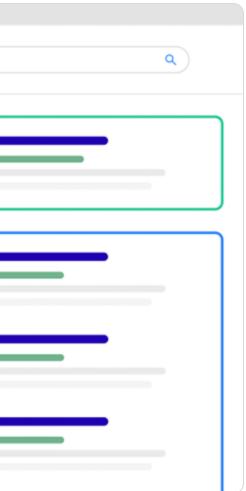
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The Search Engine Results Page (SERP) is a competitive space. By leveraging SEM you can **command more real estate**, push away competitors and reinforce your brand name.



Unlike SEO, SEM is quick to win by driving qualified, targeted traffic to your sites. **Tip: Combat long term SEO plays with SEM campaigns.**

Google	keyword
Paid	
Organic	





Search Engine Marketing: Google Performance Max

Google Performance Max is a campaign type in Google Ads designed to automate and optimize ad placements across various Google networks, including Search, Display, YouTube, and Discover.



Optimization of Bids and Placements

The most relevant audiences in the best possible placements across the Google Suite, maximizing the potential for conversions or conversion value.



Driving Conversions or Conversion Value

Data-driven insights and machine learning delivering optimized ad experiences, maximizing the value achieved from your marketing goals.



Enhanced Ad Creatives

Performance Max optimizes your ad visuals and copy to captivate users, making your brand stand out in a crowded digital landscape and driving higher click-through rates.



Utilization of Audience Signals and Customer Data

Performance Max combines first party data and customer demographic data, fine-tuning targeting to reach relevant audiences at the right moments with compelling ads.



YouTube

Gmail

Maps



Social Media Advertising: Facebook & LinkedIn

Meeting Your Customers Wherever They Are



Target a custom audience of known decision makers

where they are most active across Facebook, Instagram and LinkedIn.



Ads increase social media engagement organically,

growing your overall brand presence online and leading to secondary SEO benefits.



Audience modelling from first-party data adds to reach and engagement.



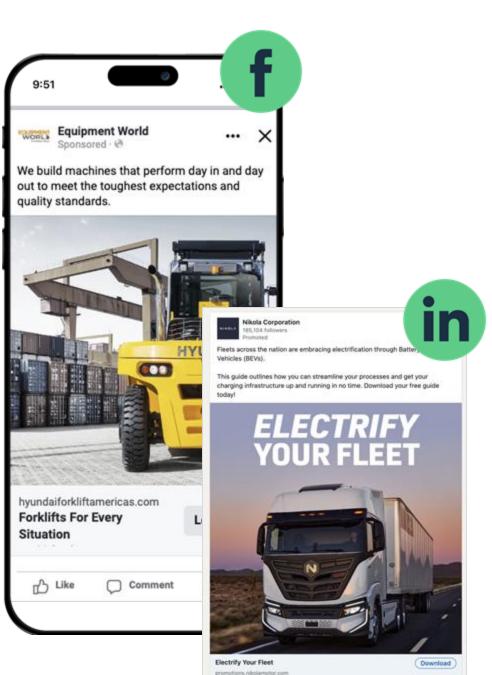
87.8% of LinkedIn users are also on Facebook, meaning that the benefits of running Facebook Ads for your B2B offering are numerous.

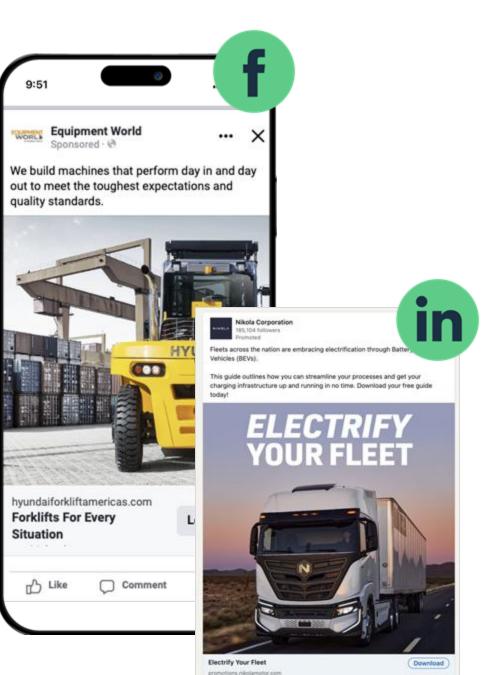


B2B audiences exposed to brand and acquisition messages on LinkedIn are **6x** more likely to convert than any other social platform



Incorporate static imagery as well as videos for rotation and A/B split testing to optimize towards traffic quality and CTRs.









8.1 Analytics Services8.2 Dashboards & Reporting



Analytics Services

Analytics is a core part of Intelligence. It tells the story of what's happening beyond traffic and helps you understand website key performance metrics and user journey steps that lead to business success.

Our Analytics team focuses on two areas to setup, review and inform campaign optimizations and website decisions.

We achieve this through:

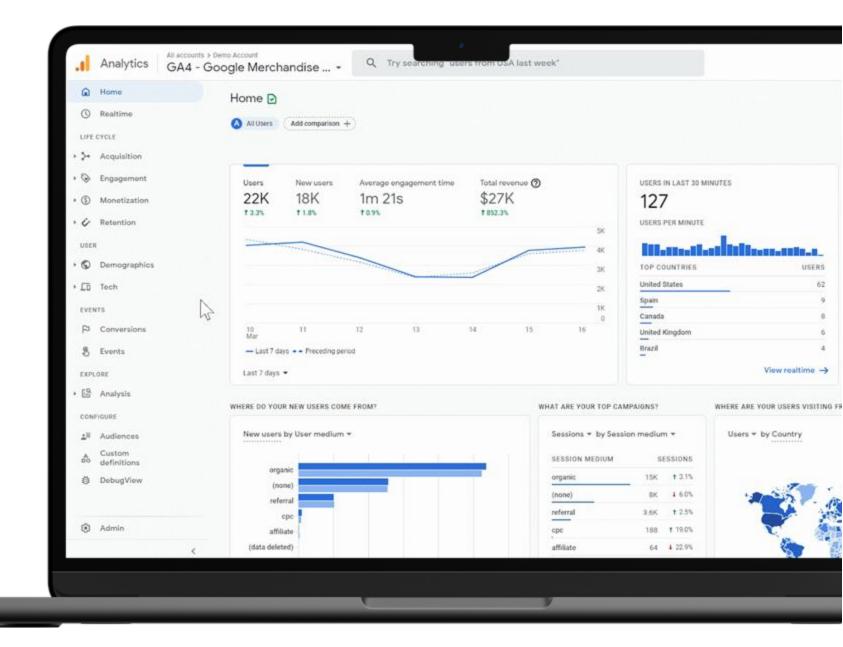
Google Tag Manager

- One set of code installed on all pages of a site instead of multiple tracking scripts that may slow down page load times.
- Allows for off-site tracking updates without help from web developers in most cases.

GA4

- Event-based data to provide more granular level reporting of user engagement.
- Extremely customizable reports for further insight into user journey, even across platforms and devices.

Capable of predictive analytics with enough data while providing more privacy control.





Dashboards & Reporting

Our customized dashboards and detailed reporting help you stay informed about your marketing performance and make data-driven decisions. Access to live data helps you stay clued in on performance and monthly reporting calls uncover insights in-depth.



Real Time Performance Overview



Target Audience Insights

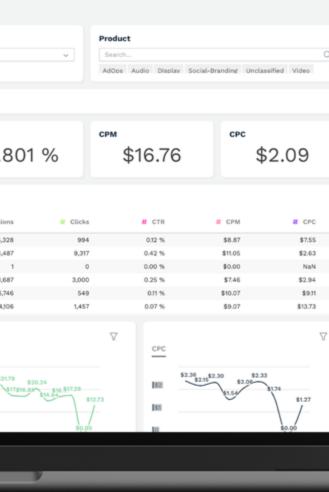


Opportunities & Planning



Activity & Optimization Timeline

🛟 FUSABLE			Fusable DAM: Ashley Wier Strategy: Chris McNaught Products: DOOH, Rich Media & SEO			
Month Jun 2023 Jul 2023 A Oct 2023 Nov 2023			Campaign Select.	n Name		
					Bra	nding
Budget \$1.09N		^{npressions} 61,606,	581	clicks 493	3,247	CTR
φ1.09N	" III	01,000,	,		,	
Branding Performan		() Goal Metric		7 Budget	# Goal Volume	# Impre
Branding Performan Campaign Name Steiner	ice S Channel ↑ Display	Goal Metric CPM		# Budget \$7,500.00	# Goal Volume 625,000	
Branding Performan Campaign Name Steiner MX Key Landsc	ice © Channel ↑ Display Display	© Goal Metric CPM CPC		Budget \$7,500.00 \$24,492.00	# Goal Volume	
Branding Performan Campaign Name Steiner	ice S Channel ↑ Display	Goal Metric CPM		# Budget \$7,500.00	# Goal Volume 625,000	
Branding Performan Campaign Name Steiner MX Key Landsc Industrial Air P	nce © Channel ↑ Display Display Display	 Goal Metric CPM CPC 		Budget \$7,500.00 \$24,492.00 \$0.00	27 Goal Volume 625,000 8364	2
Branding Performan Campaign Name Steiner MX Key Landsc Industrial Air P CWL Key Mark	ce Channel ↑ Display Display Display Display	Goal Metric CPM CPC CPC		Budget \$7,500.00 \$24,492.00 \$0.00 \$8,824.98	# Goal Volume 625,000 8364 2,942	2,
Branding Performan Campaign Name Steiner MX Key Landsc Industrial Air P CWL Key Mark Industrial Air P	cce Channel ↑ Display Display Display Display Display Display	Goal Metric CPM CPC CPC CPM CPC		Budget \$7,500.00 \$24,492.00 \$0.00 \$8,824.98 \$5,000.00	# Goal Volume 625,000 8364 2,942 462,321	2.
Branding Performan Campaign Name Steiner MX Key Landsc Industrial Air P CWL Key Mark Industrial Air P MX Key Market	cce © Channel ↑ Display Display Display Display Display	© Goal Metric CPM CPC CPC CPM CPM		■ Budget \$7,500.00 \$24,492.00 \$0.00 \$8,824.98 \$5,000.00 \$20,000.00	2 Goal Volume 625,000 8364 2,942 462,321 1,666,666	2





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