





# **ABOUT US**

At Xperno Digital, we specialize in helping doctors, clinics and healthcare professionals build a strong online presence and attract more patients through targeted digital marketing strategies.

With expertise in SEO, social media marketing, paid advertising and reputation management, we create customized solutions to enhance your practice's visibility, credibility and patient engagement.

Our team of healthcare marketing experts understands the unique challenges of the medical industry and works closely with doctors to deliver real, measurable growth.



# **OUR SERVICE OFFERINGS**

- Social Media Marketing Build trust, attract patients! Engage your audience with expert-led content and patient success stories on social media.
- Local SEO Be the top choice in your area! Get discovered by patients searching for your medical services with targeted local SEO strategies.
- Website SEO: Rank higher and reach more patients! Optimize your medical website for search engines and increase appointment bookings.
- Performance Marketing Turn searches into appointments! Drive patient inquiries with high-converting paid Google, Facebook and Instagram ads.





# SOCIAL MEDIA MARKETING

# COVERAGE

- Platforms: Facebook, Instagram, Twitter, Pinterest, Quora, YouTube
- Competitor analysis
- Creating graphics for social platforms
- Sharing of post and blogs
- Social Media Page Management and Optimization
- Increase social media engagement organically
- Timely Analytics and Data Reporting
- Influencer Outreach
- Increasing Brand Awareness
- YouTube Channel Marketing: Increasing views and subscribers





# PLANNED ACTIVITIES

#### **FACEBOOK**

- Trending Hashtag research
- Post Sharing In Groups
- Facebook story creation and posting
- FB Cover Image Creation And Upload
- Increase Page Likes
- Video posting and Sharing(Provided By Client)

#### TWITTER

- Targeted Twitter Followers Increase
- Retweets
- Cover Photo Creative and Upload
- #Hashtag Trend Research
- Twitter Analytics Monitoring

LINKEDIN

**INSTAGRAM** 

- Company Page Follower Increase
- Sharing on relevant Group

#### **PINTEREST**

- Instagram post, reels and story creation
   Board Creation
- Targeted Instagram Followers
- Comments & Likes Management [Engagement Strategy]
- Instagram Analytics Monitoring

- Post Creation and sharing

#### YOUTUBE VIDEO PROMOTION

- Video Search Optimization
- Video Views, Likes and Subscriber increase

#### **Specific Deliverables**

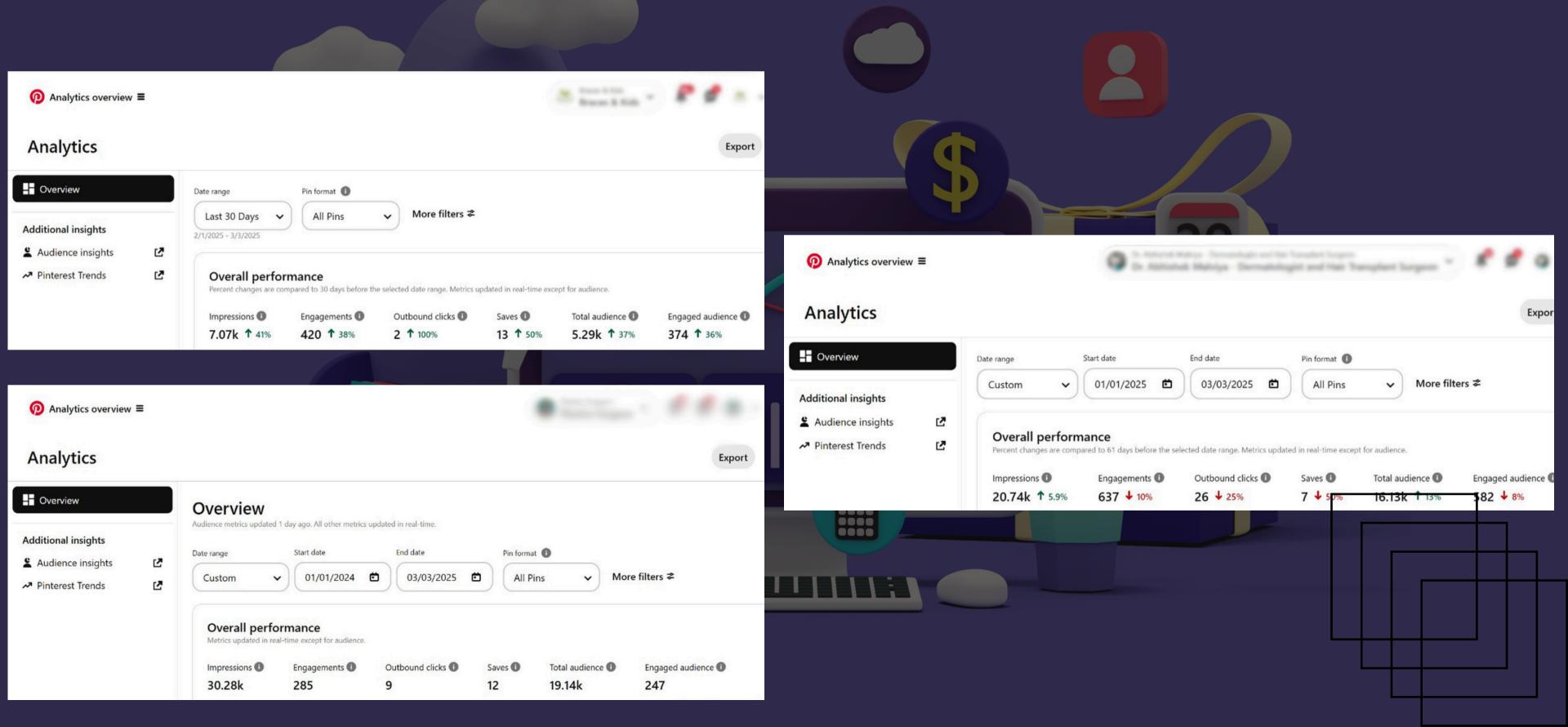
- Regular Content Posting: Manage One social media post daily from Monday to Friday, including images, special offers, reels, and stories.
- Engagement and Outreach: Increase reach by sharing posts in relevant groups and through targeted social media advertising.





# SOCIAL MEDIA OUTCOMES

# **PINTEREST**







# LOCAL SEARCH OPTIMIZATION

# **OBJECTIVES**

- Rank higher on google local search
- get more reviews and ratings
- improve user experience
- Reach New patients

# PLANNED ACTIVITIES

- Google business profile optimization and maintenance
- Local citation building
- Near me keyword targeting
- Ratings and review management
- user experience analysis
- Competitor analysis

# SPECIFIC DELIVERABLES

- Google My Business Optimization: Enhance the Google Business Profile to rank within the top 3 search results for relevant local keywords, aimed at attracting local leads.
- Daily Updates and Offers: Post daily updates and promotional offers on the Google Business Profile to engage potential leads and improve local SEO.







best dermatologist in indore



Rating ▼

Hours ▼

#### Dr. Abhishek Malviya

4.9 ★★★★ (685) · Dermatologist





Indore, Madhya Pradesh

Open · Closes 7 pm · 098260 54185

WEBSITE DIRECTIONS

Online appointments

#### Dr. Kashish's

4.9 ★★★★ (1.2K) · Skin care clinic





Open 24 hours · 099265 37771

DIRECTIONS

Best Skin Treatment..i have never ever meet like this dr before them"

#### Dr. Love Patidar

4.8 ★★★★ (1.1K) · Skin care clinic

Indore, Madhya Pradesh



Closed · Opens 3 pm · 062628 68633

DIRECTIONS

Best consultating doctor Amazing results of chemical peel"

# Google

best hair transplant clinic in indore



Rating ▼

Hours ▼

#### Dr. Abhishek Malviya

4.9 ★★★★ (685) · Hair transplantatio...



ndore, Madhya Pradesh

Open · Closes 7 pm · 098260 54185

WEBSITE

DIRECTIONS

Online appointments

#### Positive Aesthetix Clinic

4.7 ★★★★ (393) · Hair transplantatio...
Indore, Madhya Pradesh





Open · Closes 8 pm · 090798 73729

Super service good quality best results

WEBSITE

**DIRECTIONS** 

#### Best FUE hair transplant in Indor...

4.9 ★★★★★ (216) · Hair transplantatio... Indore, Madhya Pradesh





Open · Closes 8 pm

of hair transplant"

Best hair transplant clinic. I got superb result in affordable price."

WEBSITE

DIRECTIONS





best cosmetic surgeon clinic in dehradun

 $\leftarrow$ 

4.0+ rating ▼

Hours ▼

Clear Filters X

#### Dr Rakesh Tawar - Plastic Surge...

4.8 ★★★★★ (48) · Plastic surgeon

First Floor, RS Aesthetics and Clinics, Bi...

Open · Closes 7 pm · 096805 16580

Online appointments

## **(**



WEBSITE DIRECTIONS

#### Dr. Shivam Dang - Best Plastic S...

4.9 ★★★★ (28) · Plastic surgeon

Rest Camp, 10/3, Tyagi Rd, near Hotel A...

Open · Closes 8:30 pm · 097564 40300

The procedure was painless and smooth with excellent results."





(57)

WEBSITE

DIRECTIONS

#### Renew Hair & Plastic Surgery Clinic - Plasti...

4.2 ★★★★ (54) · Plastic surgeon

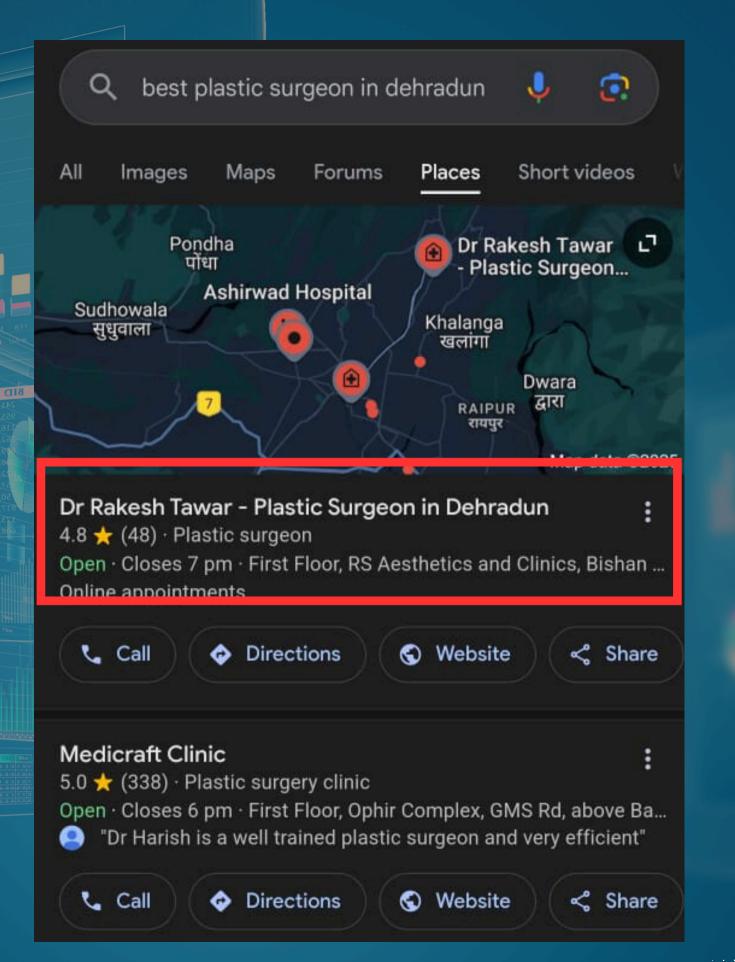
21, near Punjab National Bank

Open · Closes 7:30 pm · 070787 38393

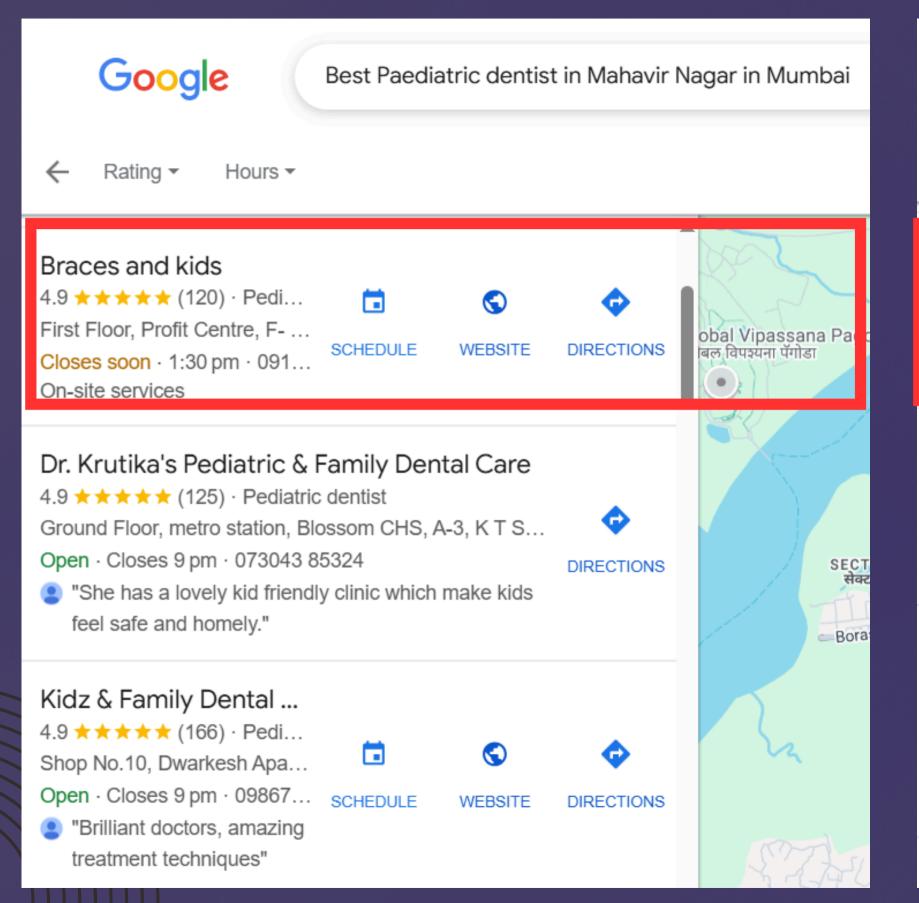
"Dr. Tarun Jain removed a mole by surgery from my

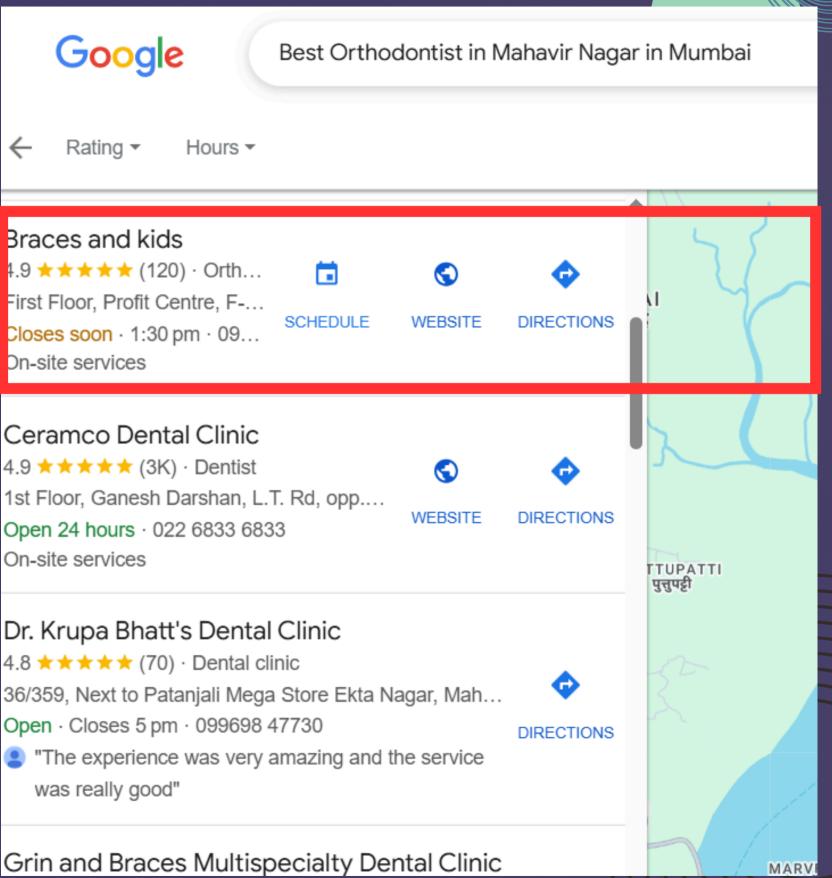


DIRECTIONS

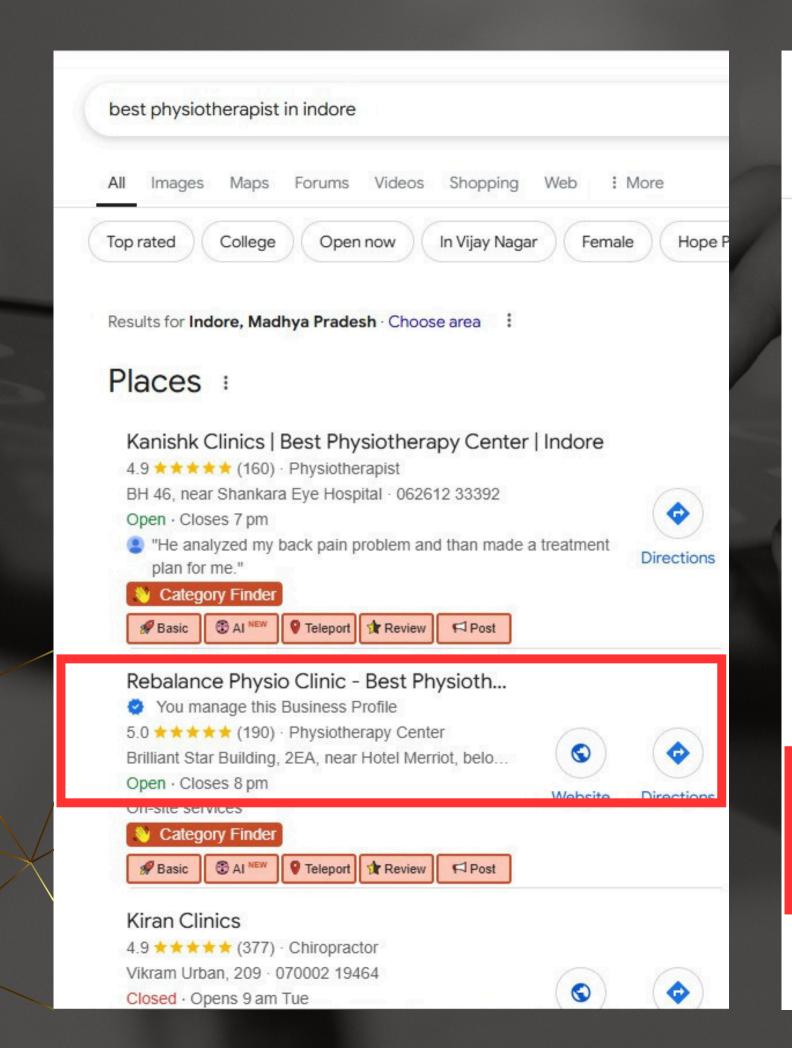


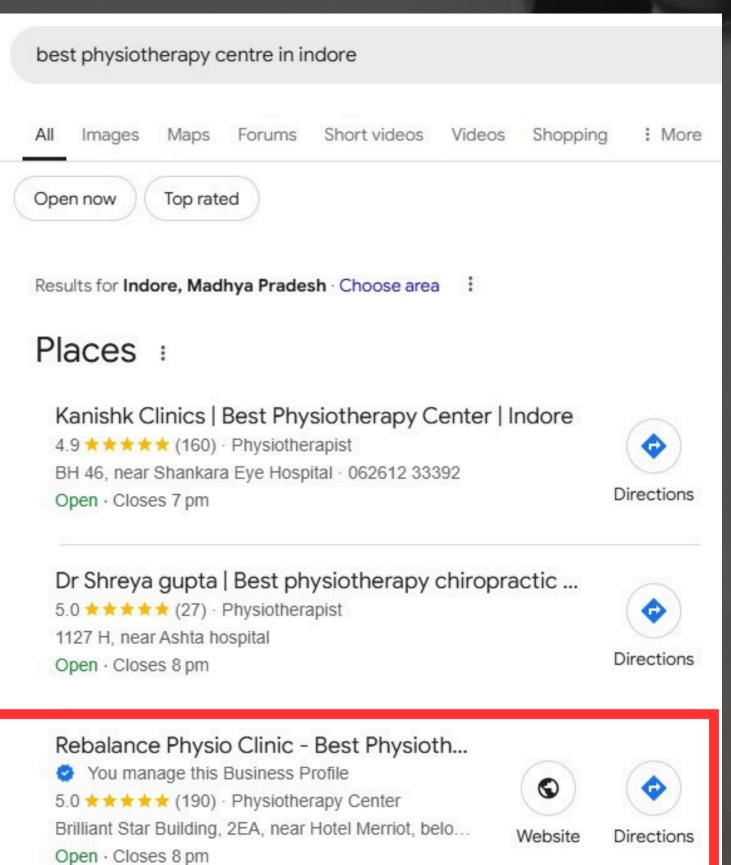










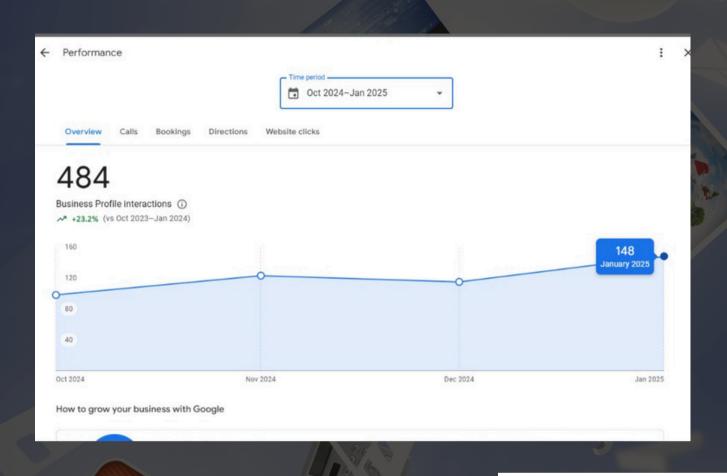


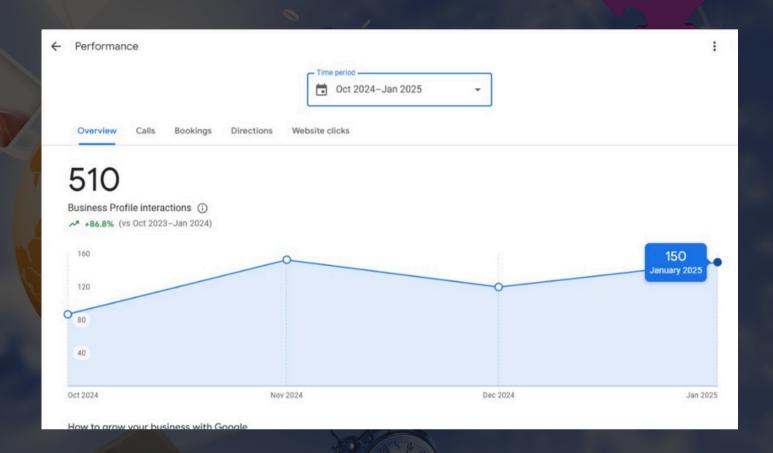
On-site services

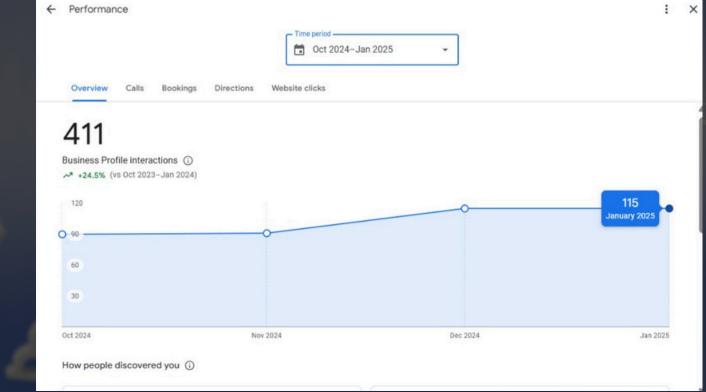
More places →



# GOOGLE MY BUSINESS OUTCOMES









## **OBJECTIVES**

- Rank higher on search engine (Google, Bing and Yahoo)
- Improve website's domain authority
- Improve website's page authority
- Increase website traffic

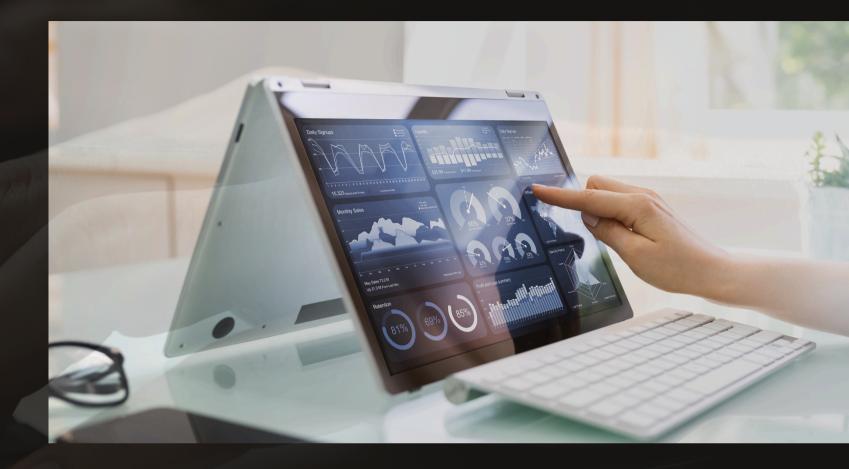


#### **Technical SEO**

- Keyword Research and Strategy
- competitor analysis
- Content optimization
- Content creation
- Website audit

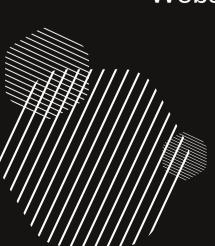


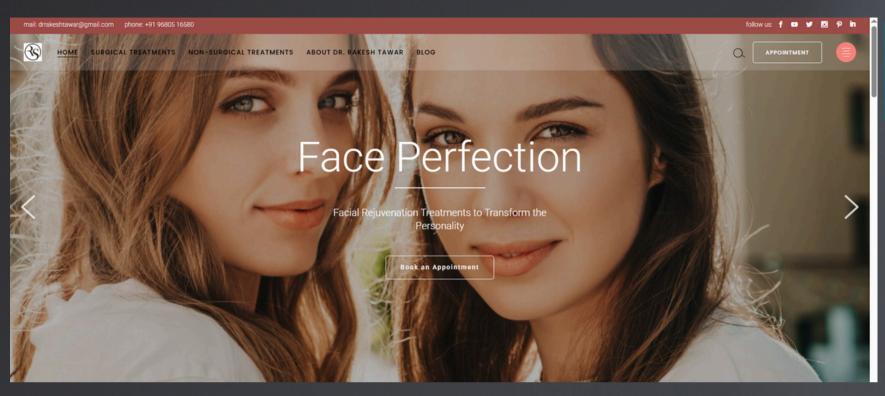
- Meta Tag Optimization
- Heading Tag Optimization
- Cannibalization
- Canonical Tag
- Schema Implementation
- Content Optimization
- Alt Text Optimization
- Image Optimization
- Internal and External Linking
- Keyword Optimization

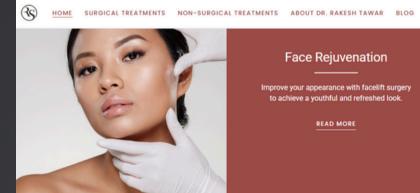


#### Off-Page

- Guest post outreach
- Blog submission
- SBM submission
- Classified submission
- Image Submission
- PPT & PDF Submission
- Profile Submission
- HARO Backlinks
- Wikipedia Links







#### Face Rejuvenation



#### Rhinoplasty

and symmetry

READ MORE







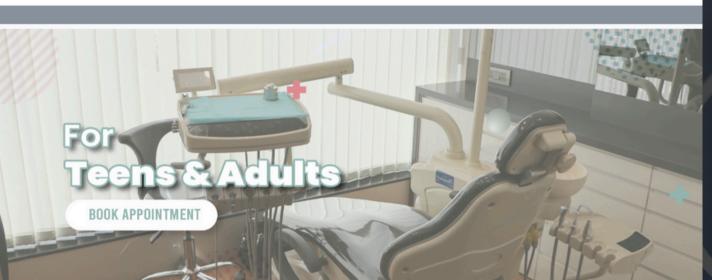
	Keyword	Intent	SF	KD %	→ Your Pot. Traffic	Your Pot. Growth	Pos. Mar 7	Pos. Mar 7 =	Diff	Visibility	Diff	Est. Traffic	Diff
> 🗆	best plastic surgeon in dehradun	C	[G   6	22 •	0	0	⊙ 1	⊙ 1	0	5.556%	0	0	0
>	plastic surgeon in dehradun	C	<u>[a</u>   6	24 •	0	0	⊙ 1	⊙ 1	0	5.556%	0	0	0
>	top plastic surgeon in dehradun	C	[a   5	22 •	0	0	⊙ 1	⊙ 1	0	5.556%	0	0	0
<b>&gt;</b> □	rhinoplasty in dehradun	С	[a   5	23 🌑	0	0	⊙ 2	⊙ 2	0	1.908%	0	0	0
> 🗆	rhinoplasty cost in dehradun	C	<u>[a</u>   <u>5</u>	20 •	0	0	21	21	0	0.153%	0	0	0
>	nose surgery cost in dehradun		<u>[a</u>   <u>5</u>	19 •	0	0	28	28	0	0.131%	0	0	0







braces 🖽



# BEST ORTHODONTIC TREATMENT @ BRACES and KIDS- KANDIVALI

BEST ORTHODONTIC TREATMENT @ BRACES and KIDS- KANDIVALI

Smile Correction,Root Canals etc all under one root. Dr Rahul Doshi is an expert Orthodontist and only GOLD ALIGNER PROVIDER of INVISALIGN in Kandivali. His



#### **Our Services**









**SCALING & POLISHING** 

**EXTRACTION** 











**SMILE DESIGN** 



6 -14.2	ds 9%		Traffic 357 0%		\$179.0 0%					
Organic	: Search Positions: 6							Add to keyword lis	Manage columns 10/15	Export
	Keyword	Intent	Position	SERP Features	Traffic	Traffic % ₹	Volume	KD %	URL	Updated
>	childrens     braces	C	0	[G   ☑ ☑ ⊙ +3	338	94.67	720	31 🥚	bracesandkids.com/ 🗗	Feb 21
>	⊕ kids braces 🖽	C	0	□ ★ ☑ □ +5	19	5.32	390	26 •	bracesandkids.com/ 🛂	Feb 07
> _	⊕ kids braces 🖽	C	65	□ ★ ☑ ☑ +5	0	< 0.01	390	26 •	bracesandkids.com/ ☑	Feb 07
> [	dental implants     and braces       □	C	99	□ □ □ ○ <u>+3</u>	0	< 0.01	260	10 •	bracesandkids.com/den 🗹 tal-implants/	Feb 07
> [	<ul><li>→ braces specialist ⊟</li></ul>	C	25	□ □ ○ □ +2	0	< 0.01	170	6 •	bracesandkids.com/	Feb 23
> [	① childrens	C	66	□ □ □ 0 +3	0	< 0.01	720	31 🧶	bracesandkids.com/ 🗹	Feb 21





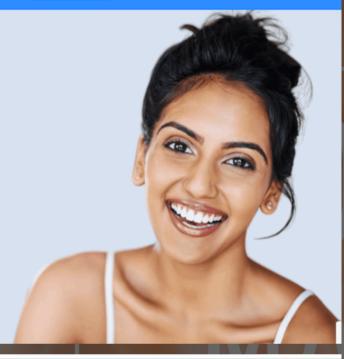


APPOINTMENT

#### Natural Skincare

# Healthy Skin is Always in Style

PROVIDING HIGH QUALITY SKIN CARE AND EXCEPTIONAL SERVICE FROM 10+ YEARS

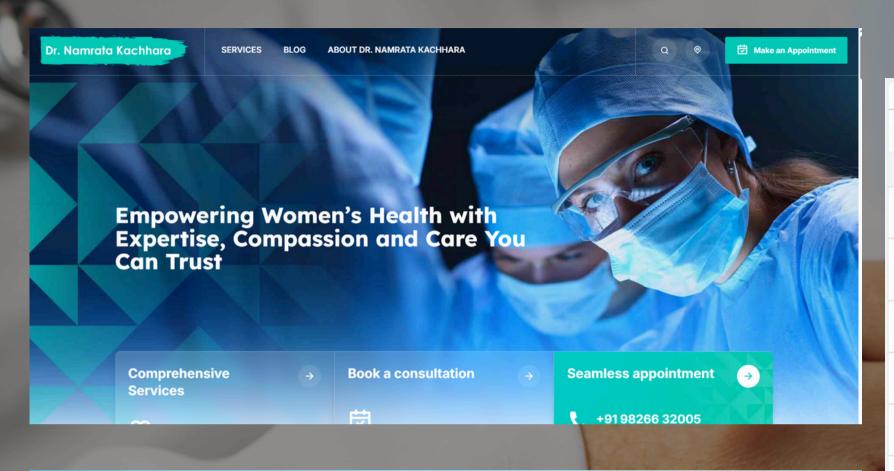


Abou	it <u>Services</u> Blog	Contact Us APPOIN	TMENT
Latest News	HAIR TREATMENTS  SKIN TREATMENTS  PEDIATRIC DERMATOLOGY TREATMENTS  BEST DERMATOLOGIST IN INDORE  BEST SKIN SPECIALIST IN INDORE	SKIN LIGHTENING TREATMENT  ANTI-AGING THERAPIES: VAMPIRE FACIAL, THREAD LIFT, COLLAGEN INDUCTION THERAPY  SKIN CONCERNS: PSORIASIS, VITILIGO, ROSACEA, LICHEN PLANUS, WHITE PATCHES, MELASMA, FRECKLES  SKIN GLOW TREATMENTS: BRIDAL SKIN CARE SPECIAL, PHOTO-FACIAL, LASER TONING  FACE LIFT TREATMENT IN INDORE	Hair Transplant
The Best Anti-Aging Treatments for Busy Professionals	How to Combine PRP for H and Skin for Complete Rejuvenation	STRETCH MARKS TREATMENT  ACNE TREATMENT IN INDORE  ACNE SCAR TREATMENT  RASHES AND SKIN INFECTION TREATMENT  SKIN ALLERGIES: ECZEMA, URITICARIA	How Hormonal Changes Impact Hair Loss and Skin Aging: Solutions That Work
☑ by RadiantSkinClinics Team	☑ by RadiantSkinClinics Team	UNWANTED HAIR REDUCTION - DIODE LASER	☑ by RadiantSkinClinics Team

MOLES AND WARTS TREATMENT: CO2

TATTOO REMOVAL TREATMENT USING Q SWITCHED ND YAG LASER IN INDORE

lea anie	Search Positions: 60							+ Add to keyword list	Manage columns (10/15)	1 Export
	Keyword	Intent	Parties Is	SERP Features	Treffic	Traffic %	Volume	KD % UI		Updates
	trichologist in indore ⊞	C		□   ★ @ □ !2	22	22.44	170	17.00	diantskinclinics.com/ g/	Feb 08
» 🗆	best hair     transplant in     indore ⊞	0	0	国   □ ★ 回 <u>*5</u>	35	35.71	390	23 • ra	diantskinclinics.com/ 🚰	Feb 13
» 🗆	<ul> <li>⊕ radiant skin and hair clinic □</li> </ul>	c	₽ 6	□ 0 ★ 22 15	19	19.38	480	26 • ra	diantskinclinics.com/ 👺	1 day
<b>)</b> []	<ul><li>abhishek malviya </li></ul>	10 M	9	□   ★ 🖾 ① !4	7	7.14	210	30 🌼 ra	diantskinclinics.com/ g <sup>a</sup>	Feb 14
<b>&gt;</b> 🗆	skin clinic indore      □	0	12	G   * 22 22 13	2	2.04	320	26 o ra	diantskinclinics.com/ g <sup>a</sup>	Feb 08
> 🗆	skin allergy     specialist in     indore ⊞	C	18	□   ★ ☑ 図 :4	D	< 0.01	140	ki	diantskinclinics.com/s 😅 n-allergies-eczema-u licaria/	Mar 01
> <b></b>	(attoo removal in indore ⊞	<b>c</b>	18	□ ★□⊙	0	< 0.01	210	at	diantskinclinics.com/t 🗗 too-removal-treatmen using-q-switched	Feb 18
» D	Skin allergy     doctor in Indore    □	C	24	□   ★ ☑ ❷ !4	0	< 0.01	140	20 🌒 ra	diantskinclinics.com/ g <sup>a</sup>	Mar 01
» o	hair clinic indore      □	(0)	27	[2] ★ Ø @ ±3	0	< 0.01	140	14 • ra	diantskinclinics.com/ 👺	Feb 21
<b>&gt;</b> 🗆	⊚ skin dr in indore 🕾	<b>C</b>	27	□   ★ ☑ ☑ <u>14</u>	0	< 0.01	170	22 • ra	diantskinclinics.com/ g*	3 days
» D	⊚ radiant skin and hair clinic ⊞	C	27	□ 0 ★ 22 ±5	0	< 0.01	480		diantskinclinies.com/c (c)* rtact-us/	1 day
> _	hair specialist     doctor in indore	0	27	[a   * [a 0 13	D	< 0.01	260		diantskinclinics.com/h 🗗	Mar 02



## **Our Services**

Comprehensive Women's Healthcare Under One Roof Expert Care, Compassionate Approach and Lasting Wellness.

Make an Appointment +91 98266 32005 Online Schedule





High-Risk Pregnancy Care Specialized care for complex pregnancies to ensure the health of mother and baby.

> nfertility Treatment Advanced solutions to help couples overcome challenges and achieve

Family Planning & Contraception
Safe and effective contraceptive solutions to suit your needs.

Preconception Counseling Personalized guidance for couples plannin for a healthy pregnancy.

Routine Gynecological Care
Comprehensive care for menstrual issues,
hormonal imbalances, and reproductive
health.

Adolescent Health & Counseling Focused care for young girls with puberty management and menstrual health support.

Rank	Rankings Overview 1-31 (31) i														
Buy more keywords + Add keywords Actions + Pot. Traffic • Positions Est. Traffic Visibility All for drnamratakachhara.com									.com						
	Keyword	Intent	SF	KD %	Your Pot. Traffic	+* Your Pot. Crowth	Pos. Mer 1	Pos. Mar 7 ll.	Diff	Visibility	DW	Est. Traffic	DW	Vol.	CPC URL
> _	best pelvic adhesions treatment in indore	0	<u>□</u>   4	90	D	D	살1	<b>☆</b> 1	0	3.226%	0	0	0	0	0 https://drnamratakachharant-in-indore/ 당
> 0	enhance confidence with cosmetic gynecology treatment in indore	00	ER   5	5.	D	D	- 1	-1	0	3.226%	0	0	0	0	0 https://drnamratakachharant-in-indore/ 🗗
> 🗆	preconception counseling in indore	() C	TQ   5	10 •	D	0	4	4	D	0.7%	0	0	0	D	0 https://dmamratakachharang-in-indore/
> 🗆	adolescent health & counseling in indore	C	EQ   5	20 🌑	D	0	7	7	0	0.337%	0	0	0	0	0 https://dmamratakachharang-in-indore/្តែ្រ"
> -	pelvic inflammatory disease treatment in indore	10 0	E 3	26 🌑	0	D	11	. 11	0	0.177%	0	0	0	0	0 https://drnamratakachharant-in-indore/ 🖒
> [	routine gynecological treatment in indore	0	Ta   7	12 •	0	а	11	11	0	0.177%	0	0	0	0	0 https://dmamratakachharant-in-indore/
> <b></b>	sexually transmitted infections stis treatment in indore	18 M	Ta   3	30 👴	D	D	11	11	0	0.177%	0	0	0	0	0 https://drnamratakachharant-in-indore/
> 0	vaginal prolapse treatment in indore	C	<u>a</u>   4	18 •	D	D	11	11	0	0.177%	0	0	0	0	0 https://dmamratakachharant-in-indore/
> 0	expert menopause treatment in indore	C	E   5	13 •	D	D	13	13	0	0.124%	0	0	0	0	0 https://dmamratakachharant-in-indore/
> [	menstrual irregularities treatment in indore	E 10	<u>a</u>   4	23 🌑	D	D	13	13	0	0.124%	0	0	0	0	0 https://dmamratakachharaegular-cycle/ [[]"
> 0	ovarian cancer treatment in indore	(0)	□   <u>5</u>	22 •	D	D	13	13	0	0.124%	0	0	0	0	0 https://dmamratakachharaarian-cancer/ 😅
> □	effective pcos treatment in indore	C	□   <u>4</u>	4 •	D	0	14	14	0	0.115%	0	0	0	0	0 https://drnamratakachharaonal-balance/



# PERFORMANCE MARKETING

## **OBJECTIVES**

Platforms/ Networks: Google Ads, Microsoft Ad-center, Facebook, Instagram

- Dramatically improve ROI
- Outperform the competition
- Increase conversion volume

#### **Planned Activities**

- Keyword Bid Optimization
- Landing Page Optimization Consultation
- CTR Analysis
- A/B Testing
- Keyword Refinements (If Required)
- Bid Refinements (If Required)
- Analytics Setup
- Google Analytics Setup Basic
- Google Ads Conversion Setup
- Reporting And Support
- Weekly Reports
- Monthly Reports
- Support Email And Chat

- Better track ROI
- Reduce cost per acquisition
- Improve lead quality

#### Campaign Set-Up

- Keywords
- Text Ads
- Banner Ads
- Landing Page Selection
- GEO Targeting Setup
- Setup Conversion Code
- Campaign Management
- Competitor Analysis
- Keyword Optimization
- Ad Copy Optimization

#### **Specific Deliverables**

 Lead-gen campaigns every month and we will aim to get consistent flow of qualified leads.

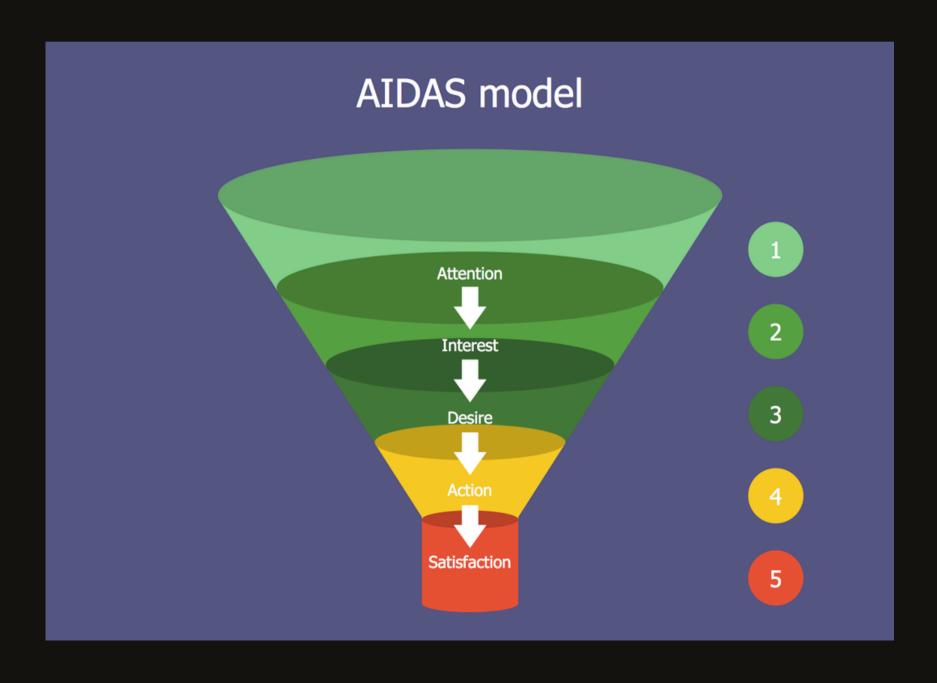


# CAMPAIGN BREAKDOWN FUNNELS

# **LEAD CONVERSION FUNNEL**

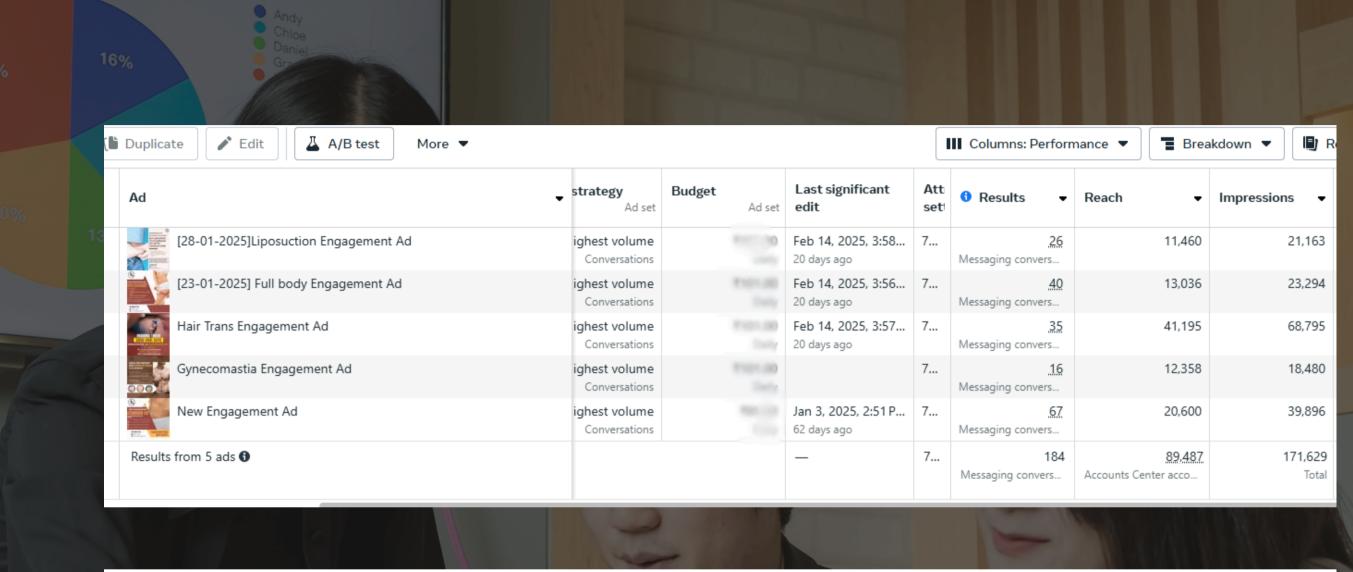
#### **Good Quality Leads** Prospects have indicated their **Top of Funnel** initial interest and are starting the buyer journey Cost Per Lead (CPL) **Better Quality Leads Middle of Funnel** Prospects have demonstrated continued interest but may not be Nurture Ready Leads (NRL) ready to buy **Highest Quality Leads Bottom of Funnel** Prospects want to speak to sales Sales Ready Leads(SRL) because they are likely ready to buy

# AIDAS MARKETING FUNNEL



# PERNO

# PERFORMANCE MARKETING OUTCOMES



Duplicate ▼ Ø Edit ▼ 🛍 🗸 A/B test 🕼 Pr	review Mo	ore ▼			III Columns: Performance ▼ ■ Breakdown ▼						
Ad ▼	<b>strategy</b> Ad set	<b>Budget</b> Ad set	Last significant edit	Att set	■ Results ▼	Reach ▼	Impressions •				
IG Traffic Ad	ighest volume Profile visit	Daily	Feb 14, 2025, 1:08 20 days ago	7	670 Instagram Profile Vis	103,414	125,579				
[12/13/2024] Promoting Dr. Rakesh Tawar	ighest volume Page Likes	Using campaign	Feb 11, 2025, 11:3 23 days ago	7	487 Follows or likes	96,796	217,391				
Results from 2 ads <b>6</b>			_	7	Multiple conversions	198,942 Accounts Center acco	342,970 Total				







Pillar 1
Assessment, Identifying the Gold Nugget and Road-mapping

Build the foundations of your funnel by first identifying the premium high-ticket services and package your offer & pricing for your services in a way that your leads can't refuse.

And You will get business in least effort, and minimum amount of money.



Pillar 2

Appointment Flow Accelerator (AFA)
Implementation

Enables Consistent Flow of High-Quality Appointments

# Instant Surge with Performance Marketing

Running ads on relevant social platforms with the right positioning, messaging, and laser-focused target audience for the high-ticket services that we have identified

The Performance Marketing Funnel works as a Lead Magnet, we have generated 100+ leads monthly.



Appointment Flow Accelerator (AFA)
Implementation

Enables Consistent Flow of High-Quality Appointments

# Local SEO and Website SEO for Organic Leads

Focus on getting leads through organic channels like Google My Business Listing and Website SEO.

- •Enhancing local SEO to attract more local patients actively seeking appointments.
- •Optimizing Google search visibility for a steady stream of appointments.

In our experience of working with doctors, we have seen that organic leads are consistent, more predictable, cost-effective, and better quality.

This will ultimately add to the flow of appointments and build up a strong and good-quality funnel.



Appointment Flow Accelerator (AFA)
Implementation

Enables Consistent Flow of High-Quality Appointments We work as your extended marketing

Team and take care of every marketing

effort

- Social media management
- Lead Gen Paid Campaigns
- Website SEO
- Website Management
- Local SEO
- Online Reputation Management
- News & PR
- Content Creation and Marketing



Often doctors and clinics struggle with low appointment conversion rates.

To solve this:

We can train your clinic staff to improve their skills and manage leads more effectively.

These approaches are helping our clients significantly increase their appointment conversion rates.

We will also, setup email automation and WhatsApp automation.



**Xperno Digital** enables businesses to grow exponentially and penetrate new markets by engaging as Marketing Advisors and Implementors.

Founded in 2017

Omni channel approach to Marketing with a focus on increasing traction, conversions, and generating greater brand loyalty.

20+ Interdisciplinary Experts

We own & Operate





1.2M+ Monthly Visits



# THANK YOU

