



Consolidation — your four platforms over 90 days

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38 campaigns, 118 audiences, 214 ads · fictional document

Fictional document — demonstration example

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Fictional document, produced for the demonstration. **Cost per acquisition is the budget spent divided by the number of orders obtained.** Every value here is calculated from orders **actually recorded on the e-commerce platform**, never from the sum of what the ad networks claim.

The counting gap, and what it costs a decision

Source of the figure	Orders in the month	Cost per acquisition	What you conclude from it
Sum of the 4 platforms	1,402	€34	« We are back to last year's level »
E-commerce platform (reference retained)	1,150	€41	« We have lost €7 per order in a year »

Source of the figure	Orders in the month	Cost per acquisition	What you conclude from it
Gap	252 orders counted twice — 22 %	€7	€8,050 a month of decisions taken on the wrong figure

What was brought together

Object	Volume	What consolidation does with it
Advertising platforms	4, read-only	Brought onto a single scope and a single counting rule
Campaigns	38 live, 12 paused	Tracked per campaign, with the pause reason when they sleep
Audiences	118	Performance per audience, including overlaps between campaigns
Ads running	214	Performance per format and creative age
Budget tracked	€47,000 a month, €141,000 over 90 days	Split by platform, campaign, audience and format

The starting split, as found

Platform	Monthly budget	Orders	Cost per acquisition
Social platform	€21,000	446	€47
Search engine	€16,000	428	€37
Video platform	€6,000	222	€27 — the best ratio, and the least funded
Affiliation	€4,000	54	€74
Total	€47,000	1,150	€41

The time consolidation moves

Task	Before	After	What is left to do
Consolidating the platform data	60 % of the monthly trade-off cycle — 2 days	7 % — a little under 2 hours	Read back what was assembled, and decide

What is proposed: that the marketing director approve **a single reference figure** — the e-commerce platform's — and that every trade-off this quarter rest on it. One decision, taken once, and the four spreadsheets stop contradicting each other. **The networks' own readings are not erased: they stay displayed alongside, so the conversation with each platform remains possible.**

For the marketing director to set

Reference figure retained for every trade-off this quarter: _____

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