

CASE STUDY

Website design and
development on Sitecore®
Web Content and Experience
Management Platform for
Fulton Bank.

A photograph of a man and a woman laughing heartily while holding a baby. The man is on the left, wearing a dark t-shirt, and the woman is on the right, wearing a blue tank top and jeans. They are both holding the baby, who is wearing pink boots. The image is overlaid with a geometric pattern of white lines forming triangles. The text 'Fulton Bank' is written in a large, white, serif font across the center of the image.

Fulton Bank



SILVERTECH

1 RAISING THE DIGITAL BAR

When we first met Fulton Bank in 2016, they had a history very similar to most established brick-and-mortar banks. They were well-loved by longtime customers who enjoyed the convenience and familiarity of going to one of Fulton's 250 branches for their banking needs.

But, just like most banks, that story began to change as the children of those customers came along. You know the ones who were born with a smart phone in hand that seek an Amazon-like experience with any business they encounter.

Fulton knew it had to cater to the needs of this new generation of customers to compete with the 'big bank' brands who were starting to put a lot of focus and energy into digital – they had to get tech savvy, and fast.

Working with SilverTech, Fulton made a bold move to raise the digital bar so high that they won the highly coveted Sitecore Site of the Year award for best use of personalization. Together, we dove in headfirst to create an online experience that delivered an easy, tech-progressive, immersive online experience. One that

delivered 'next best product' ideas, relevant promotions, and cross-sells and up-sells that were unique to the needs of individual customers. How, you may ask? With a smart use of data, successful implementation of a powerful CMS, a behind-the-curtain tested strategy and a mutually rewarding open and honest client/agency partnership.



THIS IS HOW WE APPROACH PERSONALIZATION

Crawl

Identify your personas, their journeys, and content needs.

Provide personalized recommendations based on behaviors, situational, historical information.

Walk

Begin to add external data sources to further segment your users.

Personalize based upon user data.

Run

Provide specific promos to your known users, 1:1 conversations.

Leverage your internal data.

Sprint

Omni channel and AI/ML, Predictive modeling.

Next best product based upon transactional history.

2 SERVICES

- › User Experience Strategy
- › Data Analysis & Consulting
- › Data Architecture
- › Information Architecture
- › Digital Brand Development
- › Responsive Design
- › Development on Sitecore Content Management System
- › Sitecore Analytics & Reporting
- › Sitecore Experience Manager & Database (xDB)
- › Personalization Strategy & Implementation
- › Salesforce Integration
- › Managed Services & Hosting
- › On-going Digital Support

Sitecore®
**Experience
Awards '18
Winner**

**Best use of
Personalization**

North
America

3 RESULTS

Several hundred thousand online visitors to www.fultonbank.com each month now enjoy a proactive, tech-savvy online experience that also delivers individual attention. In fact, over 53% of Fulton's visitors are seeing personalized content.

54.99%

There was a 54.99% increase
in total web visitors in the
first year.

65.3%

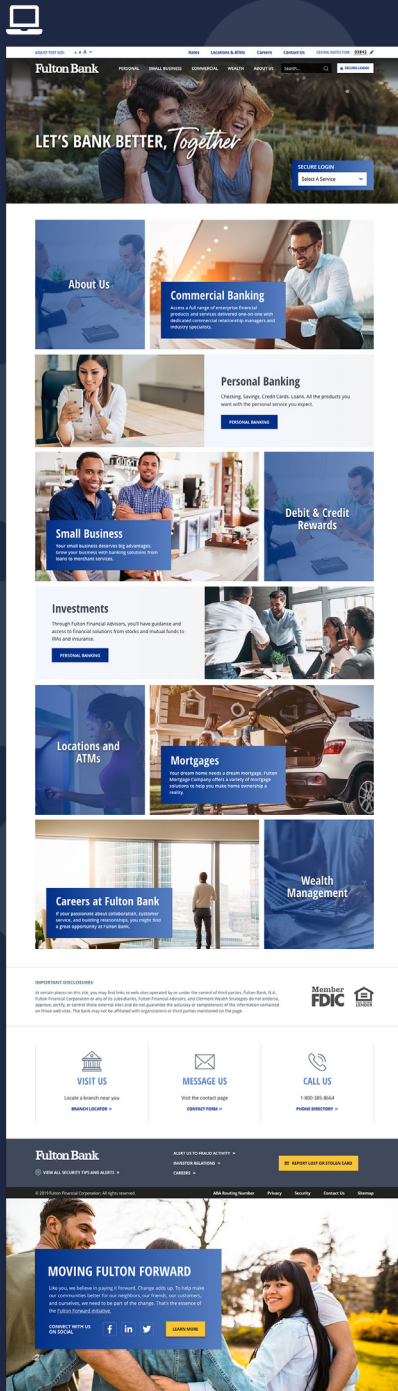
65.30% increase in new web
visitors in the first year.

41.61%

41.61% increase in new user
visits via organic search.

4

FROM BACK STORY TO SUCCESS STORY, SILVERTECH CHANGES THE GAME.



SILVERTECH

5 Commerce Park N, Bedford, NH 03110 | 9101 N. Wesleyan Road Suite 400, Indianapolis, IN 46268
Paragon Office: 5900 Landerbrook Drive Suite 150, Cleveland, OH 44124 [603.669.6600](tel:603.669.6600) | SilverTech.com