

COMUNICASIA



WHO ARE WE?

WHAT'S THE CURRENT SITUATION OF TK SPAIN?

WHAT'S OUR OBJECTIVE?

WHO ARE WE FOCUSING ON?

WHAT'S OUR STRATEGY?

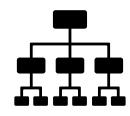
HOW WILL WE CARRY OUT OUR STRATEGY?

WHAT WILL THE RESULTS BE?

WHO ARE WE?



CONCEPT



STRATEGY



PRODUCTION



DIFFUSION

We are QUADROSPHERA, an advertising agency specialized in digital strategies and production of multimedia content.

With more than ten years of experience, we accompany brands on the process of campaign development from both the conception and production of the idea until the dissemination of advertisings that make up the campaign to ensure good communication and therefore, assuring the growth of the brand.

DECEMBER 20

WHAT'S THE CURRENT SITUATION OF THE KOOPLES SPAIN?

STRENGTHS: Strong brand identity and POS with a lot of personality.

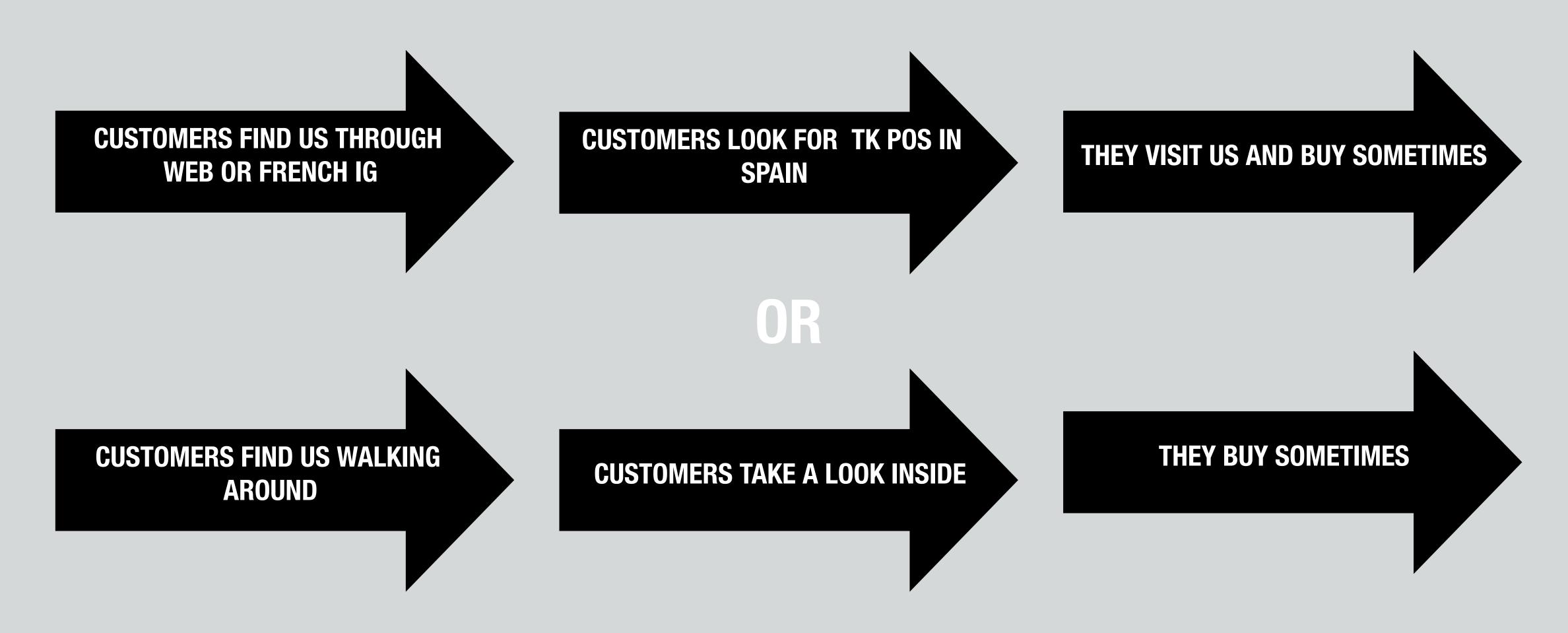
WEAKNESSES: Low transit in POS, lack of tourism.

OPPORTUNITIES: communicate with local target through online and offline content.

THREATS: confinements, economic crisis, uncertainty.



CURRENTLY THE PURCHASE PROCESS IS LINEAR AND NOT CIRCULAR



WE NEED CUSTOMERS TO RETURN AGAIN ONCE THEY HAVE PURCHASED

WHAT'S OUR OBJECTIVE?

SEND TRAFFIC TO POS.

ATTRACT NEW CUSTOMERS.

ENCOURAGE CUSTOMER LOYALTY.

WHO ARE WELLOCISING ON

OBJECTIVELY OUR TARGET IS...

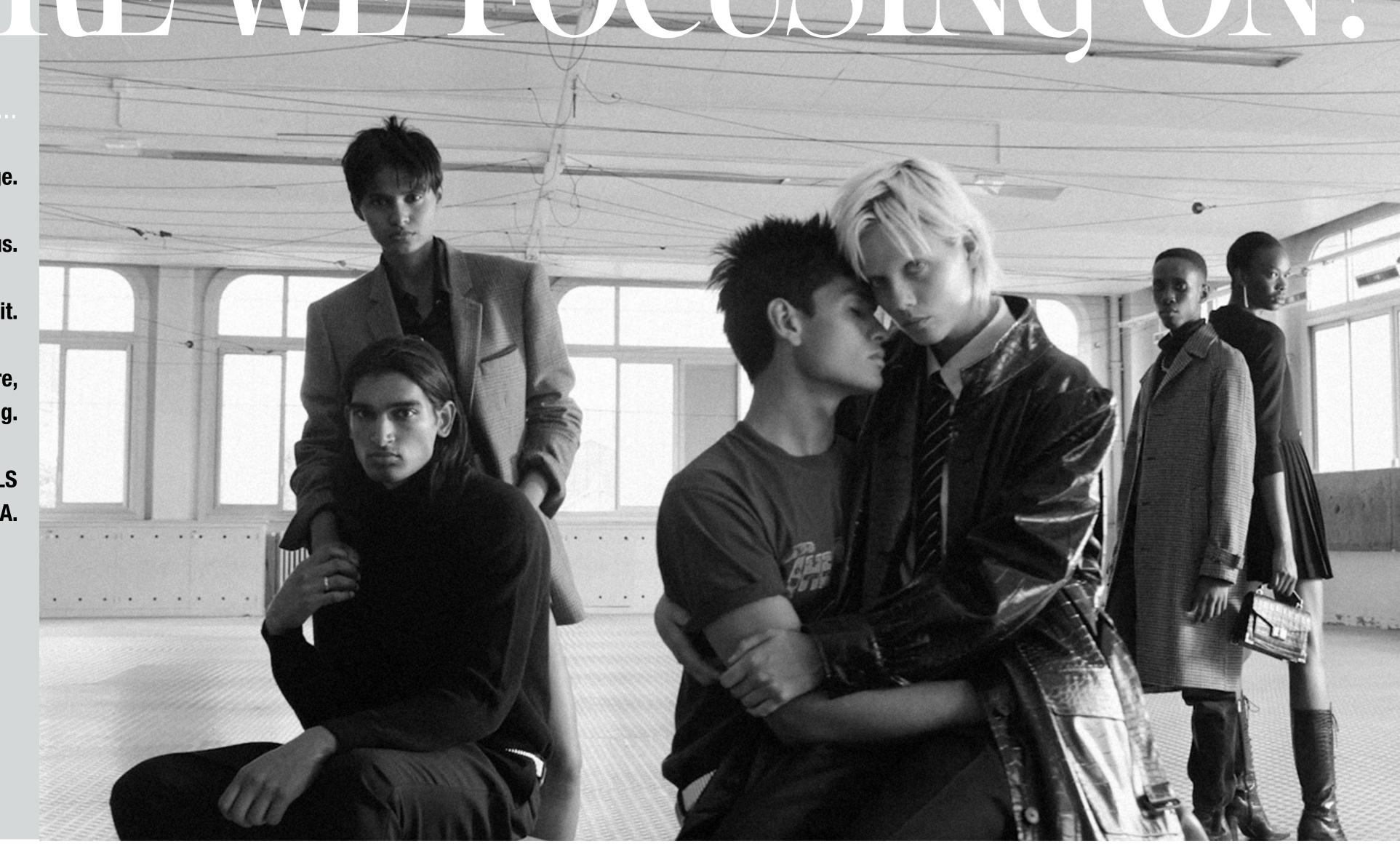
Men and women between 25 & 50 years of age.

Medium to high economic and cultural status.

They live in the city or come for a visit.

Interests: fashion, music, art, culture, social media, trends and traveling.

CREATIVE INDIVIDUALS AND ACTIVE ON SOCIAL MEDIA.



WHAT DOES HE THINK? WHAT DOES HE FEEL?

- **★** IN SPAIN IT'S VERY DIFFICULT TO FIND STORES THAT MARK A DIFFERENCE
- **★** I LIKE TO REFLECT ON WHAT I'M GOING TO WEAR
- ★ I DON'T CARE ABOUT PEOPLE LOOKING AT **ME FOR HAVING A DIFFERENT STYLE**



- **★** WHY DO YOU DRESS LIKE THAT?
- **★** THERE ARE LESS OPTIONS OF CLOTHING **TO CHOOSE FROM FOR MEN**
- **★ I CHOOSE TAILORED SUITS BECAUSE THE ONES AT STORES DON'T FIT PROPERLY**

WHAT DOES HE HEAR?



- HE CAN'T FIND BRANDS HE LIKES **INSTEAD THAN ON THE WEB**
- ★ IN SPAIN IT SEEMS THE ONLY MODERN OPT

WHAT DOES HE SEE?

- **★** PEOPLE SPEND LESS TIME THINKING **ABOUT THEIR LOOKS**
- ★ IN SPAIN THERE'S LESS INSPIRATION FOR FASHION
- **HE NOTICES THE OUTFITS WORN BY HIS FRIENDS WITH OTHER PROFES-**SIONS

musician

He lives in Paris but he returned to Spain to help his family during Covid

- **★** I WILL CONTINUE WEARING MY STYLE
- **★** I BOUGHT THE KOOPLES IN PARIS **BUT I DON'T KNOW IF THERE'S ANY IN SPAIN**
- **I CAN'T FIND ANYTHING LIKE THE KOOPLES IN MADRID**

WHAT DOES HE DO? ¿WHAT DOES HE SAY?



- **†** HE ALREADY KNOWS THE KOOPLES AND
- HE'S LOOKING FOR BRANDS THAT WILL FIT HIS STYLE

WHAT DOES SHE THINK? ¿WHAT DOES SHE FEEL?

- ★ I HAVE NO IDEA ON HOW TO LOOK **DIFFERENT FOR WORK**
- **TYPICAL OFFICE LOOKS BORE ME**
- ★ I WOULD LIKE TO WEAR MY OWN STYLE AT **WORK**





- **★** THERE ARE CERTAIN GARMENTS YOU **CAN'T WEAR IF YOU ARE A LAWYER**
- **★** INSTEAD OF SPENDING ALL THIS MONEY HERE I'D RATHER SPEND IT AT ZARA

WHAT DOES SHE HEAR?



- SHE LIKES ROCK MUSIC AND CARRIES TATTOOS. IT DOESN'T SEEM TYPICAL IN
- **THE BRANDS SHE FREQUENTS DON'T** HAVE PRODUCTS THAT SUIT HER STYLE

WHAT DOES SHE SEE?

- **LOOKS THAT INFLUENCERS UPLOAD ON THEIR PROFILES**
- **FASHION MAGAZINES FOR** INSPIRATION
- **CHECKS OUT THE OUTFITS WORN BY** HER CO-WORKERS AT THE OFFICE

lawyer

She lives on Velazquez street and she works in a law Firm at Servano street

- **★** I WANT TO MAKE A DIFFERENCE
- **THE STYLE CONCEPT OF A LAWYER IS OUTDATED**
- **★** I DON'T CARE ABOUT SPENDING MONEY IF THE BRANDS WHERE I'LL BUY FROM **STAND DIFFERENT**

WHAT DOES SHE DO? WHAT DOES SHE SAY?

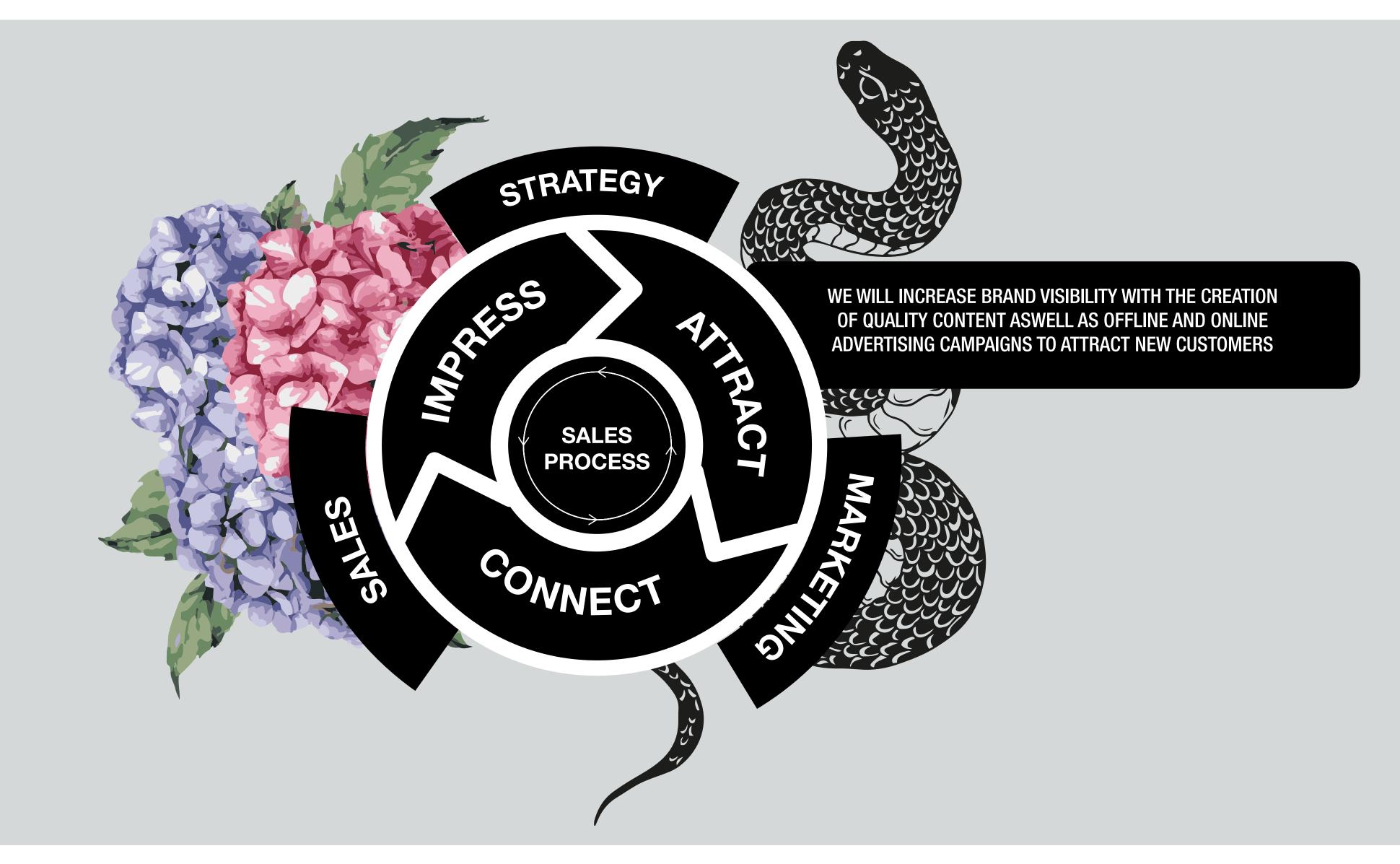
- ★ SHE HAS A STRONG PERSONALITY AND SHE BREAKS THE STEREOTYPES OF WHAT A LAWYER WOULD WEAR
- SHE WANTS TO BE ADVISED ON HOW TO ADAPT HER WORK LOOKS TO HER **OWN STYLE**

DECEMBER 20

WHAI SOUR STRAILGY

WE WILL FOCUS ON A CIRCULAR SALES PROCESS. IN ORDER TO ACHIEVE THAT OUR GOAL IS TO IMPRESS AND ATRACT (WITH A STRATEGY), ATTRACT AND CONNECT (WITH MARKETING TOOLS) AND CONNECT AND IMPRESS ONCE MORE (WITH THE SALES PROCESS). THIS WAY WE'RE BACK AT THE STARTING POINT, EFFECTIVELY GOING FULL CIRCLE. TO ACCOMPLISH THIS WE WILL PUT IN PRACTICE THE FOLLOWING TOOLS.

FIRST PART OF CIRCULAR SALES PROCESS...



CORRENGEMENT SURROUNDED BY ADVERTISING AND IT'S NECESSARYTO APPEALTO

FOR THIS REASON WE WORKED ALONGSIDE THE CONCEPT "WE ARE THE KOOPLES" TO PUT IN PRACTICE DURING THE CURRENT PANDEMIC AND DEVELOPED THE FOLLOWING CONCEPT...

WE ARE TOGETHER

... BECAUSE IT ENCOMPASSES MORE DEPTH OF FEELINGS: WE SHOULD JOIN TO OVERCOME THIS SITUATION, TOGETHER IN LOVE, TOGETHER AS FAMILY.

CARRIO MINISTRA STRAILGY

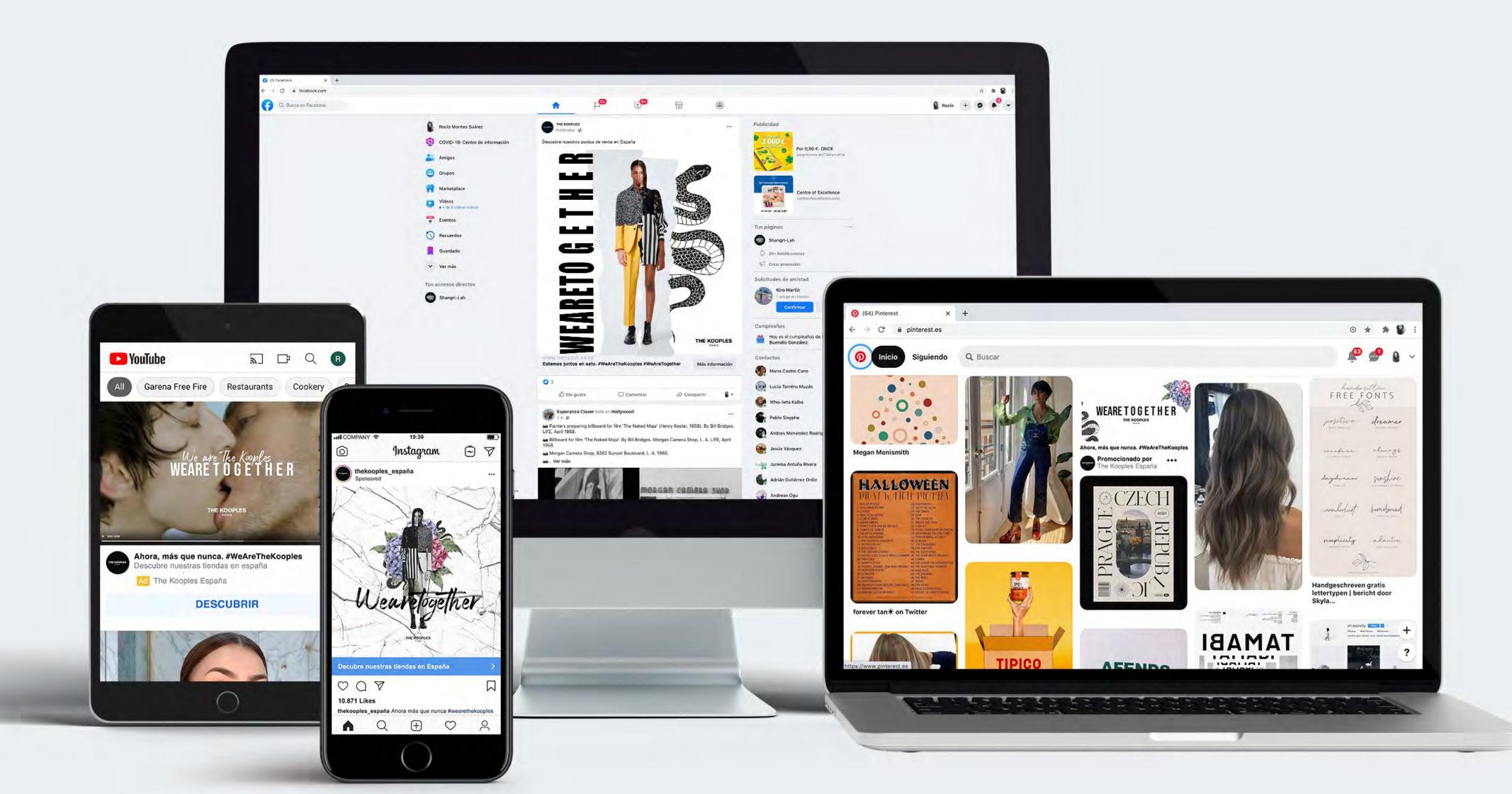
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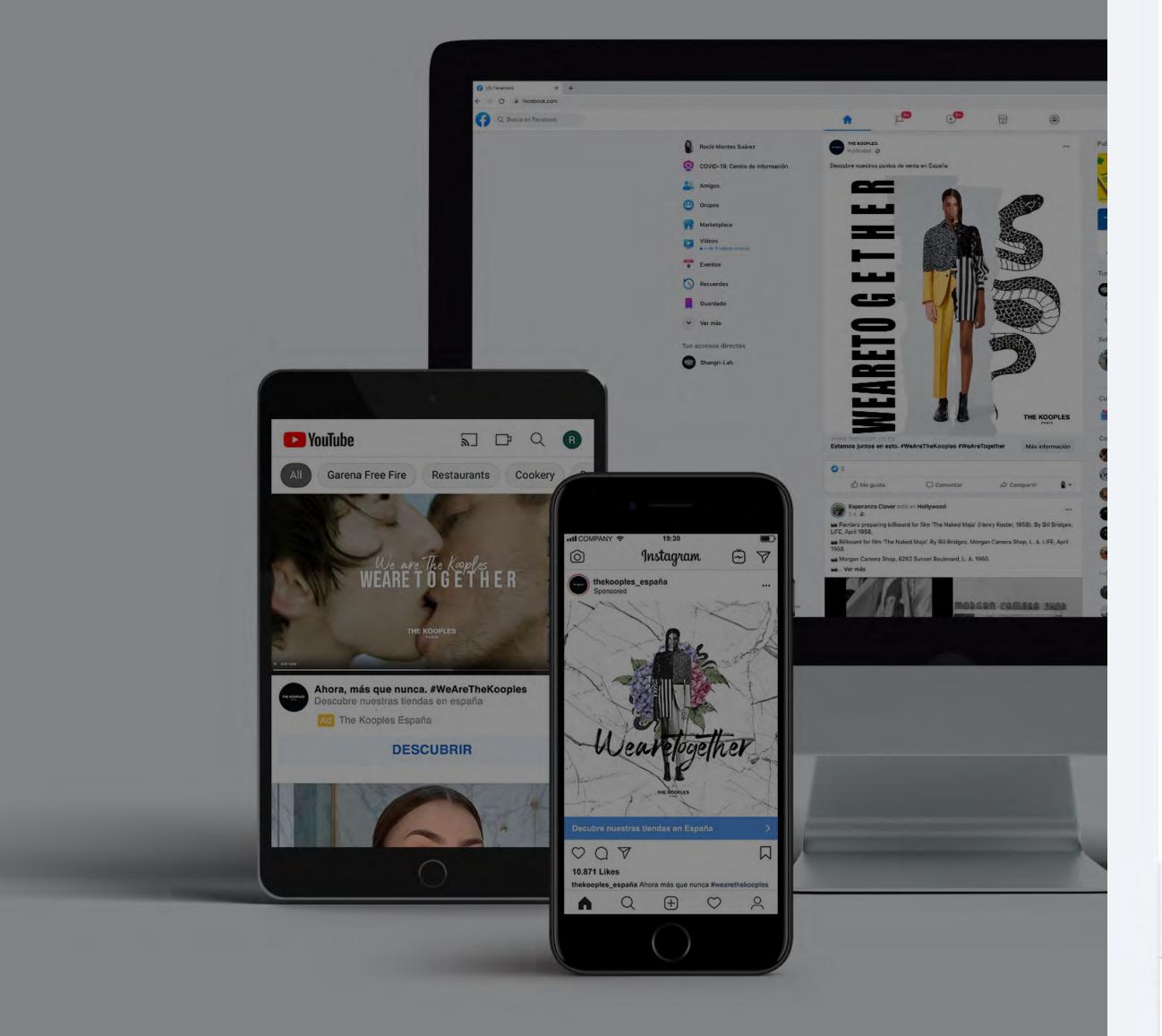
PROMOTION OF CREATIVE PIECES (ALREADY EXISTING OR NEW ONES) FOCUSED ON THE LOCAL TARGET AND SEGMENTED BY AREAS THROUGH DIFFERENT CHANNELS: GOOGLE AND THE PRIMARY SOCIAL NETWORKS: INSTAGRAM, YOUTUBE, FACEBOOK, PINTEREST, TIKTOK...



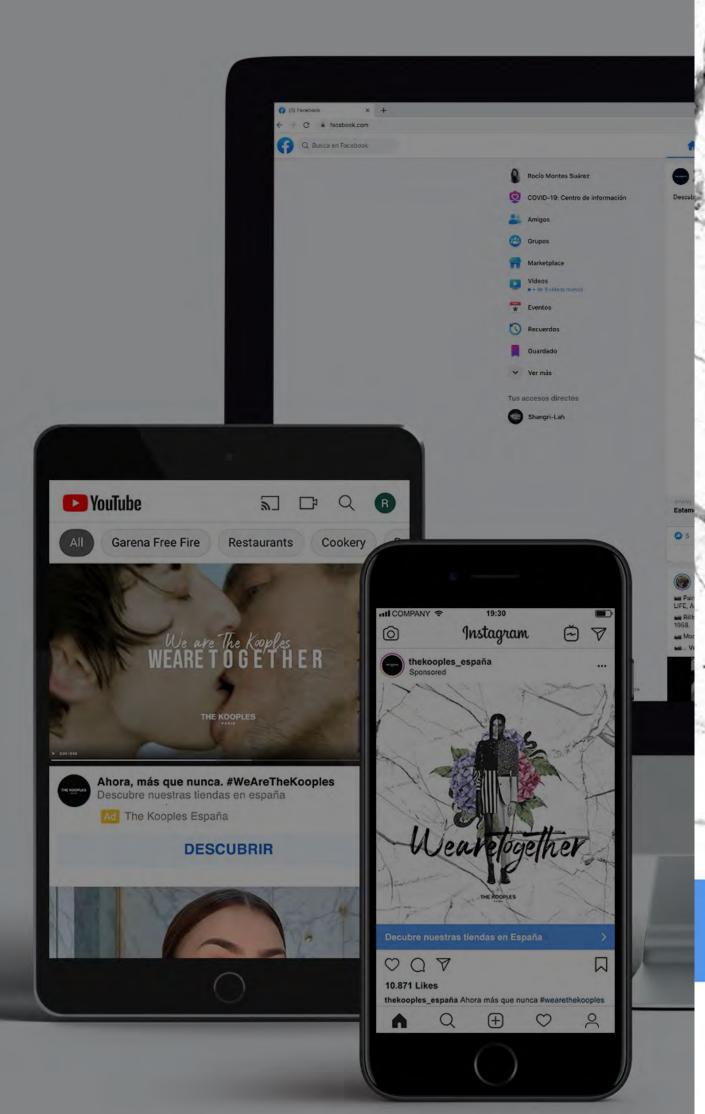
IN THIS CASE WE USE DIFFERENT GRAPHICS ADAPTED TO EACH KEY SOCIAL NETWORK. COLLAGES INSPIRED THE CONCEPT OF "UNITY - TOGETHERNESS" BECAUSE WE CAN SHOW AS ONE, MEN, WOMEN, BODIES, FACES, AND GARMENTS AS ONE SINGLE CREATIVE PIECE. THE CREATIVITIES WE WILL REVEAL ARE JUST AN EXAMPLE BECAUSE WE CAN DEVELOP INFINITE GRAPHICS.

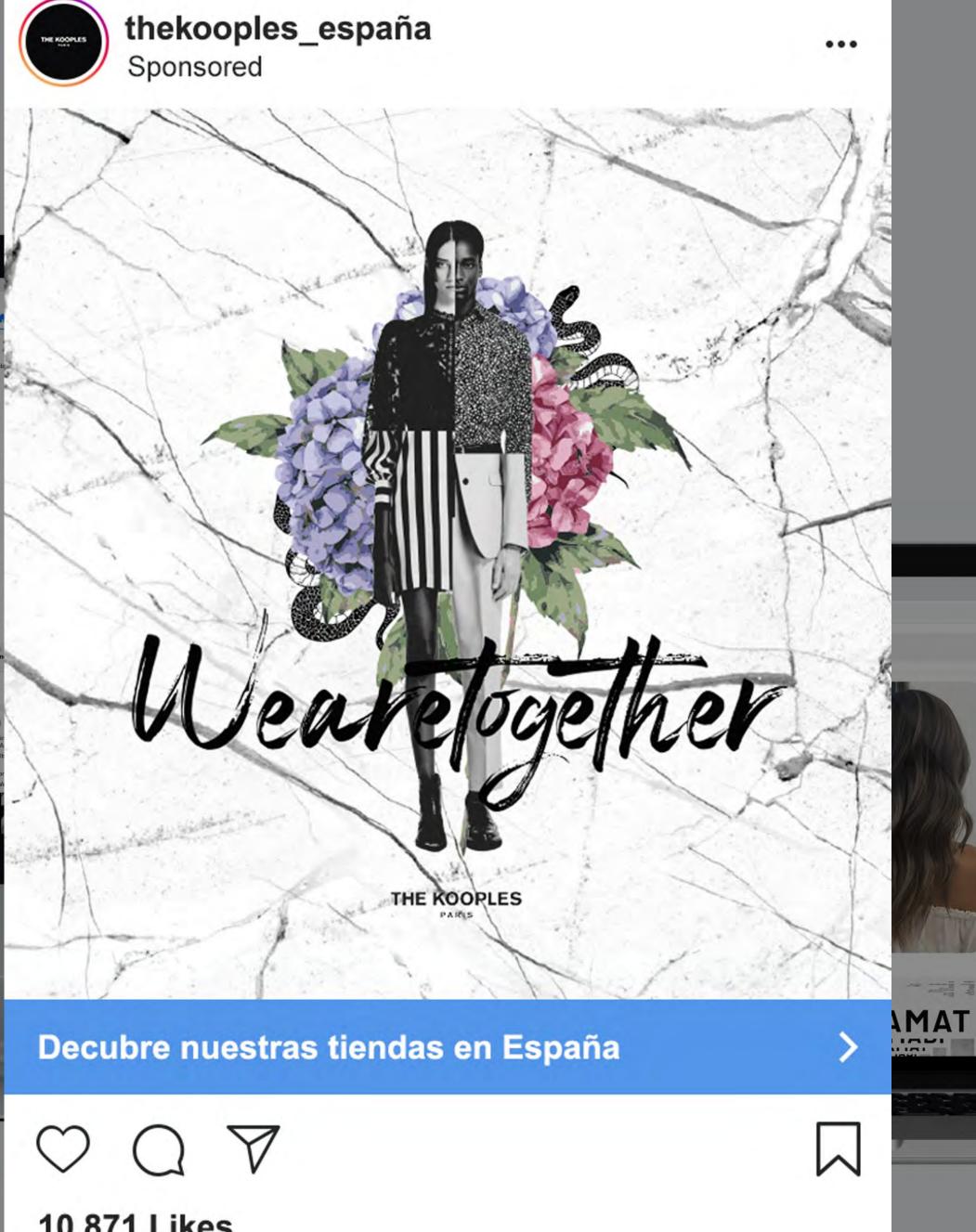
ALSO THE TEXTS (SEO), INFORMATION, HASHTAGS, AND CALL TO ACTION BUTTONS ARE VERY IMPORTANT IN THIS STRATEGY...









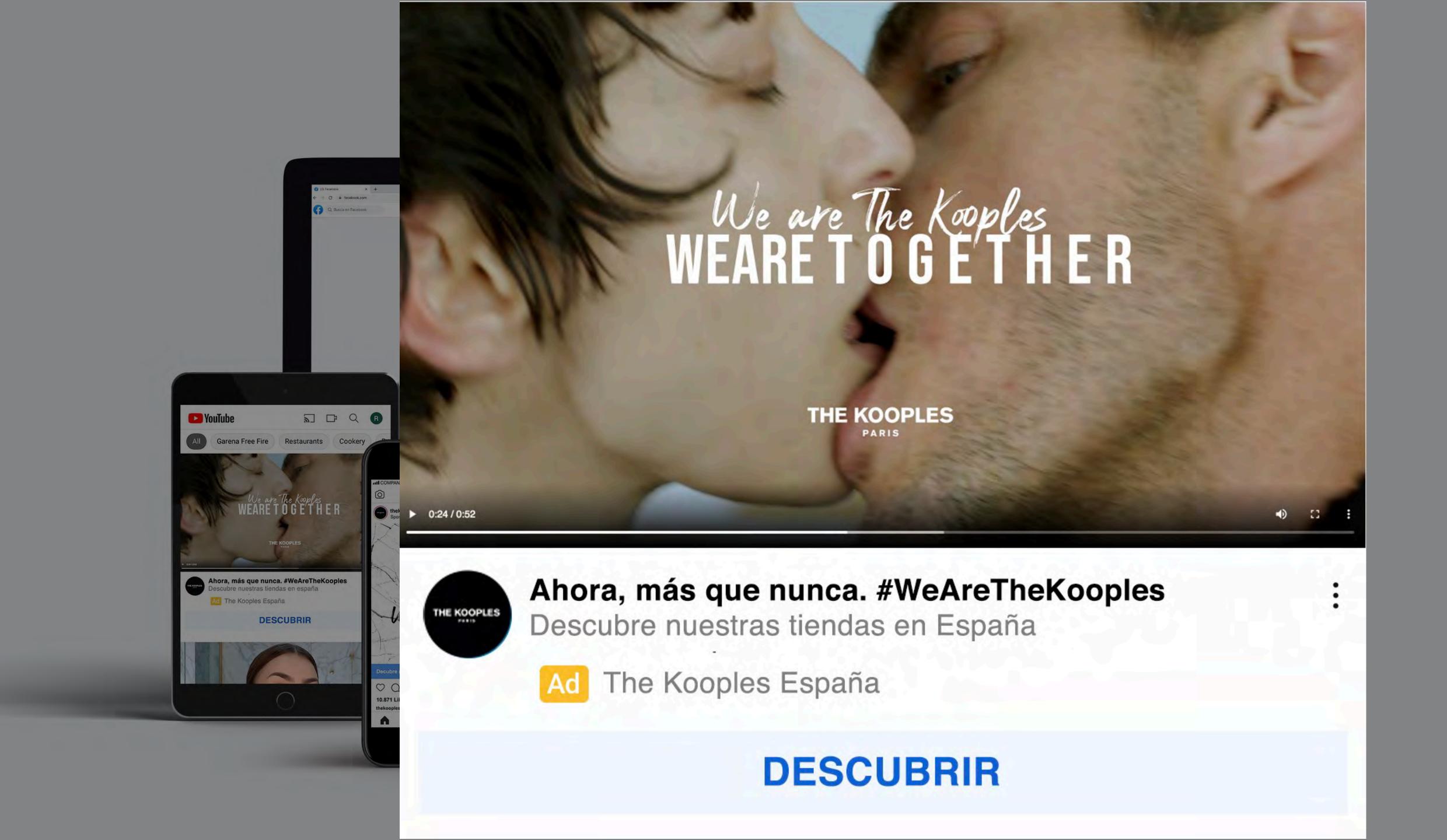


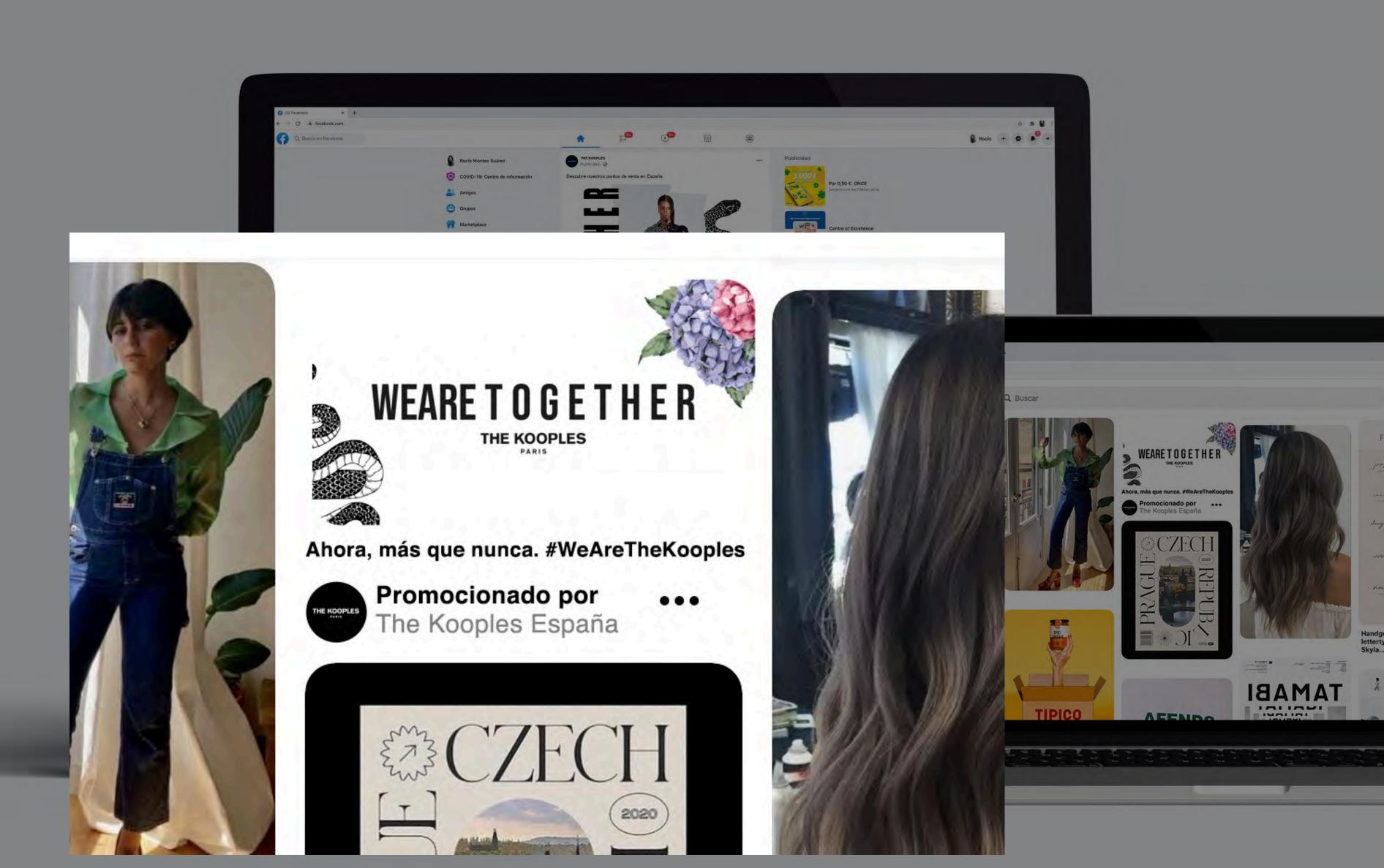
₽ ♠ ₽

FREE FONTS

10.871 Likes

thekooples_españa Ahora más que nunca #wearethekooples

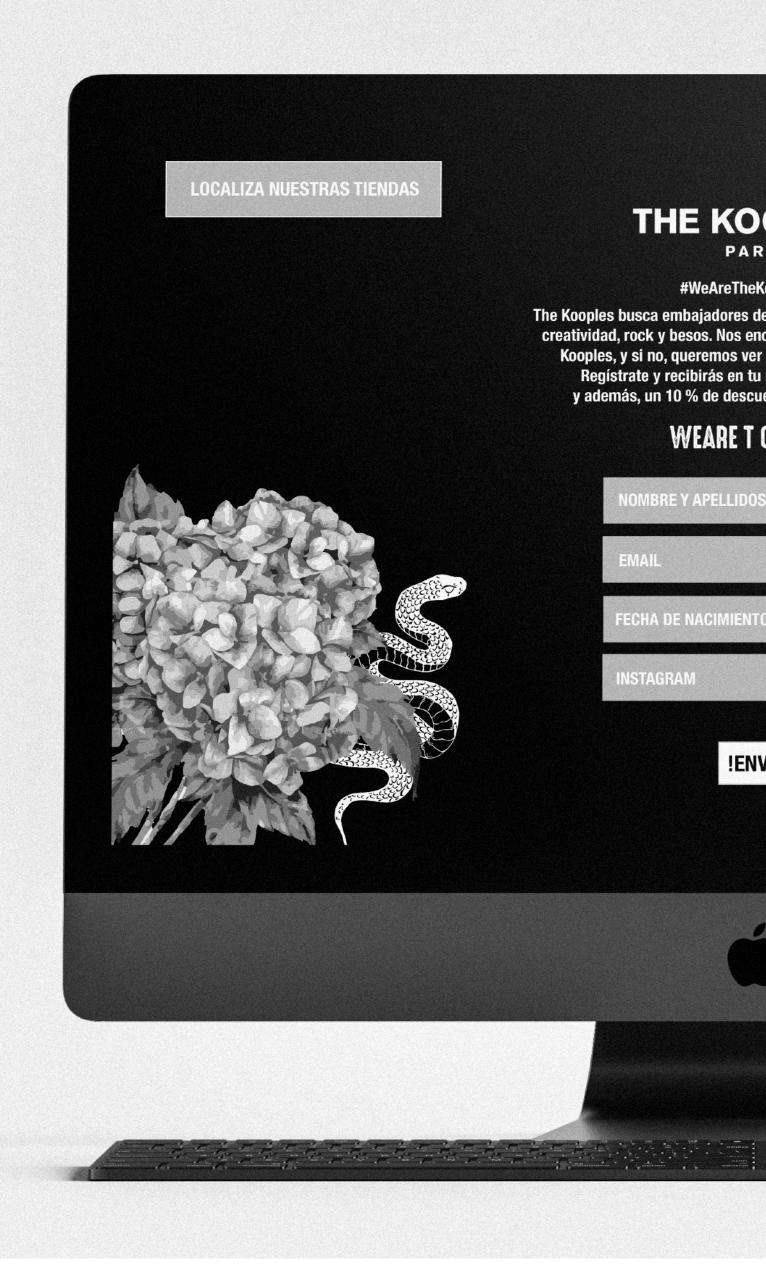




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Landling page

SOME OF THE ABOVE "CALL TO ACTION" AD BUTTONS, APART FROM CREATING TRAFFIC TO THE WEB, THIS COULD ALSO BE DIRECTED TOWARDS A LANDING PAGE WITH THE PURPOSE OF ATTRACTING NEW CUSTOMERS AND WITH THEM, "LEADS", ACCORDING WITH THE CONCEPT "WE ARE TOGETHER" CAUSE WE MAKE THE TARGET FEEL VALUED BY PROPOSING THEM TO BE AN AMBASSADOR, OFFER DISCOUNTS AND ALSO AN UPDATED POS FINDER WHERE THEY CAN **EXCHANGE THOSE DISCOUNTS IN PERSON.**







IN ADDITION, WE FEEL THE NECESSITY TO IMPLEMENT A PHONE SELLING PROCESS BECAUSE A LOT OF SPANISH CUSTOMERS ARE DEMANDING IT.

Accueil / CALL & COLLECT

CALL & COLLECT

CONSEIL, EFFICACITÉ, RAPIDITÉ



Et si vous pouviez bénéficier des conseils de nos experts en boutique, bien installé.e depuis votre canapé, et récupérer vos achats en boutique immédiatement ?

Deasonal campaigns

WE FEEL THE IMPORTANCE TO
PROMOTE CAMPAIGNS SUCH AS
CHRISTMAS, SALES, MID SEASON
SALES, AND OTHER SPANISH
PROMOTIONS IN CONCESSION
STORES. IN THIS CASE WE FOCUS THE
BLACK FRIDAY ONE...



DECEMBER 20



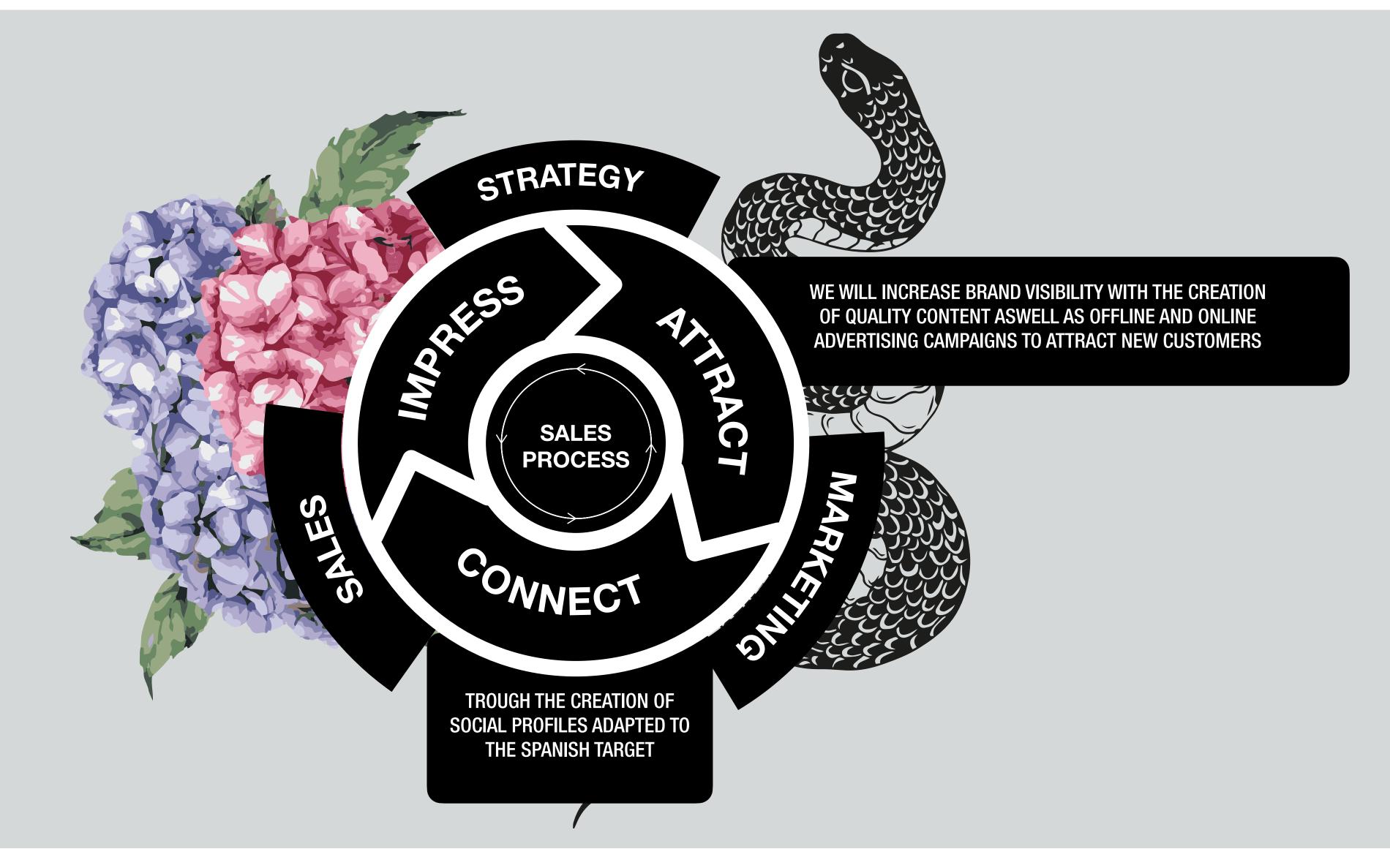




THE PREVIOUS EXAMPLES WERE DERIVED FROM A FAKE CONCERT IN ORDER TO CREATE A POSSIBLE CAMPAIGN. HERE WE ATTRACT CLIENTS BY PROVIDING A CONCERT POSTER DURING A TIME WHERE THERE CAN'T BE ANY CULTURAL MOVEMENT. AS THE KOOPLES HAS ALWAYS BEEN INSPIRED AND SUPPORTED MUSIC, THE GOAL IS TO INVITE SEVERAL SPANISH MUSICIANS TO THE BOUTIQUE DURING SEGMENTED HOURS (MAINTAINING SOCIAL DISTANCING). THIS WAY WE WILL CREATE INTEREST IN CLIENTS AS WELL AS SUPPORT EXISTING LOCAL ARTISTS AND PROMOTE TO THEIR FANS TOO.

WE HAVE ALSO PLAYED WITH THE COMPOSITION OF THE TYPOGRAPHY BY SEPARATING THE LETTERS IN THE WORD "TOGETHER" AND EXPRESS OUR TOGETHERNESS IN THE DISTANCE.

SECOND PART OF CIRCULAR SALES PROCESS...

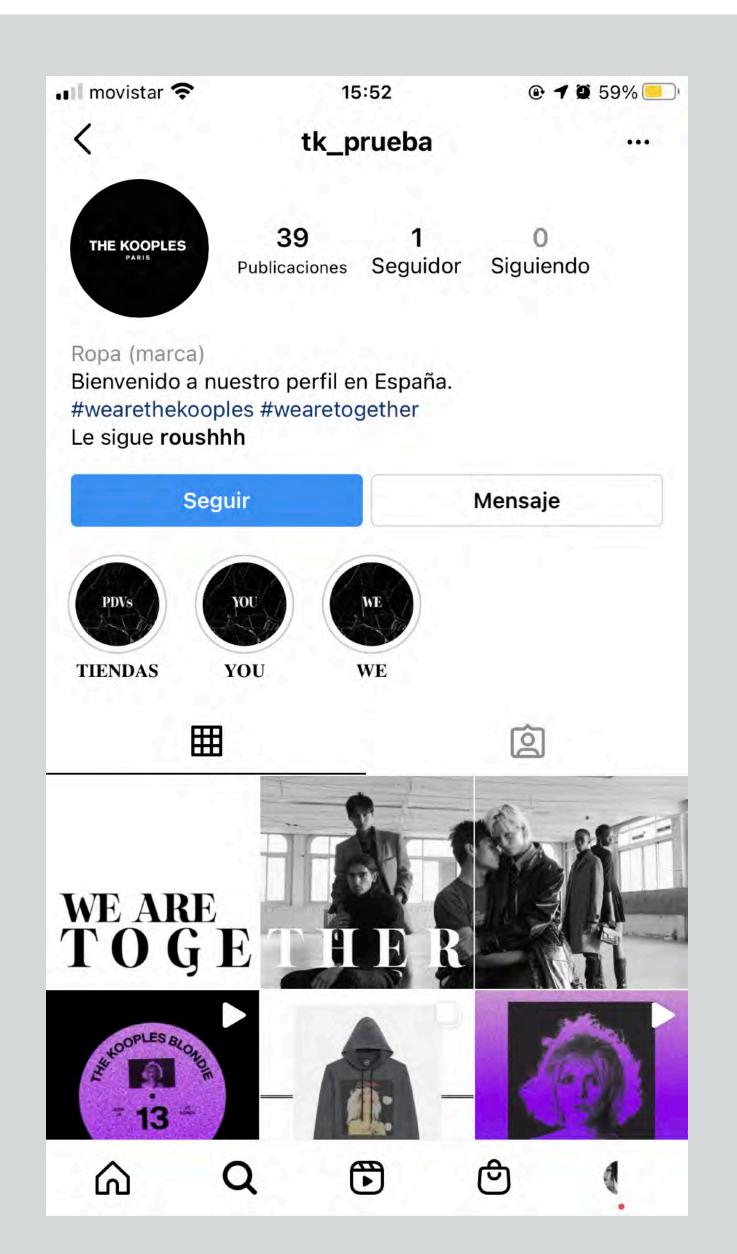


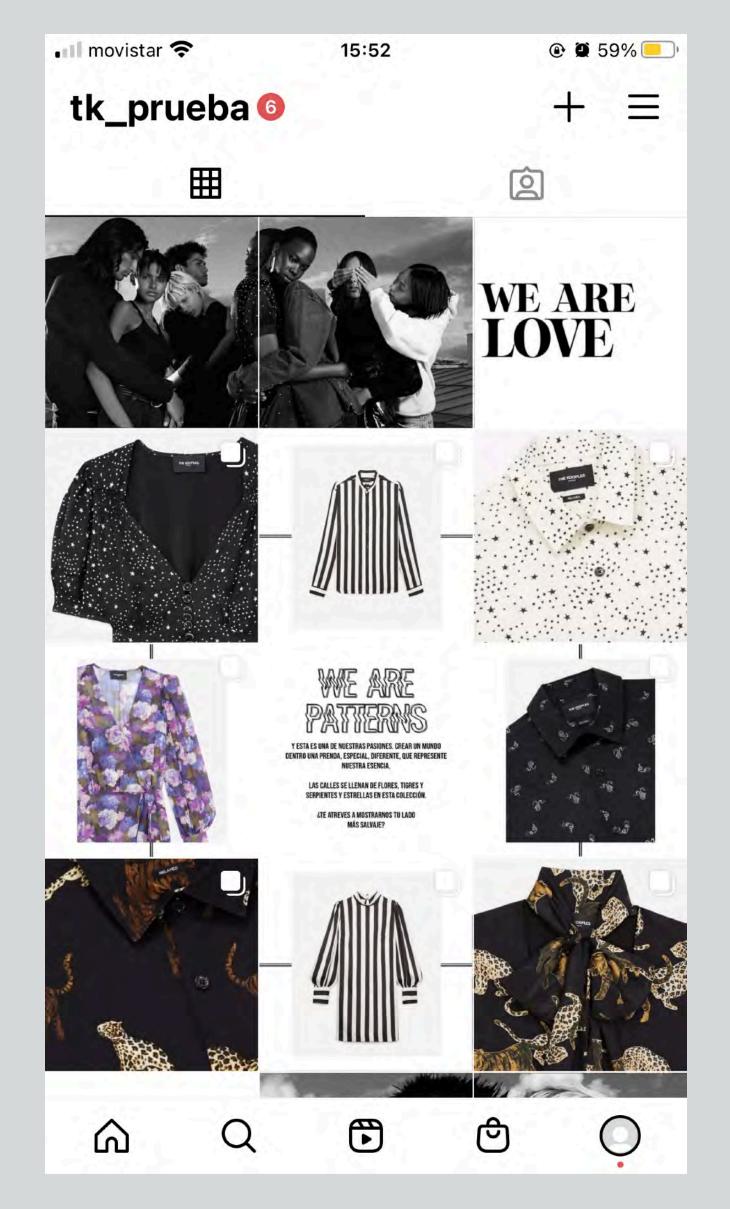
Justagram

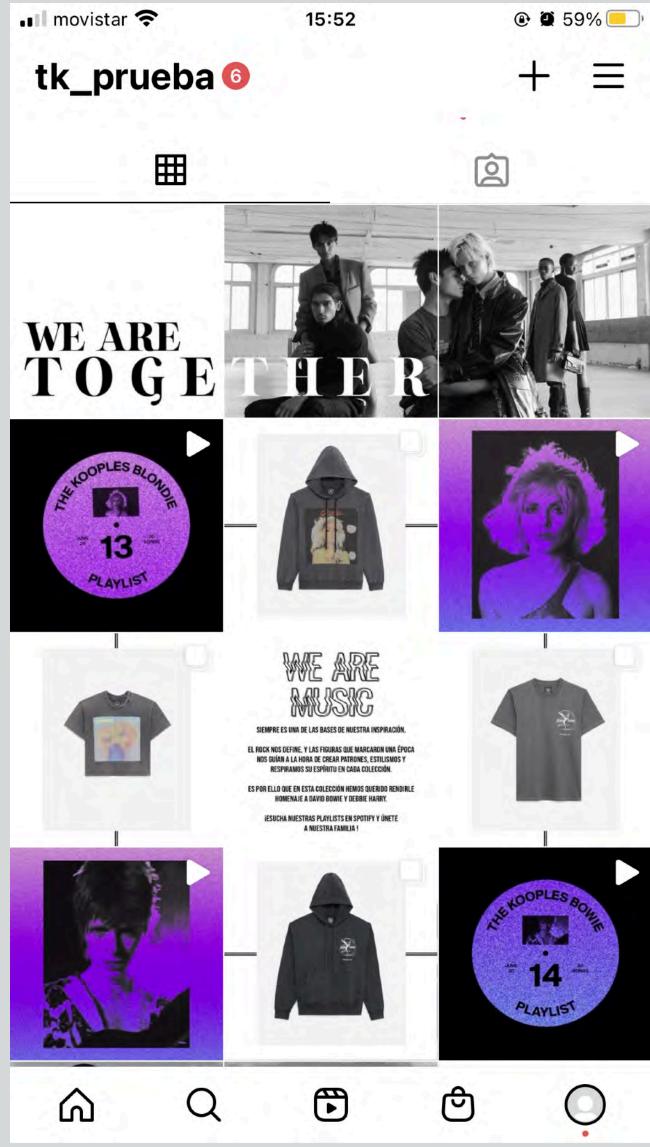
SPANISH CUSTOMERS DIFFER FROM FRENCH CUSTOMERS AND FOR THAT REASON THE COMMUNICATION MUST ALSO BE ADAPTED TOWARDS THEM. WE BELIEVE INSTAGRAM IS THE BEST TOOL BECAUSE AS OTHER COMPETITOR BRANDS HAVE DONE, THEY HAVE SOCIAL MEDIA PROFILES ADAPTED TO EACH COUNTRY. WE HAVE CREATED AN EXAMPLE PROFILE TO SHOW THE SPANISH CUSTOMER THE ESSENCE OF THE BRAND BECAUSE THESE WERE NOT PRESENT DURING THE KOOPLES LAUNCHING DAYS. YOU CAN CHECK @TK PRUEBA ON IG.



LOOK & FEEL EXAMPLE







IG STORY EXAMPLES TO GIVE VISIBILITY TO SPANISH POS

CONOCEN NUESTRAS TIENDAS EN ESPAÑA

BOUTIQUE CALLE CLAUDIO COELLO 43, MADRID.



LOREM IPSUM DOLOR SIT AMET, CONSECTETUER ADIPISCING ELIT, SED DIAM NONUMMY NIBH EUIS-MOD TINCIDUNT UT LAOREET DOLORE MAGNA ALI-**QUAM ERAT VOLUTPAT. UT WISI ENIM AD MINIM VENIAM, QUIS NOSTRUD EXERCI TATION ULLAM-**

CONOCEN NUESTRAS TIENDAS EN ESPAÑA

SARA



CALLE CLAUDIO COELLO 43, MADRID.

LOREM IPSUM DOLOR SIT AMET, CONSECTETUER ADIPISCING ELIT, SED DIAM NONUMMY NIBH EUIS-MOD TINCIDUNT UT LAOREET DOLORE MAGNA ALI-**QUAM ERAT VOLUTPAT. UT WISI ENIM AD MINIM VENIAM, QUIS NOSTRUD EXERCI TATION ULLAM-**

CONOCEN NUESTRAS TIENDAS EN ESPAÑA

BOUTIQUE

CALLE CLAUDIO COELLO 43, MADRID.



LOREM IPSUM DOLOR SIT AMET, CONSECTETUER ADIPISCING ELIT, SED DIAM NONUMMY NIBH EUIS-







MARTA ROCÍO





ANTONIO DIEGO

IG STORY EXAMPLES TO NOTIFY PROMOTIONS

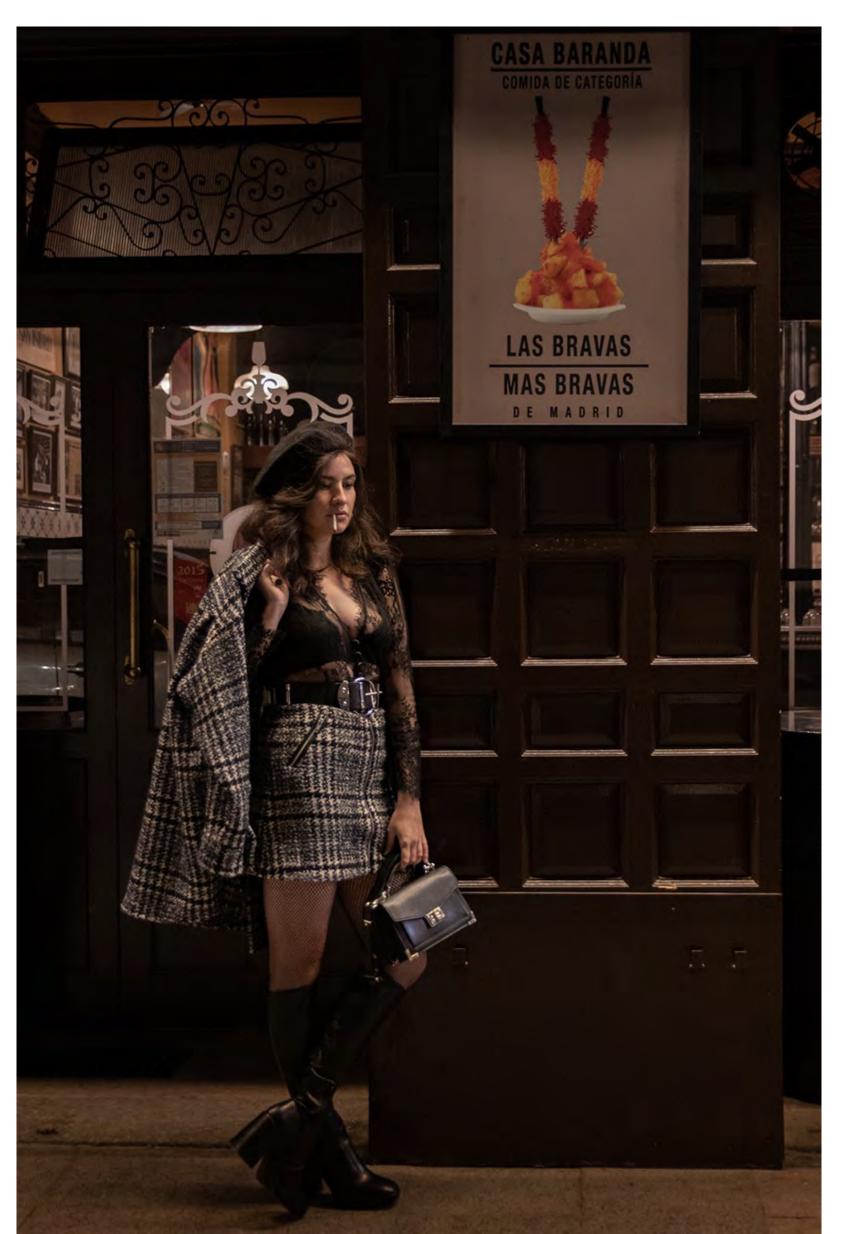






SHOOTING EXAMPLES TO BRING THE BRAND TO SPANISH TARGET (TAKEN IN DIFFERENT ICONIC PLACES FROM MADRID)







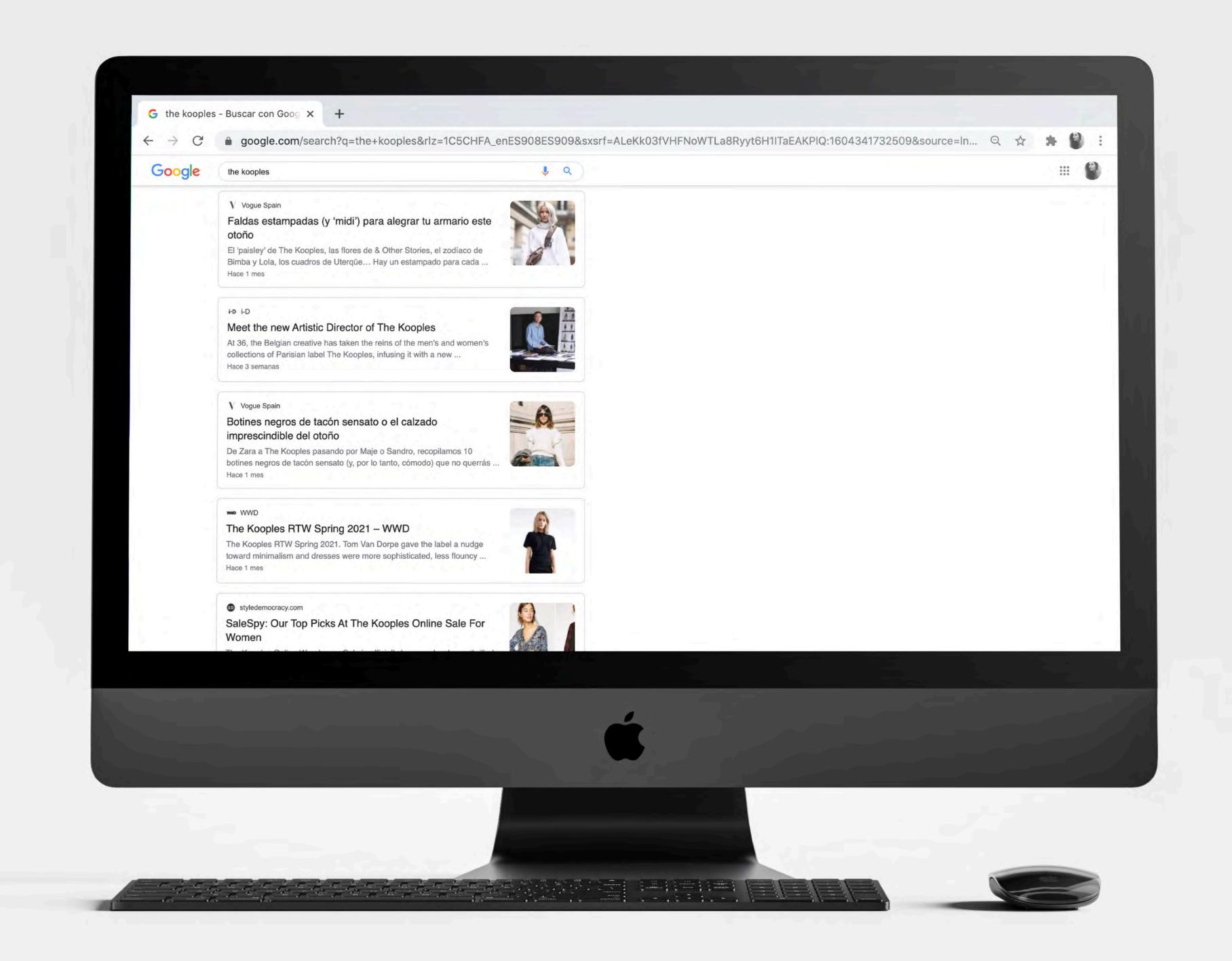


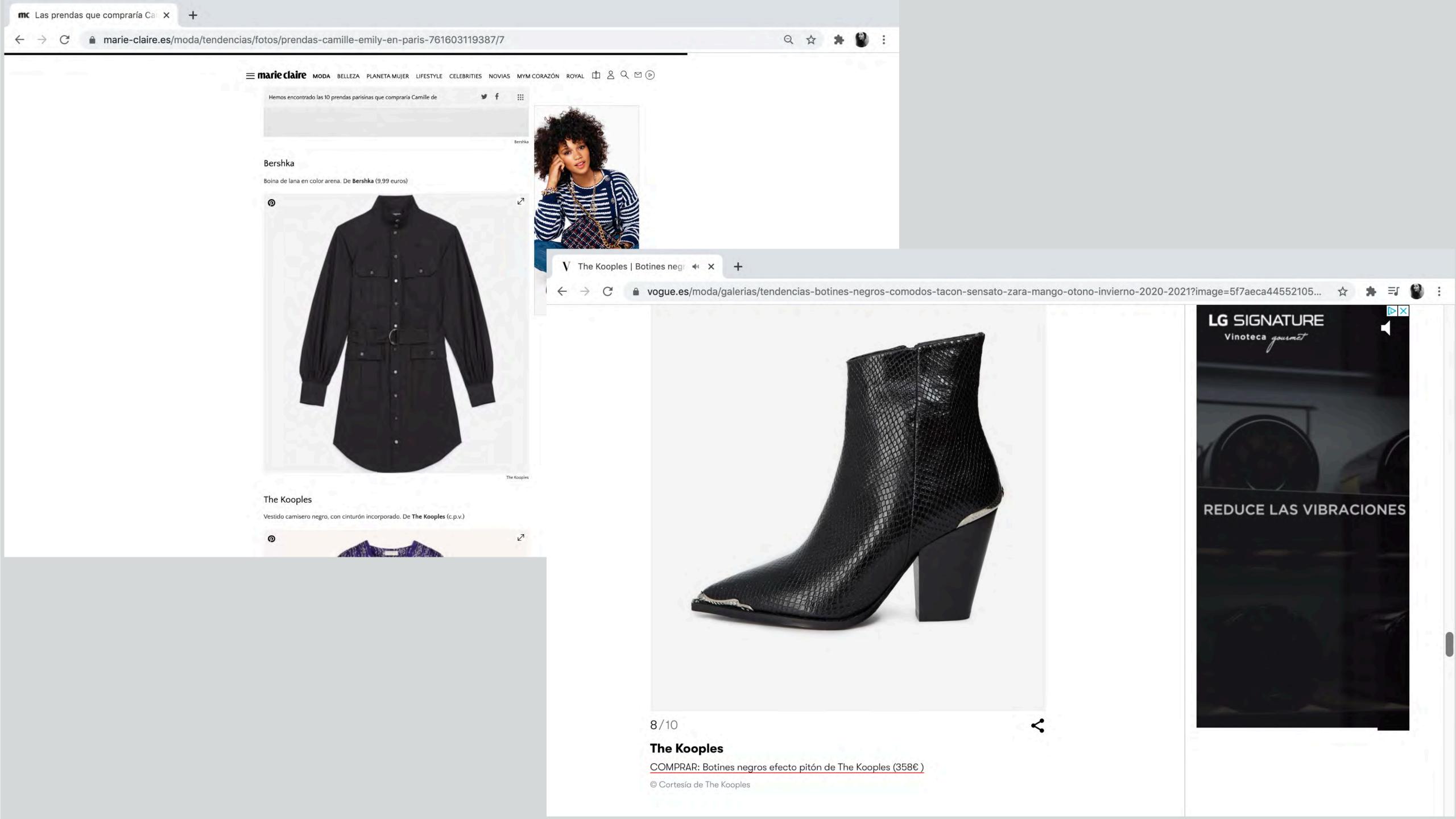




MOREOVER MANY MEDIA CHANELS MENTION
THE KOOPLES IN SPAIN, WE CARRY OUT
LOANS, FAMOUS SPANISH ARTISTS ARE OUR
CUSTOMERS...

¿WHY ARE WE NOT MAKING THE MOST OF THIS EARNED MEDIA?

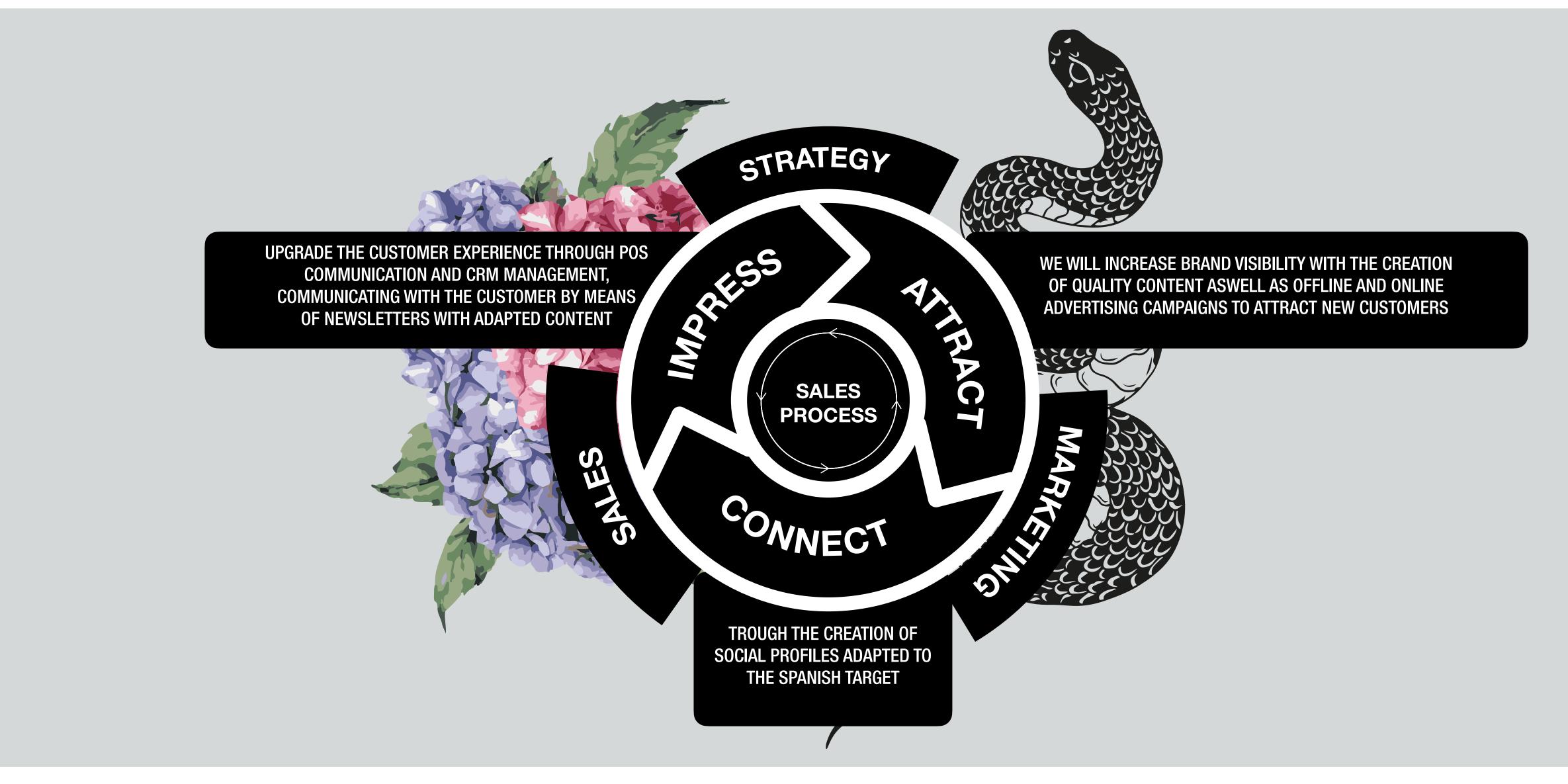








THIRD PART OF CIRCULAR SALES PROCESS...



Den Steller

WE SHOULD IMPROVE AND CURATE THE CONTENT OF THE NEWSLETTER AND ADAPT IT TO THE SPANISH TARGET, WITH A GOOD TRANSLATIONS AND SPECIAL CONTENT LIKE CHALLENGES, THANK YOU NOTES, PROMOTIONS OR BIRTHDAY CONGRATULATIONS TO INCREASE CUSTOMER LOYALTY.



ROCÍO MONTES SUÁREZ | QUADROSPHERA

Rocio, adopta el estilo a domicilio con hasta un 60% de descuento

THE KOOPLES <contact@email.thekooples.com> Anular suscripción
para mi =

Rocío, ¡nuestros imprescindibles a tu talla aún están disponibles!

THE KOOPLES <contact@email.thekooples.com> Anular suscripción
para mí =

LA NATURALEZA RECUPERA TERRENO Y EL VESTUARIO DE INVIERNO SE TIÑE CON EL CALOR DEL COÑAC.

UNA PALETA DE COLORES NATURALES, QUE VA DESDE LOS TONOS
VAINILLA HASTA LOS MÁS AMBARINOS, CREA CONJUNTOS COORDINADOS
Y DESESTRUCTURADOS CON GARBO.

ENTRE UTOPÍA Y DISTOPÍA, DESCUBRE UNA LEYENDA VIVA Y UN ESTILO CON EL GUSTO DE ANTAÑO. NO HAY MÁS QUE UN DESTINO.

SHOP NOW

Y A DESCUBRIR EN TU TIENDA PREFERIDA

DE THE KOOPLES:

SERRANO MUJER
SERRANO 47
%%STORE_ZIP%% MADRID

00 00 00

NO HACE FALTA SUSCITAR MISTERIO, TÚ YA SABES LO QUE TE QUEDA POR HACER.

> MAÑANA ES VIERNES Y TODO ESTÁ PERMITIDO.

> > PREPARO MI CESTA

"I DON'T CARE IF MONDAY'S BLUE
TUESDAY'S GREY AND WEDNESDAY TOO
THURSDAY, I DON'T CARE ABOUT YOU
IT'S FRIDAY, I'M IN LOVE"

(THE CURE, 1992)

MING, LA MAGNÉTICA UN BOLSO EMBLEMÁTICO

TODO AMOR POR LAS LÍNEAS DEPURADAS Y LOS MATERIALES SOFISTICADOS, REDESCUBRE LA ELEGANCIA DE NUESTRA MUSA MING XI, TOP MODEL CAPTURADA A TRAVÉS DE UNA NUEVA CAMPAÑA.

DESCUBRO

JUEGOS DE FINEZA, LUCES Y SOMBRAS TOMAN VIDA CON CADA MOVIMIENTO, COMO UNA PROMESA SOLAR.

EL ARTE DE APRECIAR LOS MOMENTOS SUSPENDIDOS.
NUESTROS ARTÍCULOS MÁS CODICIADOS CON

IDEAL PARA FINALIZAR LOS DIAS DE ORO CON BELLEZA.

SHOP MUJER

SHOP HOMBRE

VESTIDOS

CAMISAS

ABRIGOS & PARKAS

ABRIGOS & PARKAS

BOLSOS BARBARA

SUDADERAS

SUDADERAS

ZAPATOS



SHOP NOW

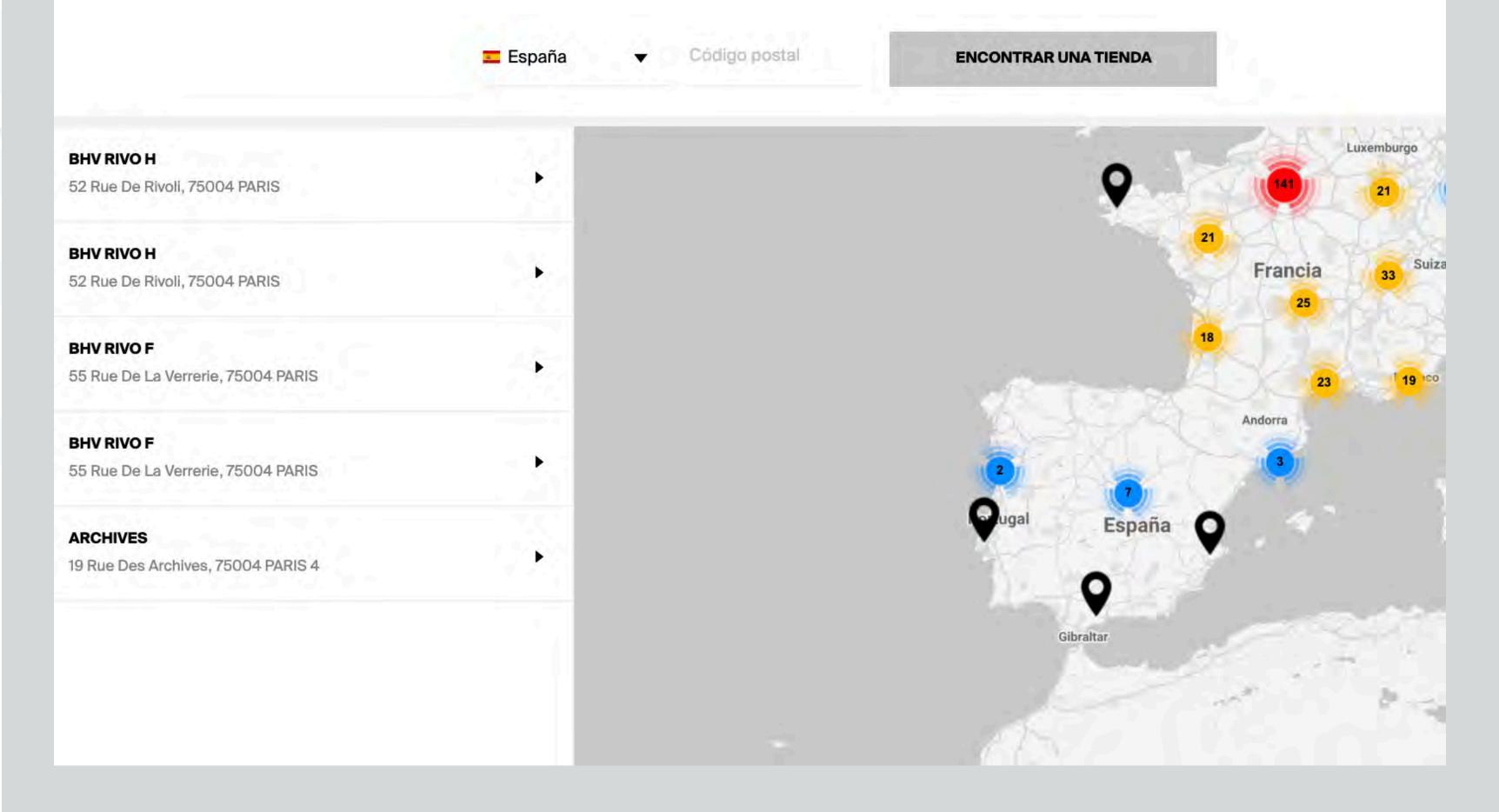
Y A DESCUBRIR EN TU TIENDA PREFERIDA

DE THE KOOPLES:

SERRANO MUJER SERRANO 47 MADRID

COMO LLEGAR ?

OUR SHOPS



WE, VE ANALYZED THE NEWSLETTERS SPANISH SPELLING IN DETAIL AND WE FEEL NECESSARY TO ADAPT THIS CONTENT TO OUR TARGET, THE SAME AS IN THE E-TICKET NEWSLETTER

Your receipt / Votre facture Recibidus *

contact@thekooples.com <contact@thekooples.com>
para mi =

🔀 inglés * > español * Traducir mensaje

the kooples

Thank you for shopping at The Kooples.

Your receipt is enclosed.

Our team is happy to advise you on any future purchases.

Merci pour votre visite dans notre boutique. Vous trouverez en pièce jointe votre reçu. Notre équipe se tient à votre disposition pour vous conseiller sur vos prochains achats.

Discover the whole collection

Découvrir toute la collection

Free shipping & free returns

Facebook, instagram, twitter Customer service

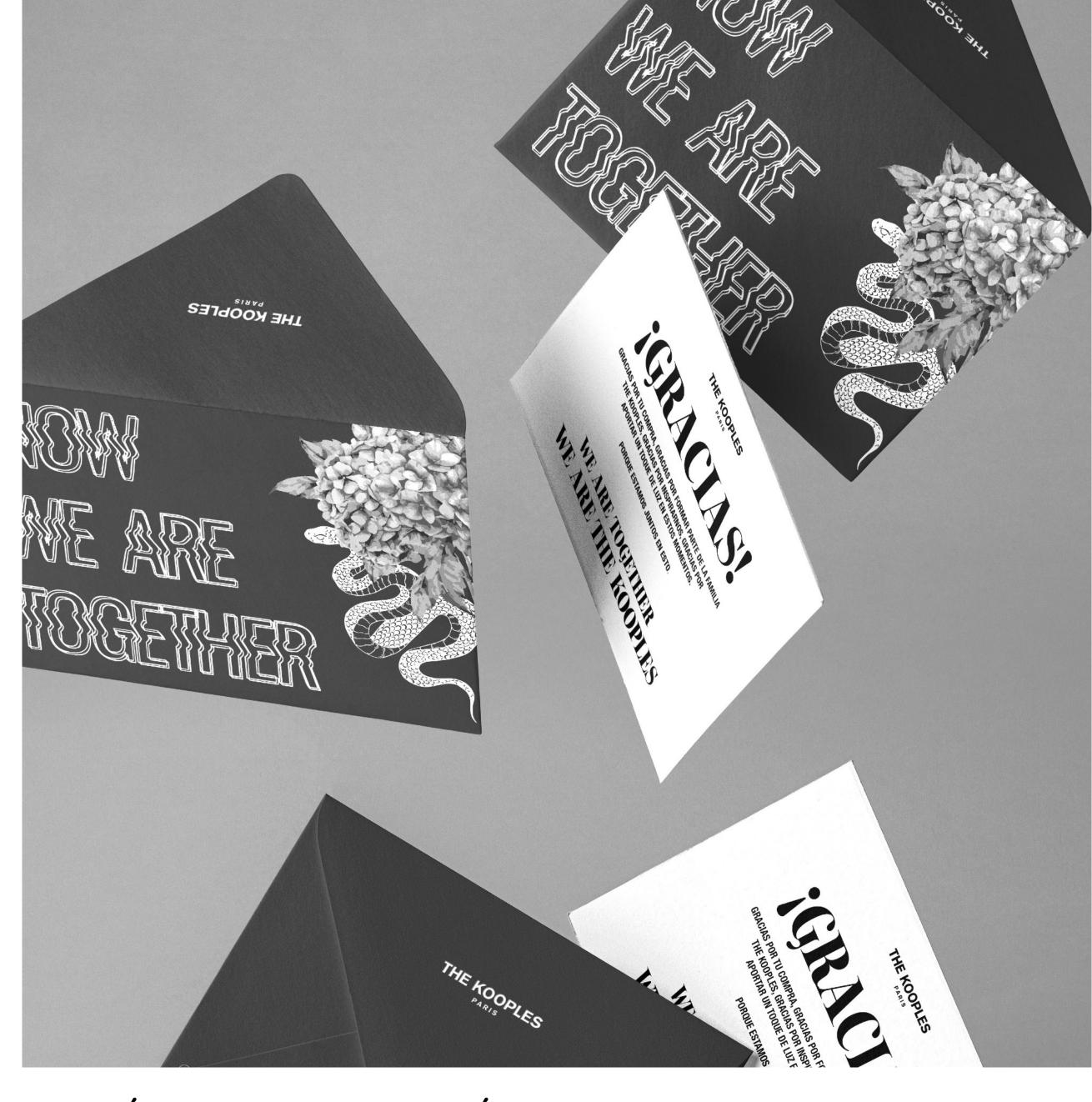
© 2016 The Kooples



Hos communication

OFFLINE ADVERTISING IS VERY IMPORTANT TO IMPROVE OUR COMMUNICATION WITH THE TARGET.

CURRENTLY, WE ALMOST DON'T USE TYPE OF ADVERTISING AND FOR THIS REASON WE CREATED DIFFERENT GRAPHICS ACCORDING TO DIFFERENT POS TO ENHANCE SALES, NOTIFY ON NEW COLLECTIONS AND NEWS TO OVERAL IMPROVE THE CUSTOMER'S SALE EXPERIENCE.



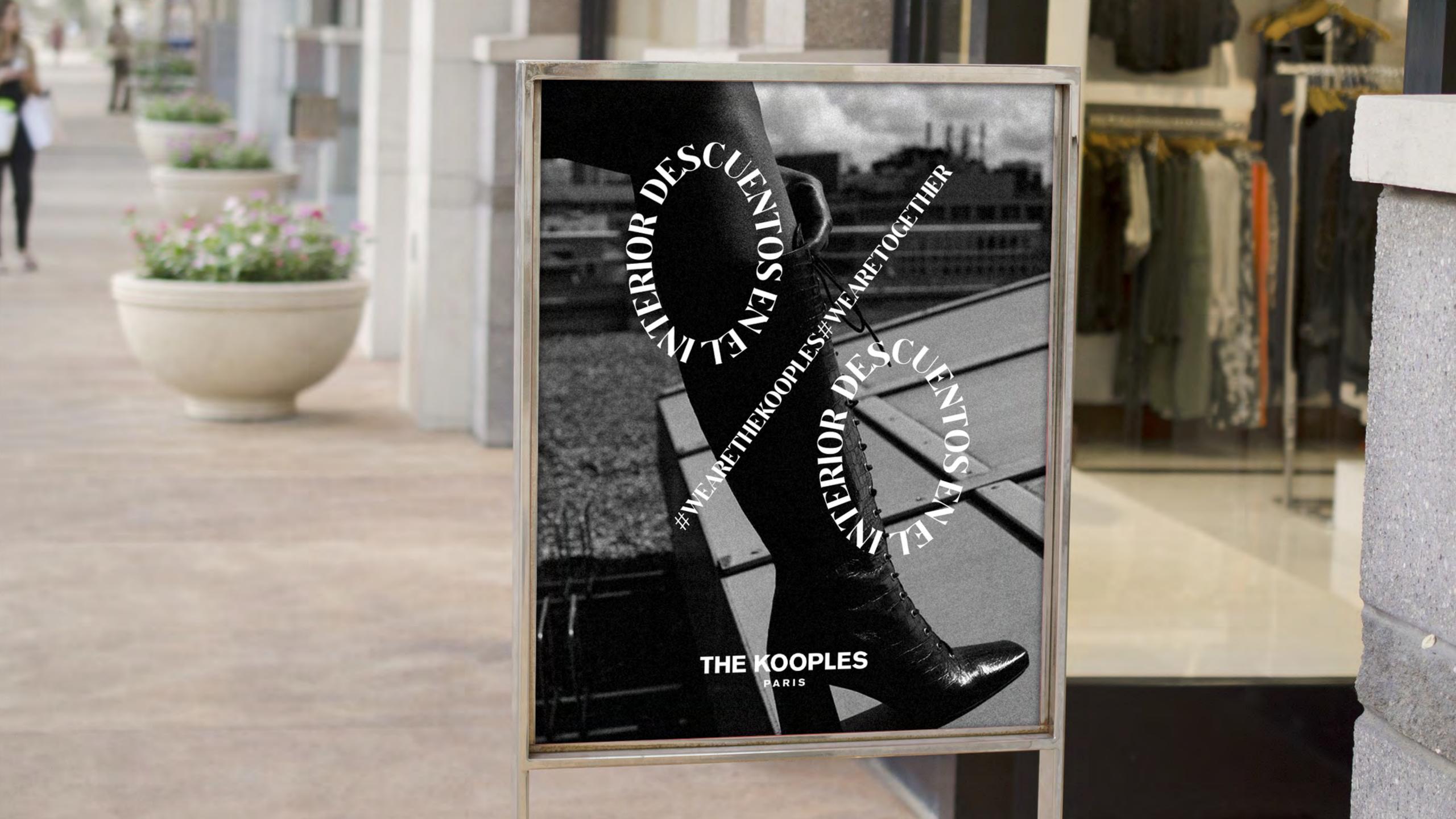
ROCÍO MONTES SUÁREZ | QUADROSPHERA

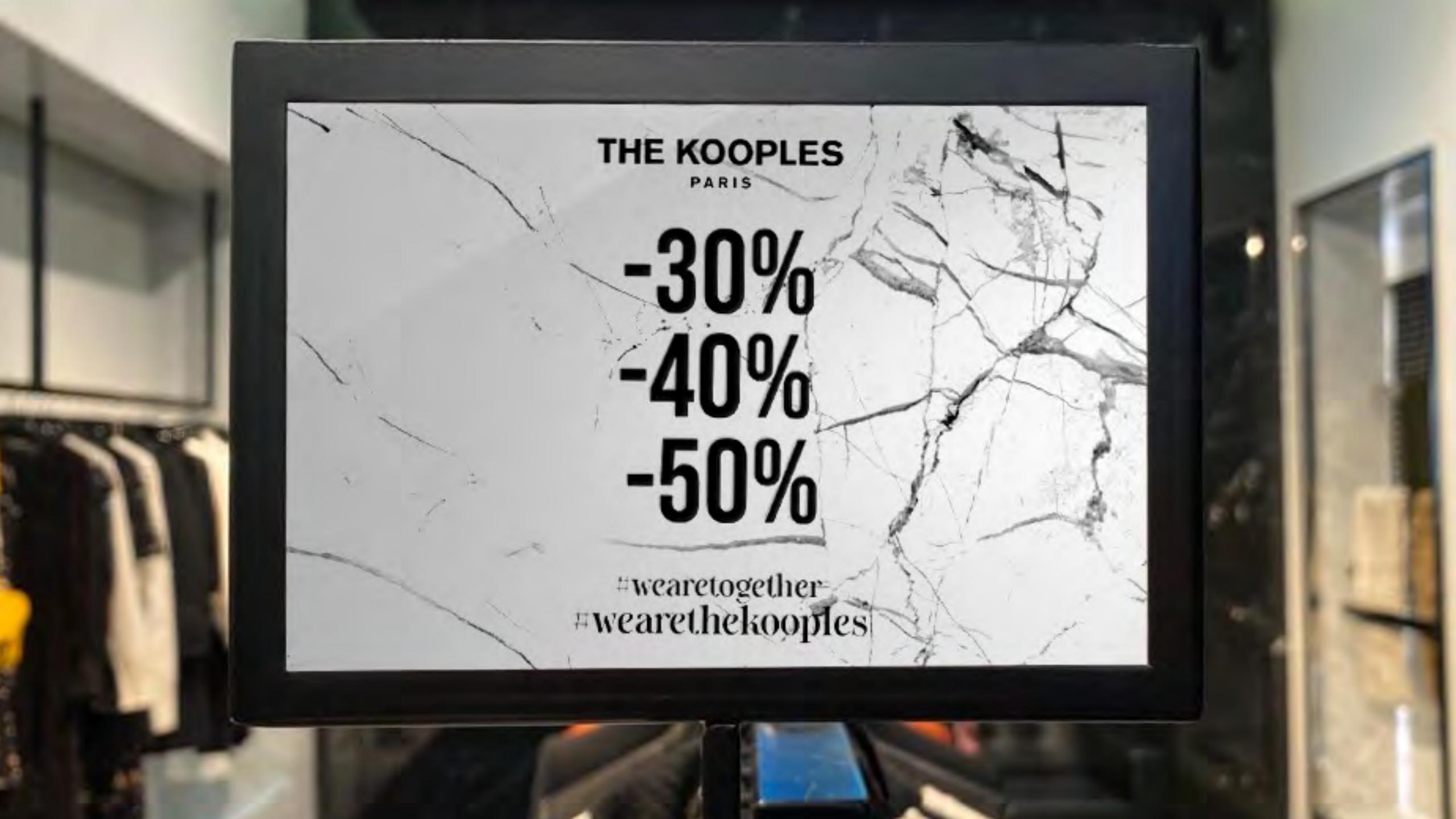
CALLING CARD EXAMPLE



PROMOTION ADVERTISING EXAMPLES







TICKET COVER EXAMPLE

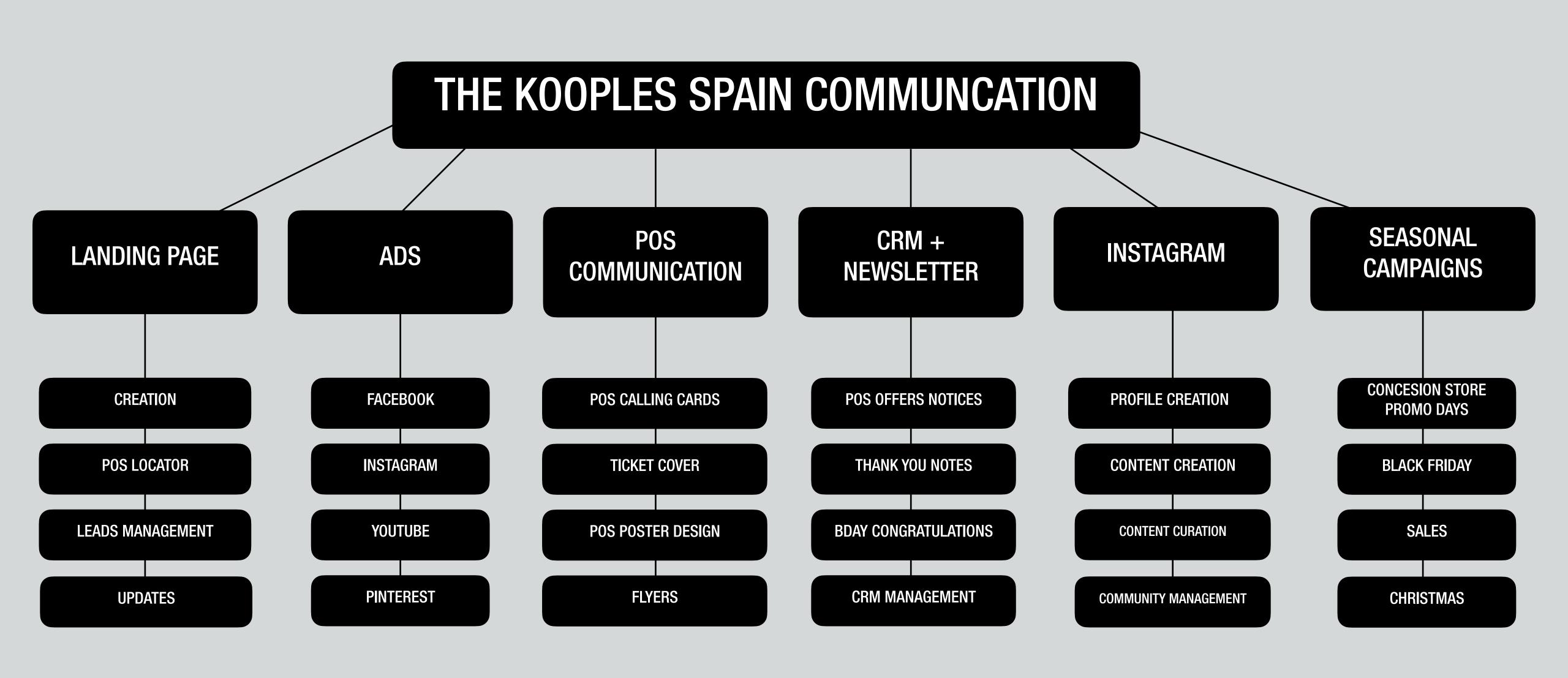




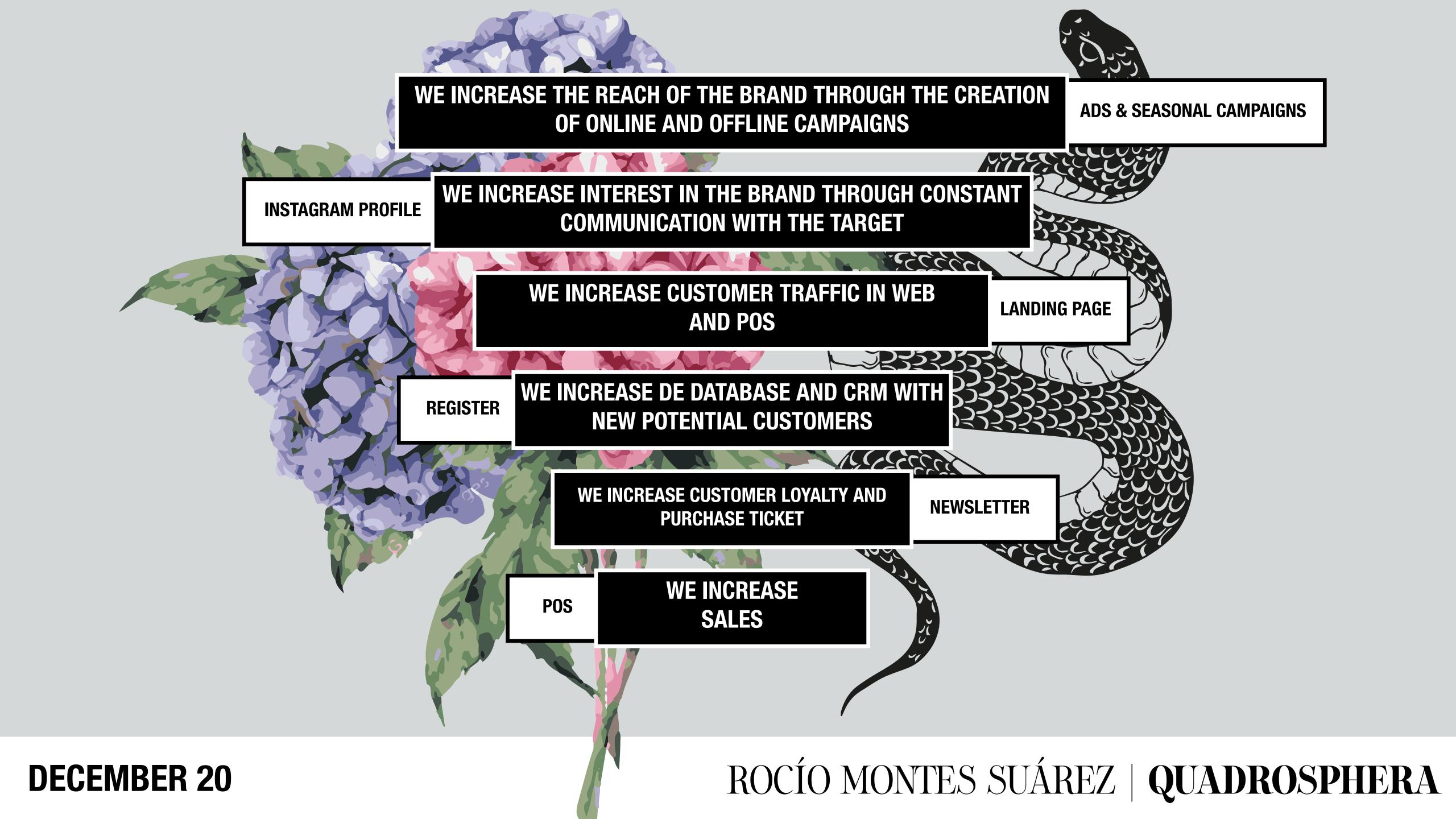
THANK YOU NOTES EXAMPLE







MESULTS BE?



OUR OBJECTIVE IS TO ADAPTAND CREATE CONTENT FOCUSED ON THE SPANISH TARGET WITH THE PURPOSE TO BRING IT CLOSE TO THE BRAND AND WITH THE AIM TO INCREASE SAIES AT SPANISH POS.

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