

Ann Stanley - Founder & CEO

Latest technology innovations that can mess with your marketing

29th January 24

Who am I?

Ann Stanley

- Founder and CEO of Anicca Digital
- 22 years in digital marketing, 17 years running Anicca
- Consultant and trainer, specialising in paid media, search, Analytics and ecommerce marketing – now becoming an AI geek!
- Thought leader and author:
 - anicca.co.uk/a10-marketing-framework/
 - Integrate Creating an Integrated Marketing Strategy - anicca.co.uk/integrate-book/
 - Free weekly webinar Friday 9-10am anicca.co.uk/resources-webinars/
- Socials
 - Linkedin.com/in/annstanley



Ann Stanley ann@anicca.co.uk





17 years of data-driven digital marketing for ecommerce & established brands

Search Social Shopping Strategy **Skills**

Introductions Our pedigree

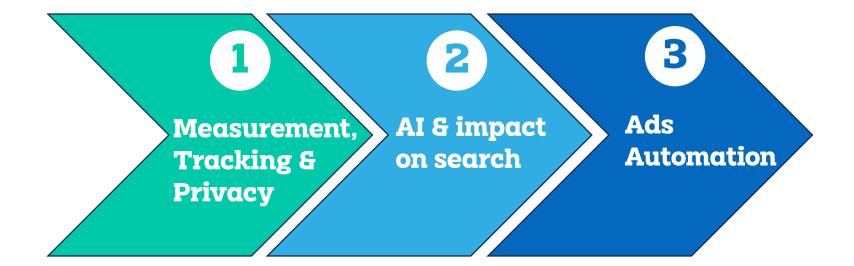
- We have vast experience of working with companies and organisations across many industries and parts of the UK
- Our deep understanding and sharp focus across digital marketing is what sets us apart from the competition, giving you comfort in knowing we are a true extension of your business.
- This is also why our internationally renowned clients stay with us year after year.





Introductions

Get ahead with key technical changes







1 Measurement, Tracking & Privacy

1) Measurement, Tracking & Privacy



1) Measurement, Tracking & Privacy Gogle Analytics (GA4 vs GA3)

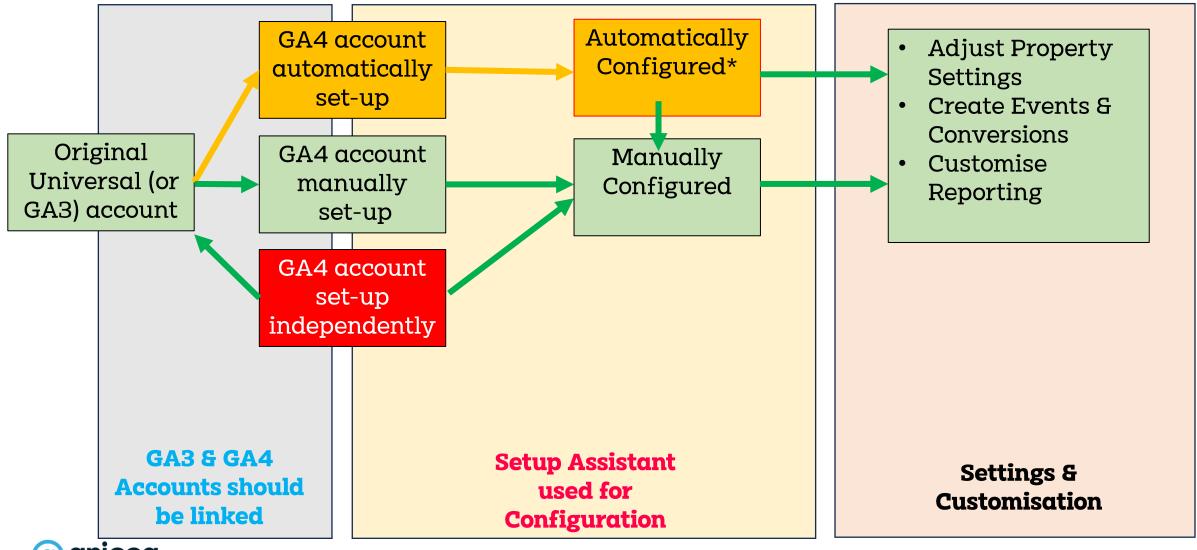
1) Measurement, Tracking & Privacy

What happened on (or since) the 1st July 23?

- Universal Analytics (GA3) stopped processing data
- GA4 is the only option going forward and you will only have data from the date you created your account
- A new GA4 account may have been automatically created from your old GA3 account. If you did not manually manage this process, then your existing settings, Goals (conversions) etc. will have automatically been migrated
- You can still correctly **customise your GA4 account**
- You have until 1st July to access and archive your old GA3 data – then it will be deleted!

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What's your current Analytics status



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Are you using GA4 correctly?







GA4 Migration Audit

	Analytics
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All accounts > 1

Home
Reports
Explore
Advertising

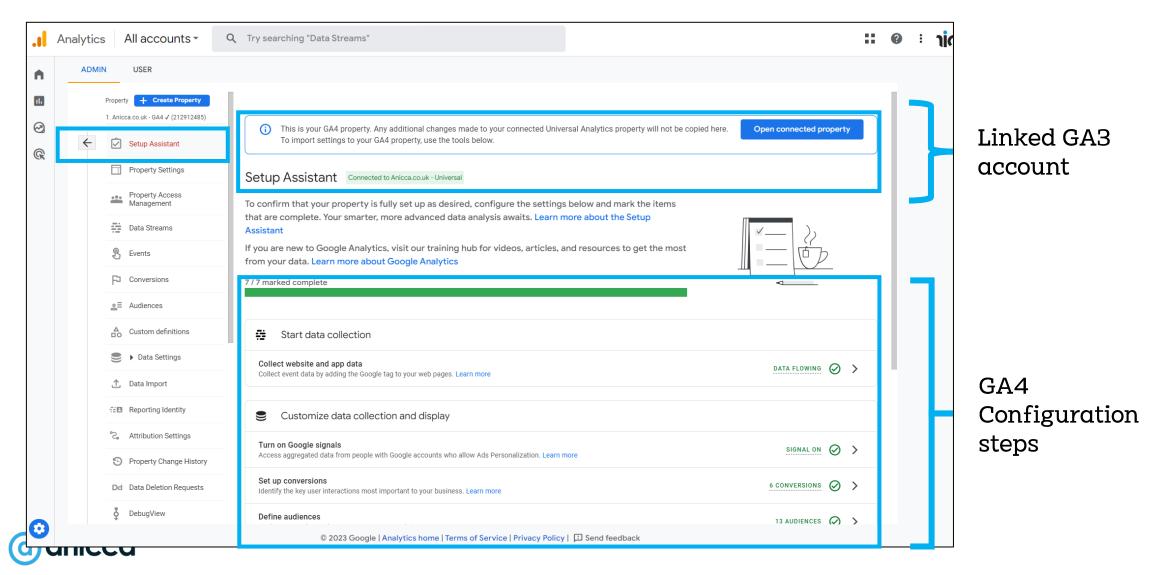
	^{Users}	Total revenue £1.4M	Conversions 12K	⊘ - +,	USERS IN LAST 30 MINUTES	Ø • •
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Setup Ass	istant	II. Eco	mmerce purchases	II. Conversions	II. Engag	ement overview
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GA4 Setup Assistant (in GA4 admin)

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	Analytics All accounts - Q Try searching "Data Streams"	:	?	nic
A	ADMIN USER			
	Account Property + Create Property 1 Anicca.co.uk ▼ 1. Anicca.co.uk - GA4 √ (212912485) ▼			
S G	Account Settings			
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	© 2023 Google Analytics home Terms of Service Privacy Policy 💷 Sen	d feedback		

GA4 Set up appears complete (green bar)



Setup not started or incomplete

This is your GA4 property. Any additional changes made to your connected Universal Analytics property will not be copied here. Open connected property To import settings to your GA4 property, use the tools below.	Start data collection			
Setup Assistant Connected to Mor To confirm that your property is fully set up as desired, configure the settings below and mark the items that are complete. Your smarter, more advanced data analysis awaits. Learn more about the Setup Assistant	Collect website and app data Collect event data by adding the Google tag to your web pages. Learn more	Not Started		
If you are new to Google Analytics, visit our training hub for videos, articles, and resources to get the most from your data. Learn more about Google Analytics	Se Customize data collection and display			
·	Turn on Google signals Access aggregated data from people with Google accounts who allow Ads Personalization. Learn more	Not Started		
	Set up conversions Identify the key user interactions most important to your business. Learn more	Not Started		
	Define audiences Find, group, and remarket to your most engaged visitors Learn more	2 AUDIENCES >		
Plus, there will be				
additional settings and	🔥 Link Google Ads			
configuration that are	Link to Google Ads Connect to your Google Ads account, so your GA4 audiences and conversion-event data are exported to Google Ads by default. Learn more	Not Started		
required e.g. data	Bid on GA4 conversions Use Google Ads to bid on GA4 conversions Learn more	Not Started		
retention increased from 2	Target ads to GA4 audiences Go to Ads and bid using GA4 audiences. Learn more	Not Started		

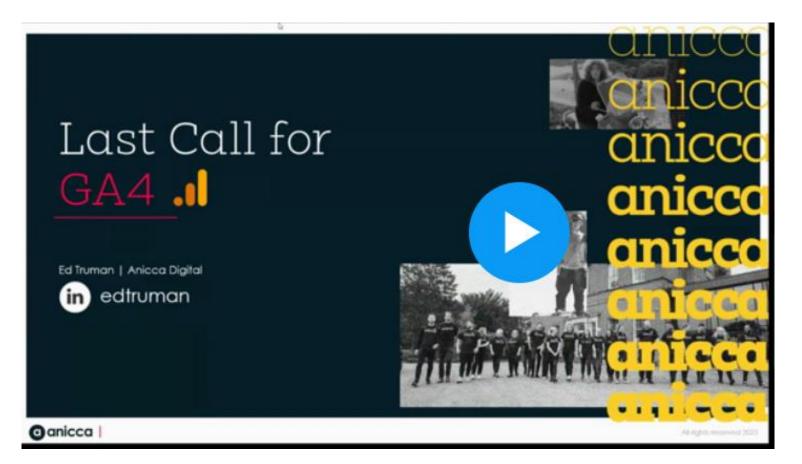
Advanced setup (optional)

6

to 14 months

anicca)

Previous Webinar on GA4 set-up & settings



https://www.bigmarker.com/anicca-digital/Your-last-call-for-GA4-What-to-do-next-Friday-23rd-June-9-00am-10-00am





Looker Studio reports GA4 vs GA3

Some of the Issues with GA4 reporting

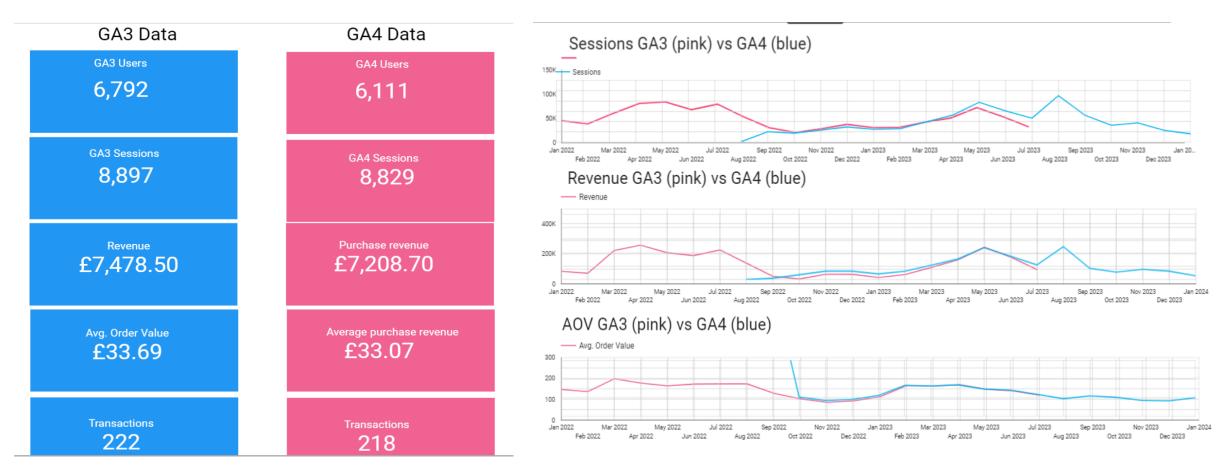
- **1. Metrics are reported or measured differently**, so you can view session or user-based metrics, or use new metrics, such as engaged sessions
- 2. Some **dimensions are still being introduced** or have been retired

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- 3. Actions are based on Events, which can be setup manually or imported via Google Tag Manager – you can then choose if you want an individual Event to be recorded as a Conversion
- 4. Results do not match what you saw in GA3, although the overall data may be similar, the way it is attributed, for example by Source/Medium or Channel can be quite different (especially when Signals are activated as you may end up with a large chunk of your traffic from "Cross-Network")
- 5. Conversion Attribution is data-driven and not based on last click (as in GA3)
- 6. Many of the **standard reports available in GA3 are not replicated or available in GA4,** for example you can not change the way graphs are presented from days to weeks or months
- 7. The **standard reports and data visualisation is still poor,** so you have to create your own reports in the **Reports Library** or **Exploration Hub**, however you can customise your menus and reports, to show what you want
- 8. Due to difficulties in reporting, many users have resorted to using **Lookers Studio**, which allows you to import data, blend it and make your own custom metrics

Looker Studio reports

Comparing same month (May 23)



Overlapping graphs to see before & after GA3 ended



anicca.co.uk/free-looker-studio-report/

Get Your Free GA4-Friendly Looker Studio Dashboard

Please complete all required fields below to get your free Looker Studio Report



"Ed Truman has developed a new Looker Studio Report for ecommerce or lead generation websites. You just need to add GA4 source data."



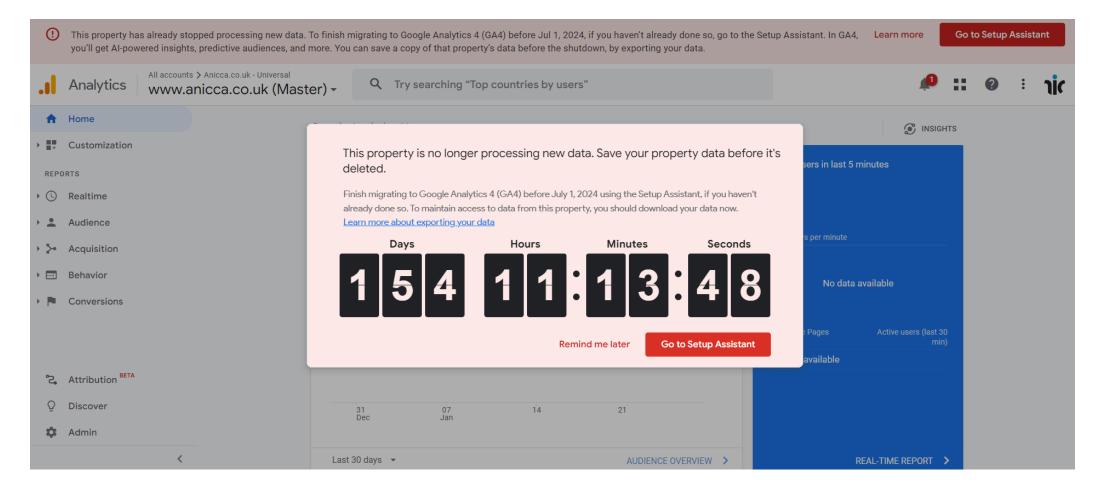
Submit

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GA3 Archiving

GA3 Countdown to oblivion (data deletion)



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Options to export your GA3 data

- 1. Google Analytics Interface (recommended for small sites)
 - Standard Reports
 - Custom Reports
- 2. Google Sheets (Analytics plugin)
- 3. Looker Studio (recommended if you already use Looker Studio)
 - Reporting
 - Archiving
 - Use with connectors for max data input e.g. Supermetrics
- 4. Third-party Tools e.g. GA3-exporter
- 5. More technical users and for larger sites
 - Google Analytics API

Google BigQuery Export (For Google Analytics 360 Users)
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1) Measurement, Tracking & Privacy

Cookie Consent & Google Consent Mode V2

The Consent Process



1.Obtain the user's choice to grant or deny consent for storing information about their behaviour.



2.Communicate the user's consent choice to tags & **pixels**.



3.Ensure that tags that store or read cookies comply with the user's choice at all times



Step 1: Obtaining Consent



Show details 💙

Cookiebot

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No cookies fired until consent is granted!

Step 2: Communicating Consent

Two recognised technologies for sending consent signals:

- 1. Google Consent Mode
- 2. IAB's Transparency and Consent Framework (TCF)

The above are both open APIs available in the industry for use



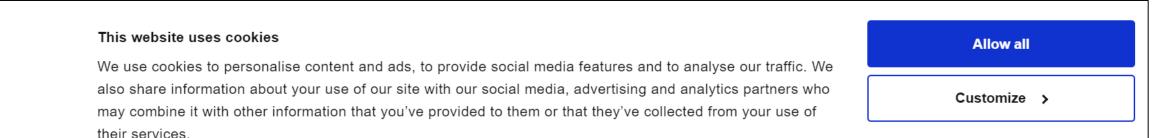


What is Google Consent Mode

- Enables your website to communicate with Google Tags to allow Google to dynamically adapt its tags based on what type of user consent has been given.
- If a user denies consent, tags no longer store cookies but instead send pings to the Google Server allowing basic data to be captured only.
- These signals are then used by Google to model conversions (Google Ads, Floodlight, etc.) and visitor behaviour (Google Analytics 4)



Туре	On-page Default	On-page Update
ad_storage	Denied	Granted
analytics_storage	Denied	Granted
functionality_storage	Denied	Granted
personalization_storage	Denied	Granted
security_storage	Granted	Granted





Consent Mode V2 Update March 2024

What's the big deal?

Google is making its latest version of its consent mode mandatory if you want to use the following within Europe:

- 1. Google remarketing and audience building capabilities
- 2. Google demographic and Interest reports
- 3. GA4 conversion exporting to Google Ads and Big Query
- 4. Enhanced conversions which use email addresses (maybe?)

Conversion tracking will continue to work as normal provided you have consent for ad_storage







What's Changing with the Latest Consent Mode

Consent Mode currently has different marketing consent categories:

- **ad_storage** (advertising cookies)
- analytics_storage (analytics cookies)

ad_user_data	-	Granted
ad_personalization	-	Granted

Consent Mode V2 simply ads 2 more:

- ad_user_data (consent for personal data being used for advertising purposes)
- **ad_personalization** (consent for remarketing purposes)





About us 🗸 🛛 Blog

Analytics 🗸 🛛 Paid 🗸

Award-Winnii Marketing Sin

Туре	On-page Default	On-page Update
ad_storage	Denied	Granted
analytics_storage	Denied	Granted
functionality_storage	Denied	Granted
personalization_storage	Denied	Granted
security_storage	Granted	Granted
ad_user_data	-	Granted
ad_personalization	-	Granted



Let us prove it

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This website uses cookies

We use cookies to personalise content and ads, to provide social media features and to analyse our traffic. We also share information about your use of our site with our social media, advertising and analytics partners who may combine it with other information that you've provided to them or that they've collected from your use of their services.

Allow all

Customize >

Step 3: Honouring and Managing Consent using Cookie Management Platforms (CMP)

CookiePro



iubenda OSGAOO®

Cookiebot by Usercentrics

See Googles recommended Consent Partners https://cmppartnerprogram.withgoogle.com/



All settings, cookies & scripts managed via CMP interface





Settings | Cookies | User consents | Reports

Domain Group: Anicca.co.uk



Welcome to your Cookiebot settings!

Configure your banner here.

Navigation

Navigate between tabs and choose your preferred settings. Use the checkmark icon every time you want to save changes, the arrow icon to go back to the previous version, and screen icons to preview changes on your banner and cookie declaration.

First time configuration

To start collecting consents, add your domains, customize your banner in the "Banner" tab, and paste the Cookiebot CMP scripts from the "Your scripts" tab to your website to have the banner displayed.

Where do you want your cookie banner to display? Add domains below.

Every month, we will scan these domains for cookies and tracking technologies in use. You pay a subscription fee for each domain name in this list.

+	Domain name	Scan frequency	
	anicca.co.uk	Monthly	×

To enable cookie consent on internal domains for test, development and staging, add the internal domain as an alias.



Why Use a Cookie Management Platforms (CMP)

- Fully customizable cookie consent banner
- Geotarget the consent banner in real-time for visitors from relevant privacy-regulated countries and regions
- Auto Translation
- Captures & Scan all cookies
- Consent Mode Integration
- Cookie Management
- Stores consent logs

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- Secure content storage
- Use Google Tag Assistant to audit and check what Cookies are firing on your site



Webinar on Google Consent V2 – Friday 2nd 9-10am



https://www.bigmarker.com/anicca-digital/Urgent-Update-on-Google-Cookie-Consent-V2-Rollout-Friday-2nd-February-9-00am-10-00am





1) Measurement, Tracking & Privacy

iOS Privacy & Cookie Blocking in Web Browsers

Use of server-side tracking & conversion APIs in ads platforms

- To address the impact of privacy changes like iOS14 issues, you can use server-side tracking and Conversion API's (CAPI) to import conversion data into Ad Platforms, such as Meta or Google
- This can help advertisers **maintain some visibility into the performance of their ads** and the effectiveness of their marketing campaigns, even if users have opted out of tracking
- Other ad platforms e.g. Pinterest and TikTok have also introduced their own conversion API as a way of imported conversion data into their Ad manager accounts
- Implementation of server-side tracking and CAPI
 - This can be relatively simple for some ecommerce or CMS platforms, which have direct integration with Meta or Google
 - Alternatively, you might be able to use a plug-in (such as Elevar) or employ a developer for a bespoke integration



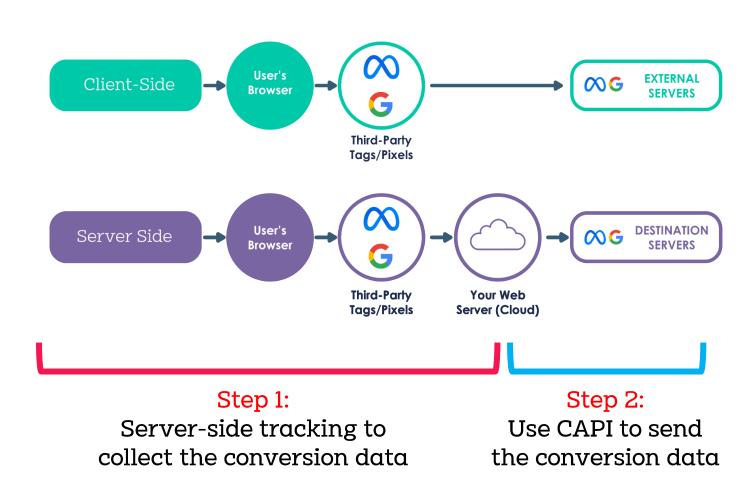
Server-side tracking setup

Send data via your own server rather than directly to the ad platforms from the users' browser (client-side)

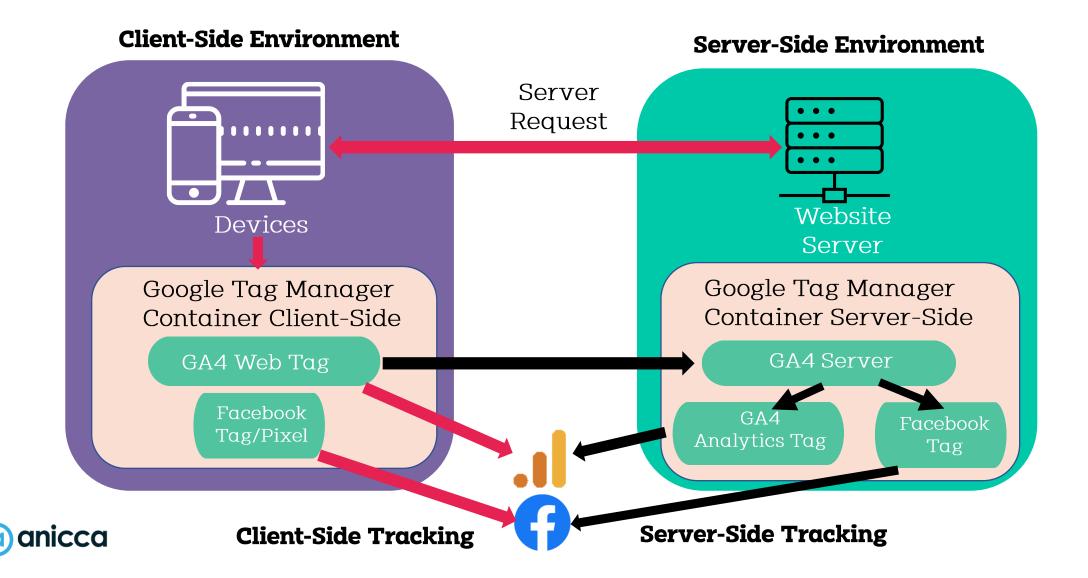
Benefits

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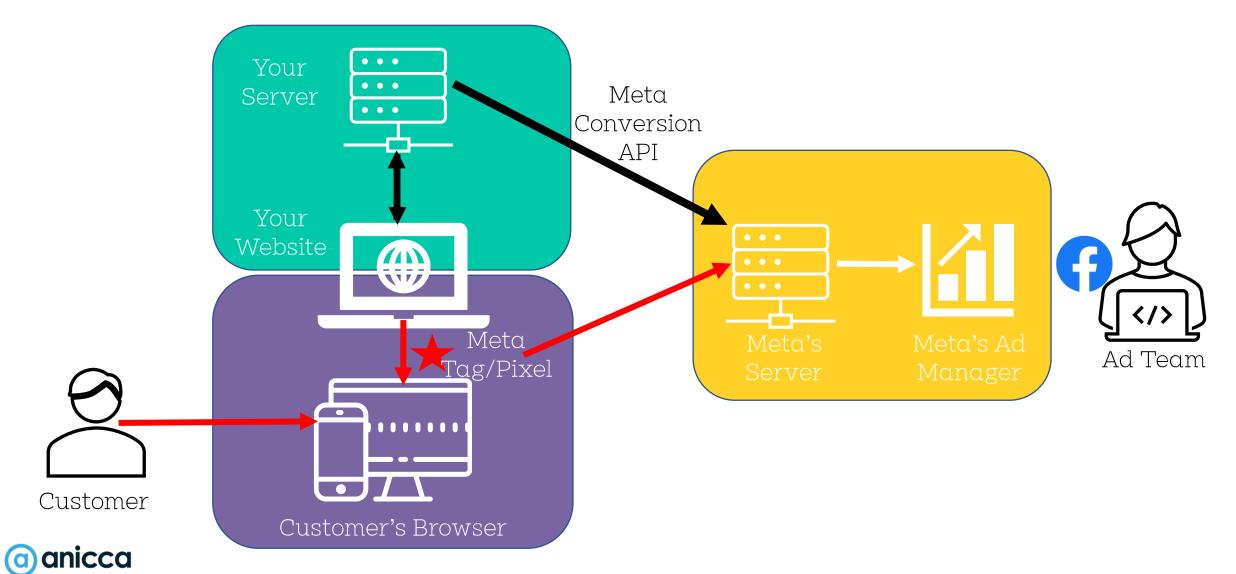
- Mitigate browser ad blocking and recovers lost data
- Improve page speeds
- Improve data security e.g. used in tracking profit from ecommerce sales



Understanding Server-side tracking



Conversion API (CAPI)



Server-Side Tracking solutions

Product	Service Description	CMS	Platforms	Hosting Cost
Elevar	Shopify Plugin that helps ensure 100% of your conversions are captured through a 1st party context via server side GTM. Elevar utilizes a Data Layer and Shopify Notifications to capture events which are then picked up by GTM. Boost performance by 10-20% on Facebook – Google Ads	Excellent for Shopify sites	Google Tag Manager Facebook Meta GA4 Google Ads TikTok Snapchat Criterio Pinterest And more <u>see list</u>	From \$150 monthly (1,000 Orders/month) \$350 for upto 10,000 Orders/month
stape gtm server	Global Server GTM Hosting that is easy to setup and much cheaper than having your own Google cloud storage.	All sites in which GTM code can be deployed	Google Tag Manager Facebook Meta GA4 Google Ads TikTok Snapchat Criterio Pinterest	\$100 per month to handle 5M requests. \$200 for \$20M requests
stape facebook capi Stape anicca	Meta's Conversions API Gateway Hosting. The easy way to implement Meta's Conversion API with no manual tagging or GTM. No need to hire a tracking specialist or use a third-party integration tool.	Any	Facebook Meta Only	\$10 a month
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Award-winning case study for books2door using the Meta Conversion API

UK Social Awards

• Best Use of paid social

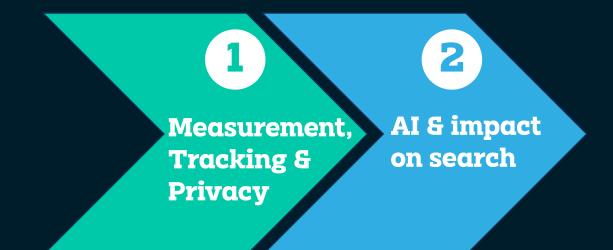
UK Paid Media Awards

- Best Large Paid Media Agency
- Best Shopping Campaign
- Best Retail Campaign
- Best Use of Conversion Attribution
- Case study link: <u>https://anicca.co.uk/blog/anicca-wins-large-paid-</u> <u>media-agency-of-the-year-3-awards-for-work-with-</u> <u>server-side-tracking-meta-conversion-api/</u>









2) Generative AI and the impact on search (and SEO)



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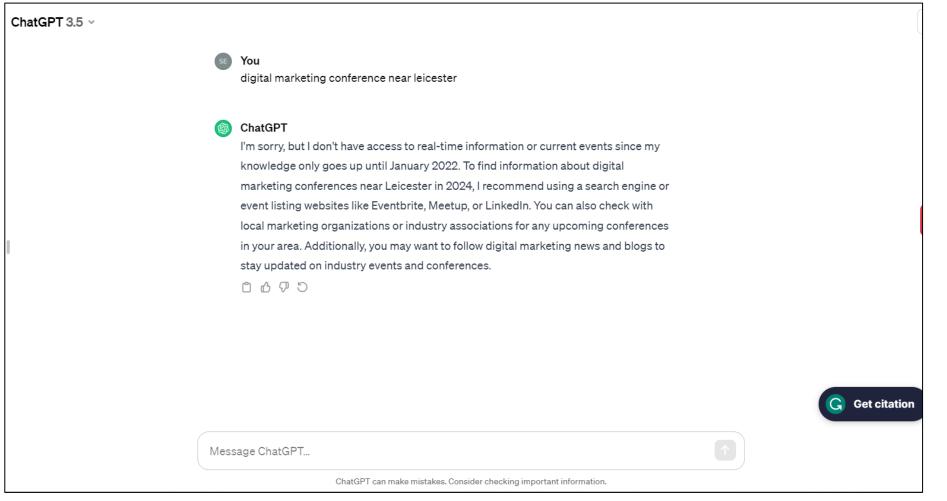
Search & AI Combo's

Searching for "Digital Marketing Conference Leicester"



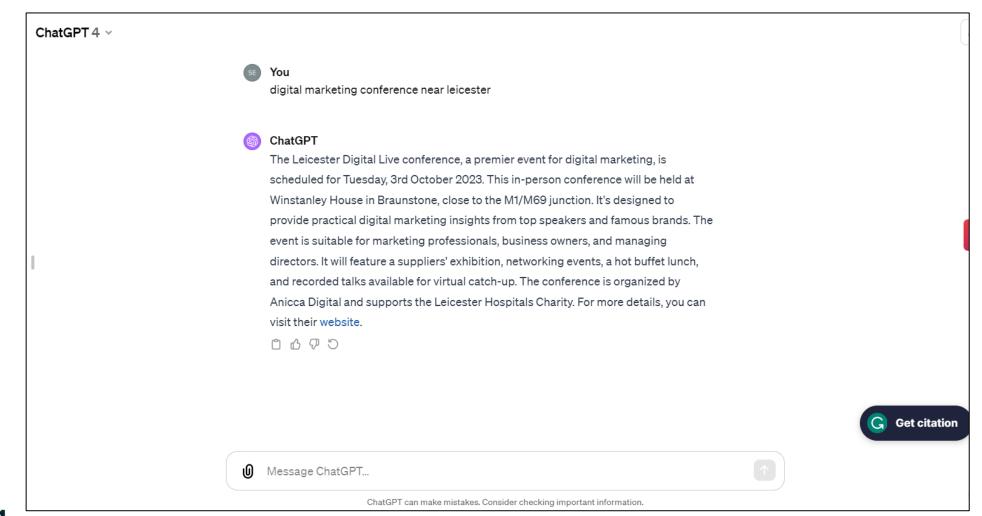
ChatGPT

ChatGPT 3.5 – no information since Jan 2022





ChatGPT4 – recommends Anicca Leicester Digital Live 2023







Bing +ChatGPT

Q SEARCH

digital marketing conference near leicester

/ Searching for: digital marketing conference near leicester

Generating answers for you...

Your personal and company data are protected in this chat

I found some digital marketing conferences near Leicester that might interest you. Here are some of them:

 Leicester Digital Live 2023: This is a premier digital marketing conference in Leicester that will be held on Tuesday, October 3, 2023. The conference will cover topics such as E-commerce, Lead Generation, Social Media, Paid Search & SEO. The event will be held at Winstanley House, Braunstone. Early bird tickets are available for £75¹.

Digital Marketing Conference 3rd October 2023: This conference will be held on Tuesday, October 3, 2023. The event will take place at the Leicester Racecourse, Oadby. The conference will cover topics such as Digital Marketing, Social Media, and SEO. Tickets are available for £25.00 - £50.00².

3. Digital Marketing Conference 2023: This conference will be held on Friday, June 30, 2023 at the Leicester Marriott Hotel. The conference will cover topics such as artificial intelligence, machine learning, search engine optimization, content creation, robots, and automation. The event is free and open to all SMEs ³ ⁴.

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New topic Ask me anything...

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Correct Info

Incorrect Info

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Google +Bard

Bard (updated to Gemini) – recommends future events

= Bard Experiment			ซ 🕫 🕸 🖩 าเ่ต	ขึ 🕸 🖩 า่เว
See the latest updates to the <u>Privacy Help Hub</u> X				See the latest updates to the <u>Privacy Help Hub</u>
 + New chat Recent I want to survey the staff in our 	✦ Hello again Tell me what's on your min	d, or pick a suggestion.	G	 Unfortunately, there aren't any upcoming digital marketing conferences specifically in Leicester. However, there are a few options nearby that you might be interested in: Nottingham: The "Business Online '24" conference is taking place on Thursday, October 3rd, 2024, at the Nottingham Conference Centre. This event will focus on digital marketing and e-commerce, with speakers from Google, Facebook, and other leading companies.
	Understand economic concepts rules of a sport type of diet	Create beginner's guide to social post sales pitch	Explore spring getaway food hotspots see the sights	W en.wikipedia W en.wikipedia Notingham Conference Centre
Melton Mowbray, UK From your IP address - Update location	Bard may display inaccu	near leicester	s responses. <u>Your privacy & Bard</u>	Birmingham: The "Marketing Week Festival" is taking place from September 24th to 26th, 2024, at the NEC Birmingham. This is a much larger event than the others on this list, with over 300 speakers

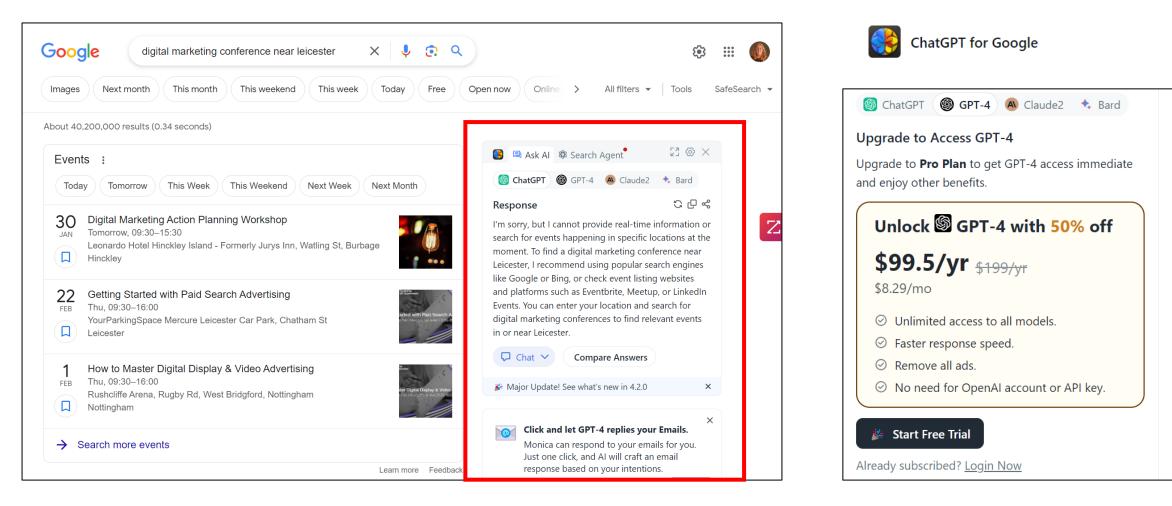
Bard may display inaccurate info, including about people, so double-check its responses. Your privacy & Bard

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Use of Chrome extension when using Google

Using Chrome plugin (ChatGPT for Google) – Google also recommend future events at the top



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Is ChatGPT beating Google?

Impact of ChatGPT on Google search (Oct 23)

- Google traffic declined 0.4% month-over-month to 2.8B.
- Bard traffic was up 2% month-over-month to 8.7M.
- Bing traffic increased 8% month-over-month to 42.7M.
- ChatGPT traffic was up 4% month-over-month to 55M
- ChatGPT traffic is roughly 2% of Google's web traffic, compared to 1.6% in September and 1.8% in August.





2) Generative AI and the impact on search (and SEO)

Google SGE - Search Generative Experience

Google SGE - Search Generative Experience

- Google is experimenting with combining search engine results with Generative AI results, using Bard (or their latest version Gemini)
- Only available in a test environment in the USA (Google Labs)
- You will need a new Gmail account and use of a VPN to access
- You need to apply for a "Labs account" to test





Where is the best digital conference in Leicester UK

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All filters - Tools SafeSearch -

Sonverse

2023 Images

News Shopping

Maps Books Flights

Generative Al is experimental. Info quality may vary.

Leicester, UK has several digital conferences, including: 💌

Videos

Leicester Digital Live

This conference is held at Winstanley House and covers topics like automation, integration, digital marketing, ecommerce, and lead generation. The 2023 conference will be held on Tuesday, October 3rd from 9 AM–5 PM.

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Leicester Digital Marketing, Media and Advertising Conference

This conference is held annually for marketing professionals. It covers topics like digital marketing best practices, latest trends, and strategy.





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Winstanley House

LEICESTERSHIRE'S PREMIER DIGITAL MARKETING CONFERENCE

This year we are pleased to be back in-person at the beautiful



Where is the best digital conference in Leicester UK

2023

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Shopping

Maps

Books Flights

All filters - Tools SafeSearch -

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Images

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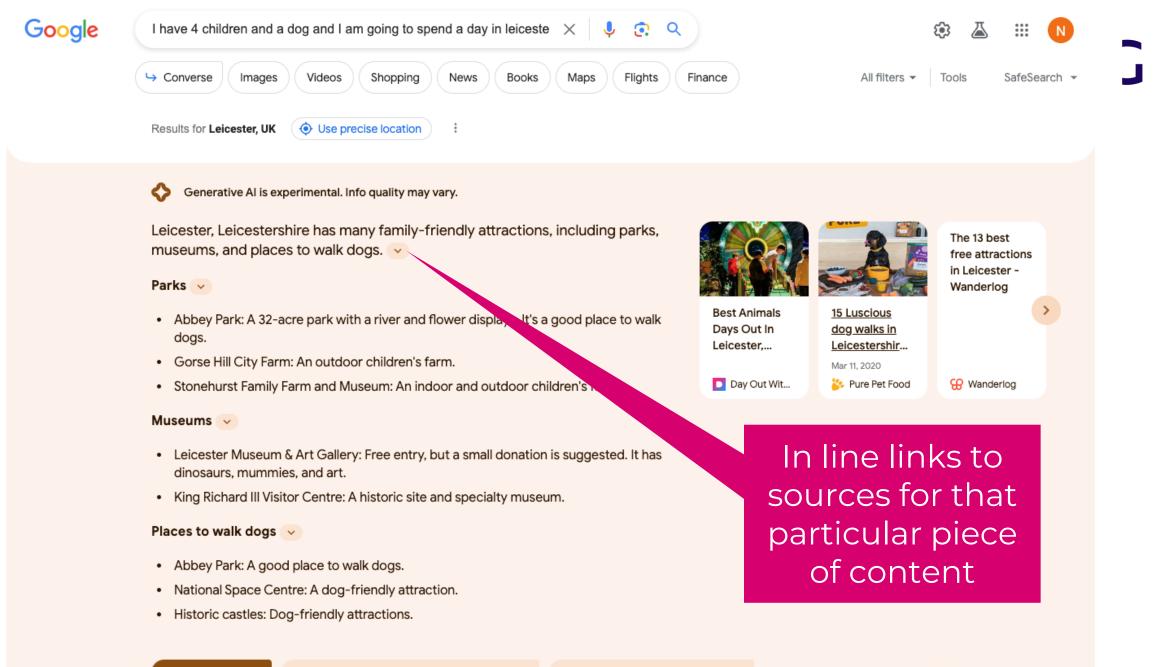
Main sources linked here

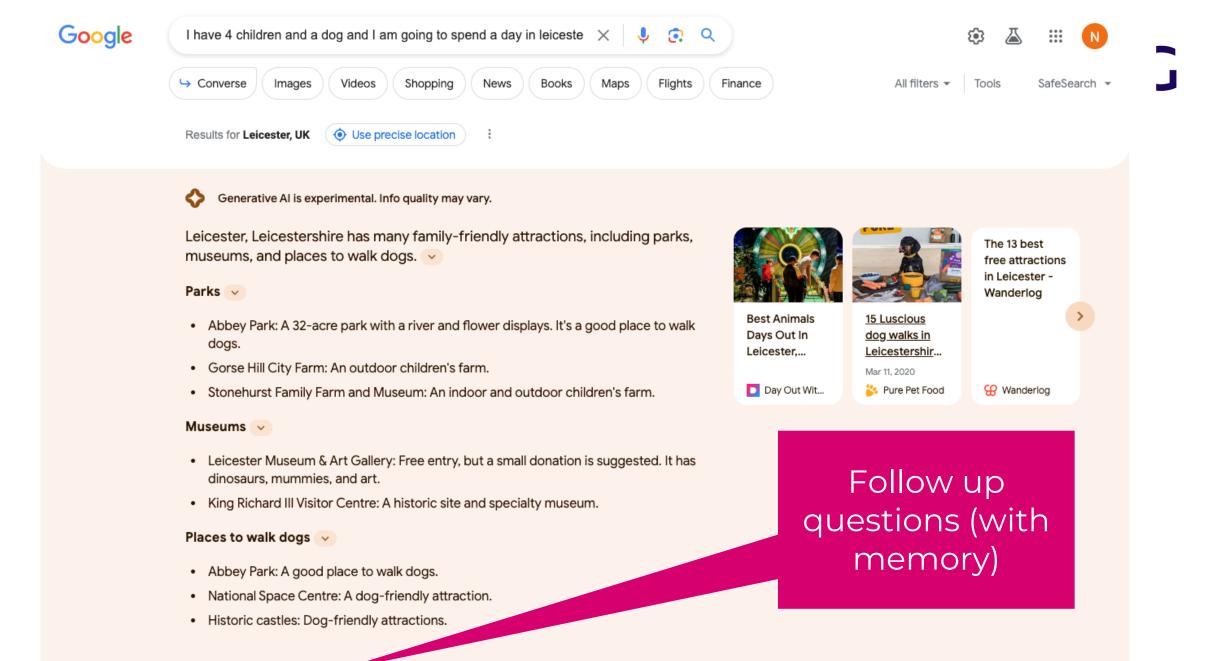
→ Ask a follow up

Winstanley House

LEICESTERSHIRE'S PREMIER DIGITAL MARKETING CONFERENCE

This year we are pleased to be back in-person at the beautiful





→ Ask a follow up

What is there to do in Leicester half term?

- Abbey Park: A good place to walk dogs.
- National Space Centre: A dog-friendly attraction.
- Historic castles: Dog-friendly attractions.

What is there to do in Leicester half term?

Showing results for What is there to do in Leicester half term with children and a dog

Lei Fai

♦

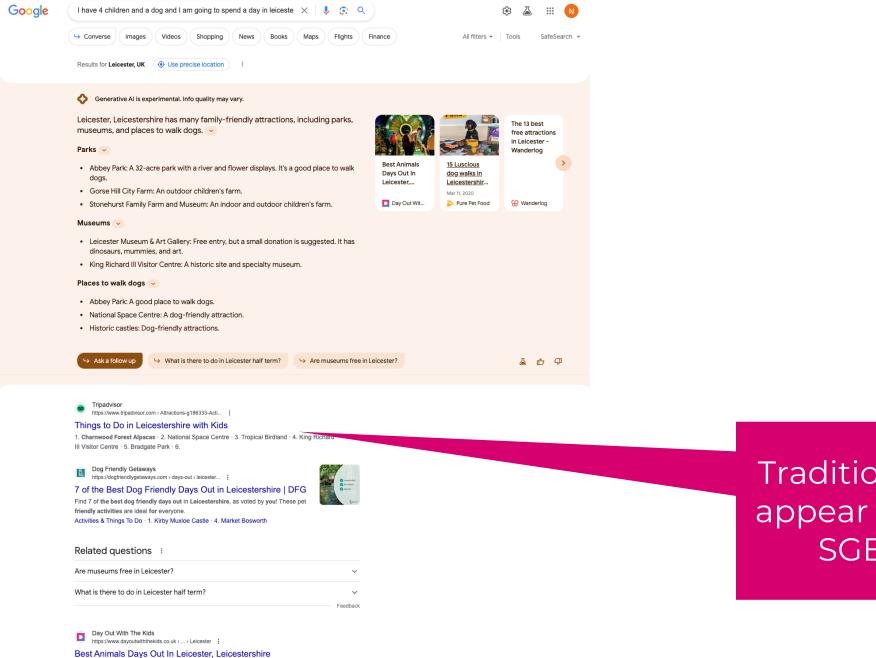
Generative AI is experimental. Info quality may vary.

- Great Central Railway
- Belvoir Castle
- The Parcel Yard
- The Old Plough
- Kirby Muxloe Castle
- CONKERS
- Hanwell Wine Estate

Fun things to do in Leicester: 30 fun attractions and activities

The 33 best

Transforms to a Bard / GPT chat function



Traditional links appear after the SGE box

aquariums, children's farms and petting zoos near you.

Discover the top 20 animals days out in Leicester, Leicestershire right now, including the best



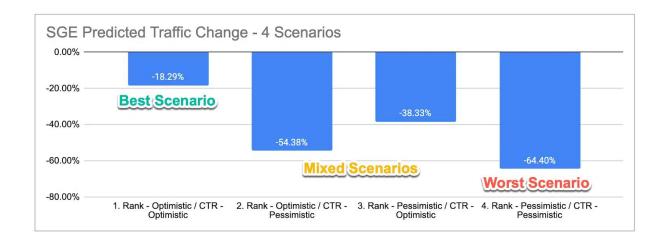


What is the possible impact?

Likely drop in organic traffic – research by Search Engine Land

- SGE Impact Model by Search Engine Land
- Early attempt to create an impact model
- 23 sites in tech sector
- 1,000 300,000 monthly visits
- Open-source model available

- 18% 64% drop in organic traffic
- Although one site increased traffic by >200%

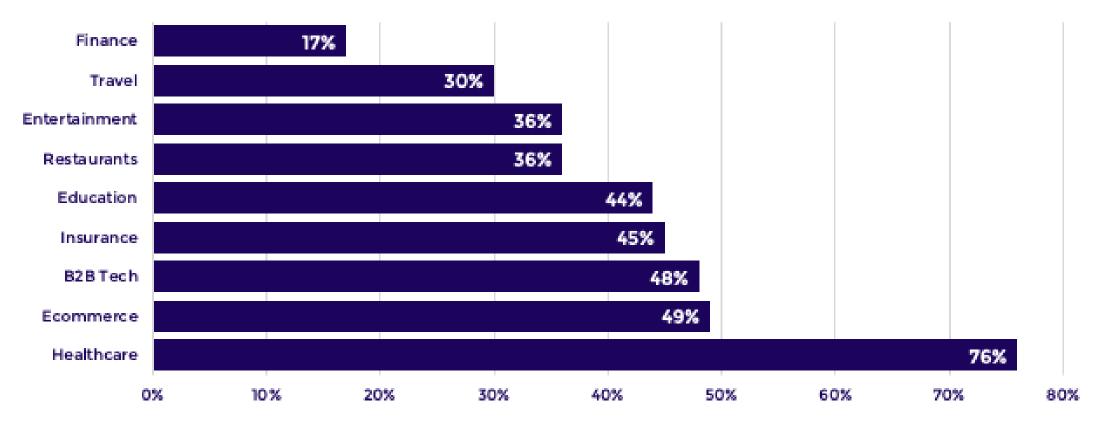


https://searchengineland.com/how-google-sge-will-impact-your-traffic-and-3-sge-recovery-case-studies-431430



Impact of SGE by sector – Media Post

Percentage of queries that were impacted by SGE Analysis of "thousands of keywords across 9 industries"



https://www.mediapost.com/publications/article/392750/google-sge-to-impact-40b-annually-in-ad-revenue.html



Will SEO's be able to influence or optimise the core data used in AI based searches

- If you look for data now within ChatGPT and Bard etc. they are highly collated and product or services are limited to the most well-known brands
- So how will SEO's be able to get their website into the search results without paying for PPC?
- What will be the financial impact of large drops in traffic (can anyone remember Panda?
- I suspect the activities and role of SEO's will change significantly in the next 3 years?

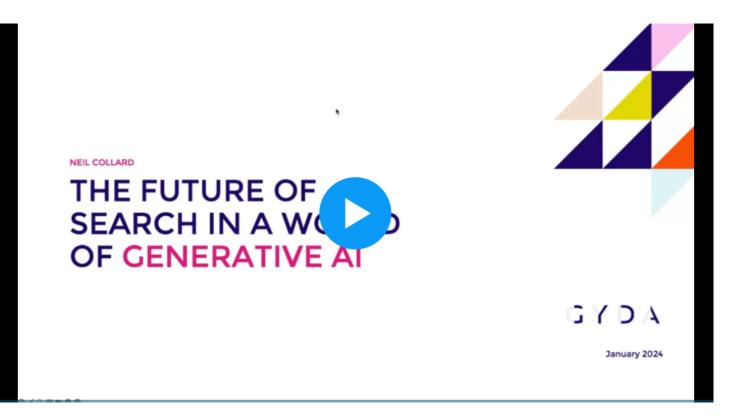


Likely increase in demand & cost of paid search

- Google may insert more links e.g. within the text
- Will current paid ads like shopping still be shown?
- The increased demand is likely to drive up CPC's



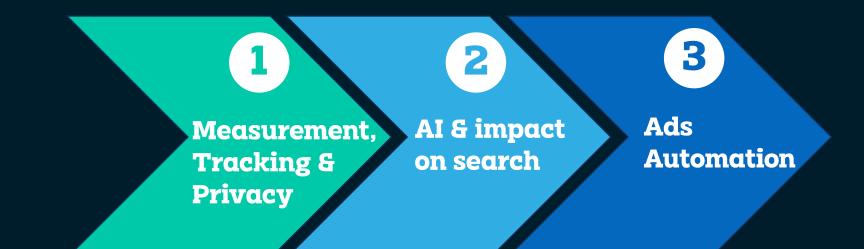
Webinar from Neil Collard on SGE



https://www.bigmarker.com/anicca-digital/The-future-of-search-in-a-world-of-generative-AI







3) Google Ads Automation & Keyphrase Targeting

Targeting in Google paid search (PPC)

Ad platforms are moving away from traditional text or search campaigns where you need to select your own keyphrases for use in ads

Using keyphrases or topics

 Traditional search or text campaigns

Uses Website Content (URL) or Product feeds

- Dynamic Search Ads (DSA's)
- Standard shopping Ads
- Performance Max (for text, DSA & shopping)

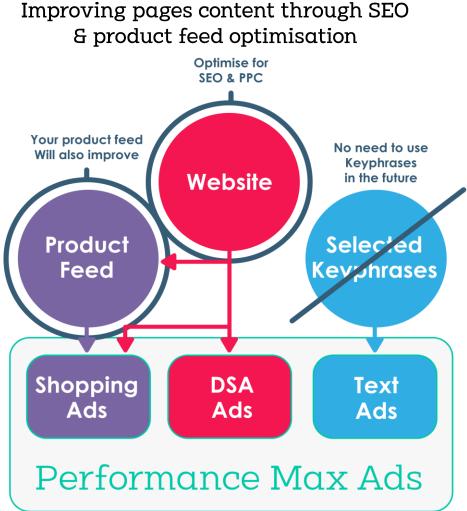
Use Audiences or other indicators

- Display
- YouTube
- Performance Max (for display, Video, Discovery & email etc.)

 Although you don't bid on keyphrases, in most cases you can get search term data or you can add negatives phrases, so you can learn what works and optimise accordingly (or create new text campaigns)

Automation means your website content may become the new keyphrase

- Performance of these campaigns will depend partially on how Google views your page content or your product feeds?
- This means that you should optimise your shopping feed (especially product titles and descriptions) to improve your shopping ads – Google recently announced that they will be providing more tools for this within Merchant centre
- However, if you can directly optimise your page content, you can benefit from improved
 SEO/organic rankings as well as improved PPC campaigns







The shift towards automation means that SEO & PPC teams & tactics will converge??



So will SEO teams be optimising pages for PPC rather than SGE results?

Resources

Book - A10 Marketing framework

https://anicca.co.uk/a10-marketing-framework/

Book - Integrate - Creating an Integrated Marketing Strategy -

https://anicca.co.uk/integrate-book/

Free weekly webinar – Friday 9-10am

https://anicca.co.uk/resources-webinars/

Free Lookers Studio report

https://anicca.co.uk/free-looker-studio-report/

Webinar on GA4 setup -

 https://www.bigmarker.com/anicca-digital/Your-last-call-for-GA4-What-to-do-next-Friday-23rd-June-9-00am-10-00am

Webinar on Cookie Consent V2

 https://www.bigmarker.com/anicca-digital/Urgent-Update-on-Google-Cookie-Consent-V2-Rollout-Friday-2nd-February-9-00am-10-00am

Webinar on Search Generative Experience

• https://www.bigmarker.com/anicca-digital/The-future-of-search-in-a-world-of-generative-AI





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Some of the Anicca team say Thank You