

SHARMAN AND

### STUDENTCARD OVERVIEW

#### What

New Zealand's longest-serving and most prominent student discount card.

#### Why

To offer the best possible discount on products and services to make student living affordable.

#### Who

Caters to tertiary students/trainees, alumni and high school students. Direct market and provider of Student ID's to 100+ institutes.

#### **Affinity Marketing Model**

Acts in partnership with retailers as the middleman to connect them with students.



# STUDENTCARD AUDIENCE & PROFILE

Membership base of 50,000 but wide reach to the extended student market



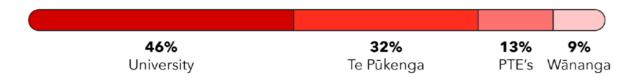


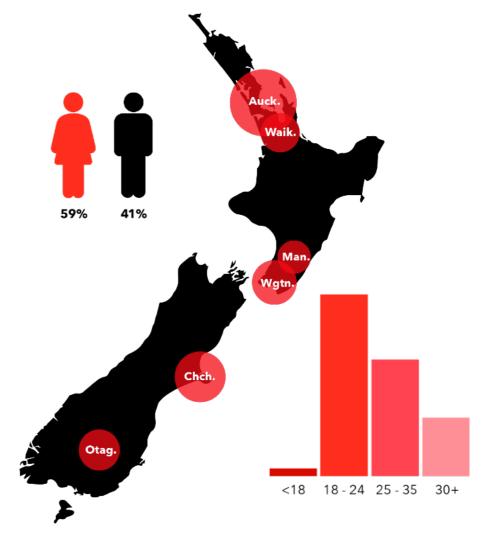
ID provider to 100+ tertiary institutes and campuses

Members studying at 400+ institutes and campuses

Partnerships with major university associations

National Student Market by Tertiary Sector \*





StudentCard Social Audience

<sup>\*</sup>Source: educationcounts.govt.nz/statistics/tertiary-participation

### **MEDIA**

### **OPPORTUNITIES**



#### **Promotions**



Promote key offers or events

#### **Campaigns**

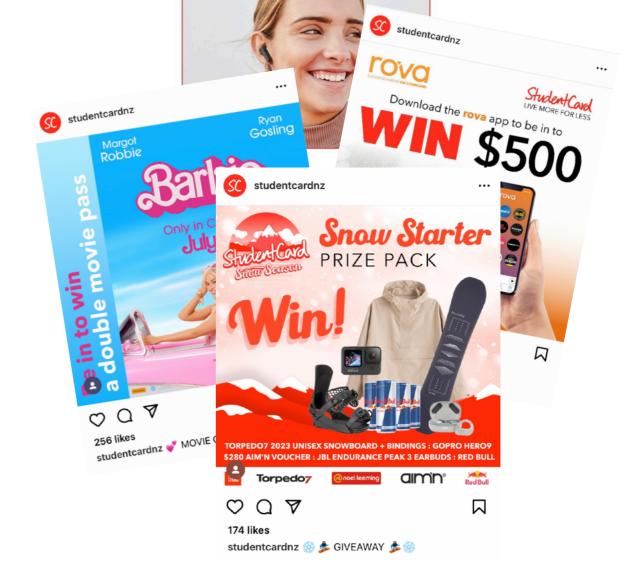


Develop brand awareness and loyalty

#### **Market Research**



Gather valuable insight from the student audience



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# STUDENTCARD CHANNELS



#### Website + App

Open platform for card purchase, ID registration, blog pages and display of discounts, protected by log-in credentials.



#### **EDM**

Student audience database, members and nonmembers.



#### **Social Media**

Content shared to showcase tips, giveaways, entertainment, discounts and offers.



#### **Campus Channels**

Non-commercial, informational social profiles, email databases and websites which are not widely available to promote on.



#### **Push Notifications**

Closed loop push notifications to subscribers' mobile devices.

## NON-DISCOUNT PARTNER MEDIA RATE



#### **Banner Display**

68,015 Average Mthly Imps.

15, 694 Average Wkly Imps.

\$680 + GST / Month

\$175 + GST / Week

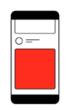


#### **Push Notification**

30,000 Closed-loop notifications

\$675 + GST

\$60 + GST /1000 Recipients - Segmentation

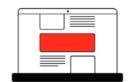


#### **Social Media Channels**

45.000 Followers

\$450 + GST / Post or Reel/TikTok

\$400 + GST / Story up to 3 frames



#### **EDM**

>35,000 Recipients

\$1.750 + GST

\$60 + GST /1000 Recipients - Segmentation

# DISCOUNT PARTNER MEDIA RATE









#### **Organic Plan**

Impressions: 35,000

StudentCard membership promotion - member will win

- Web Display
- Social Posts and Stories
- Push Notification
- Entry Form
- Landing Page
- Campus Partner + EDM (not guaranteed)

#### **Social Plan**

Impressions: 50,000

StudentCard Membership barrier dropped

- Organic Plan Placements, plus;
- Asset placement on key Campus Partner Social Channels
- Custom Social Reach of 10,000

#### **Email Plan**

Impressions: 90,000

StudentCard Membership barrier dropped

- Media Plan A placement, plus;
- Custom Social Reach of 20,000 (replaces 10,000 Media Plan A)
- EDM to Database >35,000

#### **Colab Plan**

Impressions: 115,000

StudentCard Membership barrier dropped

- Media Plan B placement, plus;
- Custom Social Reach of 20,000 (replaces 20,000 Media Plan B)
- Collaboration with Discount Partners, prize posting across owned digital channels

Cost: Activity value ~\$2500 In exchange for this FREE promotion we require prizes to tie to a giveaway Cost:

\$500 + GST and prizing if applicable

Cost:

\$1,000 + GST and prizing if applicable

Cost:

\$1,500 + GST and prizing if applicable

## UNIVERSITY ASSOCIATION MEDIA ADD-ONS



#### **Web Display**

+ Email

Reach: >72,850

From \$200 + GST



### Magazine 1/4 Page Print Ad

Reach: >20,000

From \$200 + GST



#### **Social Media**

Reach: >69,450

From \$180 + GST



#### Campus TV Screen

Reach: N/A

From \$200 + GST



## Digital Magazine Placement

Reach: N/A

From \$200 + GST



### On-campus Activation

POV - From \$500 + GST per campus