

# COGdesign<sup>®</sup>

## PRINT DESIGN

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Methodology and  
Case Studies

**DISCOVER**



# THE COG DESIGN APPROACH TO PRINT DESIGN



Our brand marketing intelligence combined with our unique print product solutions ensures that our clients' brands remain unique with the continually evolution in how they communicate directly with their customers and clients.

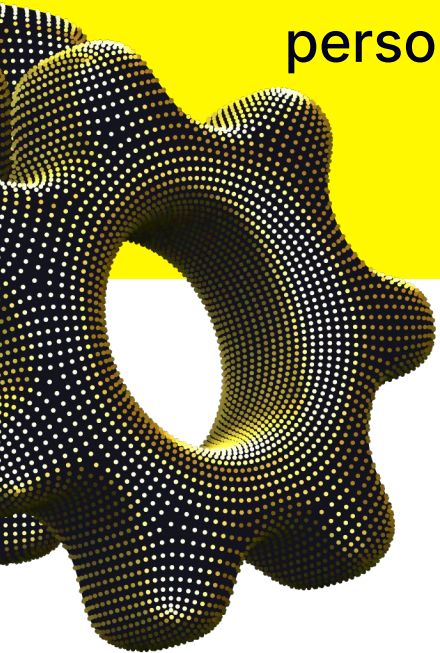
At the centre of COG Print decision making is the question of will our print marketing solutions build brand equity for our clients, and how can we develop a synergy between the brand and business via exciting and first class promo product solutions.





# SO, ARE YOU READY TO BUILD BRAND EQUITY AND CONNECT IT TO YOUR BUSINESS?

The COG Design focus is to build human value in your brand so it serves the business autonomously, like a person would.



**START!**

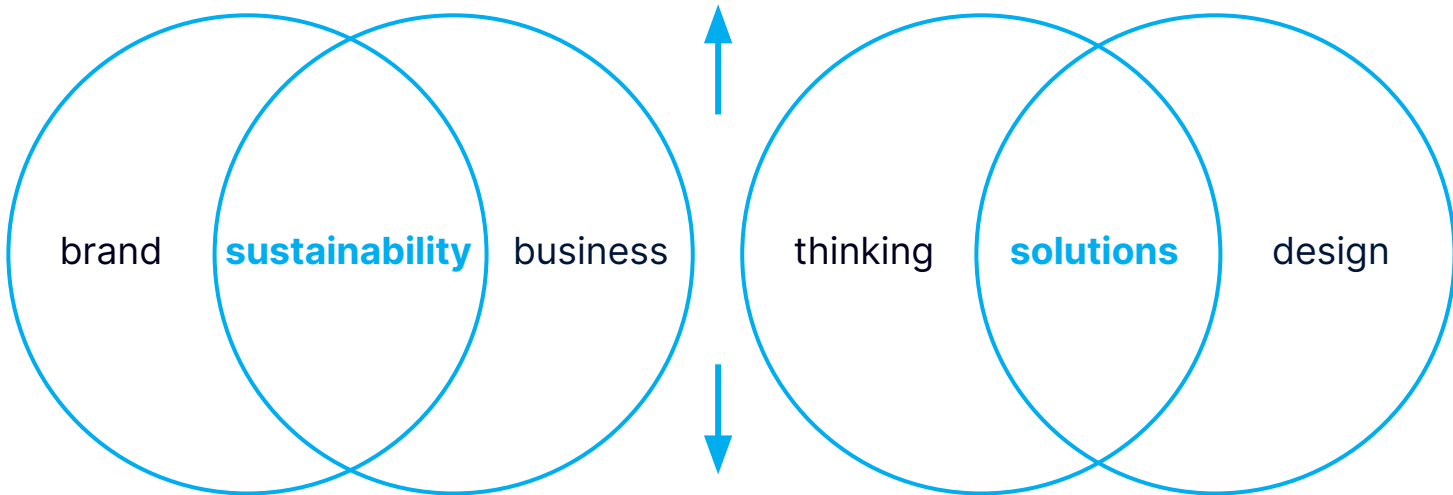




# **WE SOLVE COMMUNICATION PROBLEMS. IT'S HERE OUR SKILL IN CONNECTING BRAND TO BUSINESS IS DELIVERED.**

We focus on emotionally considered thinking, innovative design systems and use tactical strategies to achieve our project objectives. Our goal is to develop a sustainable approach to business for our clients.

## **SUSTAINABLE BUSINESS MODEL**



**WE GET YOUR BRAND TO WORK AS AN AUTONOMOUS SALESPERSON  
FOR THE BUSINESS**



**WE'VE DELIVERED PROJECT SUCCESS  
FOR COMPANIES THAT YOU KNOW.**

**BUT WE'RE SMALL BUSINESS  
SPECIALISTS READY FOR NEW  
PARTNERSHIPS.**





# PRINT DESIGN THAT DELIVERS

COG Print are an experienced print design agency providing a suite of traditional graphic design solutions for digital and offset print media, including conceptual development, finished artwork and production assistance through to delivery. We understand great print builds brand.

COG Design know you're looking to partner with a trusted and experienced print design agency that can provide a suite of traditional graphic design solutions for print media, including conceptual development, finished artwork and production assistance through to fulfilment and/or delivery.

## QUALITY PRINT DESIGN CAN HELP YOU STAND OUT FROM YOUR COMPETITION

Having a professional assortment of print materials can help differentiate you from your competitors. As majority of businesses rush to digital marketing, print can help your business by complementing your online strategy.

## PRINT IS A TANGIBLE GOOD

A lot of consumers still prefer print. Print materials give your customers something that is solid that remains in sight and in their mind.

## REACH ALL TARGET AUDIENCES SOLIDIFY YOUR BRAND

Not all target audiences are tech savvy. There is a growing amount of evidence to suggest that traditional industries prefer print.

## SOLIDIFY YOUR BRAND

The more touch points your business offers your customers dramatically helps brand recall and brand awareness. This can help increase sales and overall brand equity.



# THE COG DESIGN SERVICE SUITE

These are our areas of expertise that when activated via a Brand Management Strategy, it will provide a sustainable approach to results-driven brand design and marketing for your business.





# COG DESIGN

## WHY CLIENTS CHOOSE US



### PROVEN SUCCESS IN DRIVING REVENUE

We've helped clients increase sales and generate more revenue.



### OUR ABILITY TO DELIVER VALUE

Our focus is to build value. We approach brand development with the promise that our creative design and brand management services are loaded with value, and assets are easily absorbed by the business.



### CLIENTS REFER THEIR COLLEAGUES

Our clients come from referrals. We're busy, simply from our reputation.



### PRIVATE COMPANY

COG Design is part of [COG Branding](#), a privately owned 100% Australian business with a work ethic our grandparents instilled in us.



### EXPERIENCE ACROSS EVERY INDUSTRY

1000+ companies across every industry have trusted COG Design to deliver, and the results speak for themselves.



### READY TO SCALE

COG Design has the inhouse professional team to meet the demands of any project size. We've got the firepower when it's needed.





# HOW COG DESIGN CREATES RESULTS FOR EVERY CLIENT.

## CUSTOMER CENTRIC

We develop brand story to connect both emotionally and logically with the targeted audience. We integrate product and services into human conversations.

## BUSINESS VALUES

Via creative aesthetic and design elements we seek to define the core business ideals and values and then promote them in the right environments via the most appropriate methods.

## COMMERCIAL VIABILITY

Our approach ensures the brand delivers against commercial objectives and business orientated sales plans. Our brand design is considered core business activity.

## VERSATILITY

A developed brand should in return provide a more sustainable opportunity for sales and marketing, and also deliver longevity in market positioning. We build brand ready to scale, grow and adapt to new opportunities.



# WHAT IS A COG DESIGN PARTNERSHIP?



**VALUE!**





# CONNECTED, LIVE, SWITCHED ON, ALL DAY EVERYDAY.

Our brand design experts become an extension of your team. We're at call with desktop chat connectivity as if we're in the same office.

That's why 100+ companies trust us to deliver every single time.

We're always updating on the latest in typography, [design](#) and colour trends, software, print and visual communications.

We also provide [brand management](#) and aftercare long after we achieve project success.





# THE IDEAL MIX OF EXPERTISE.



## INTEGRATED DELIVERY.

At COG Design, we deliver advanced and integrated solutions allowing us to partner with strategists, copywriters, photographers, digital marketers with ease.



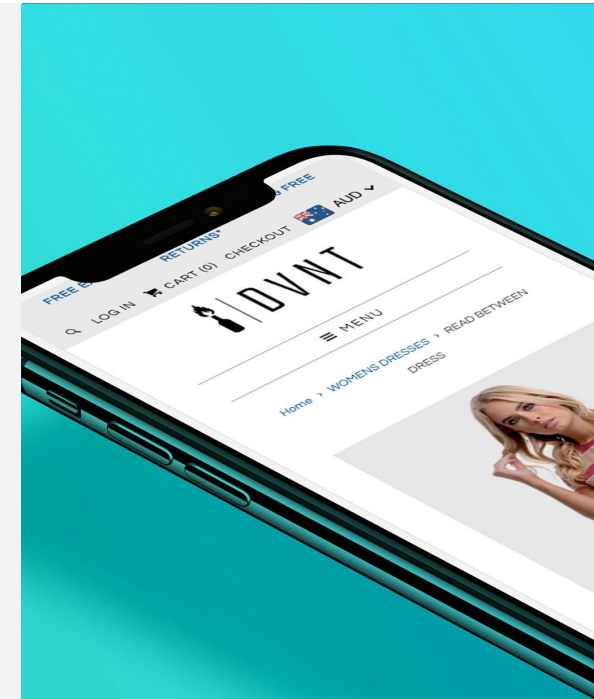
## FULL SERVICE BRANDING – 100% AUSTRALIAN.

COG Design is supported by the COG Branding Group. Everything in house, under the one roof, 100% Australian.



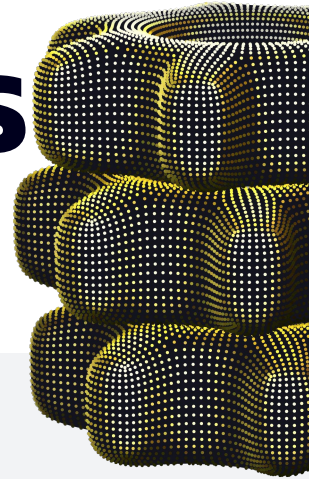
## TRANSPARENT ACCESS AND REPORTING.

We keep our clients align side us through all processes and deliver constant project updates. Plus, you have access to all creative assets and files on project completion.





# HOW PRINT DESIGN HELPS YOUR BUSINESS



## **CORPORATE PRINT STATIONERY.**

Branded company stationery design is important because it not only identifies the business, but it is also an effective marketing tool. Focus on great print stationery and build brand equity!



## **BROCHURE AND CATALOGUE DESIGN.**

38% of consumers look first at products in catalogues before purchasing the product online. A large number of global brands still regard the catalogue as their premier sales tool.



## **DIRECT MAIL DESIGN.**

Direct mail is still a stronghold. In fact, it's hard to think of a product or service that couldn't be promoted through strategic direct mail design and marketing. A staggering 50% of consumers say print mail is more personal than the Internet. Being personal is still supremely important in marketing – welcome to Direct Mail.



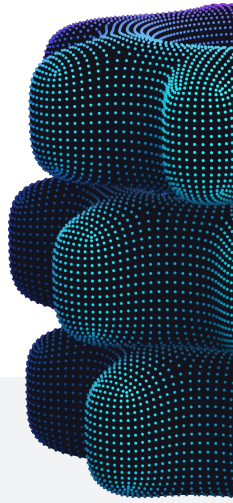
## **MARKETING PRINT DESIGN.**

Well designed marketing print design can mean the difference between a lost lead & a loyal life-long customer. Businesses that generate marketing create 67% more leads than those that don't.





# HOW CREATIVE DIRECTION HELPS YOUR BUSINESS



## **CREATES AN EMOTIONAL STIMULUS.**

A Strong creative direction will engage users and make them feel more personally connected to your brand, ideally to elicit a more emotional reaction. Humans are emotional beings and respond to stimulating creative.



## **BUILDS A BRAND STORY PLATFORM.**

Creative direction builds brands and connects them with their audiences by guiding, owning and nurturing concept creation and completion in a way that reinforces customer perception throughout their entire customer journey, and the brand's own lifecycle.



## **REAFFIRM THE WRITTEN WORD**

A brands Creative Direction is comprised of designed assets that when done well, should support the language and verbal promises of the business. When creative direction and business language are working together, it creates a powerful synergy.



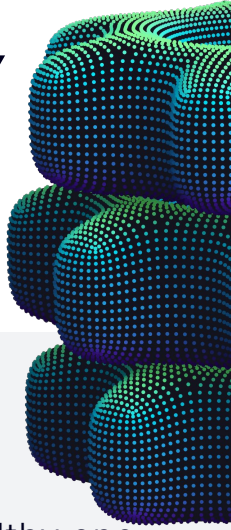
## **OWN A STYLE AND BECOME KNOWN.**

Implementing a strategic creative direction into a business sets up a rule of consistency across and brand and business touchpoints. In turn, this creates a style that becomes synonymous with the business offer.





# HOW BRAND CONSISTENCY HELPS YOUR BUSINESS



## **GENERATES FAMILIARITY.**

Brand awareness is name recognition. But being known is not the same as being known for something. In order to be a powerful brand, build brand familiarity: let your customers and potential customers know who you are, what you offer, why you offer this.



## **PURSUES CUT THROUGH.**

The concept in brand marketing titled “cut-through” is achieved via consistency. A brand with a presence stands out and is noticed within a crowded market. Having cut-through is a highly desirable quality for a brand to have, and over time it builds brand equity.



## **BECOME A COMPETITOR**

A brand in competition is a healthy one. It means it’s in market, working and communicating. If a brand is not competing it’s not doing its job as an autonomous sales agent for the business it’s representing.

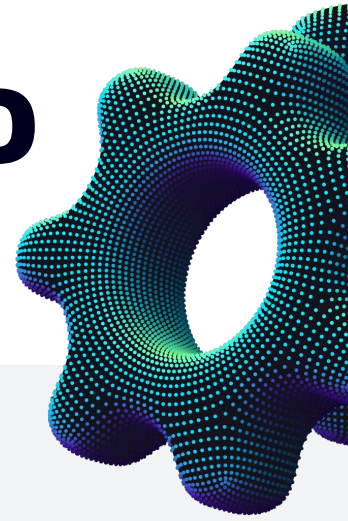


## **GENERATES EQUITY AND VALUE**

Ensuring a brand is consistent throughout its messaging, creative, positioning and in-market activities will build brand equity fast. And a brand with equity can offer more value to its customers and the business itself.



# HOW A MANAGED BRAND HELPS YOUR BUSINESS



## **SERVICE AND NURTURE INVESTMENTS.**

There's far greater ROI in keeping an existing customer than recruiting a new one, and a strong brand idea can optimize your marketing budget. Managing your brand will secure communication channels and strategies, all driven by time and money.



## **REAFFIRMS BRAND PROMISES.**

Your brand works as a glue, binding customers to your brand so they stay with you, grow with you, and tell others about your brand. It helps you identify your best customers and to direct special efforts against them.



## **ENGAGES THE TEAM**

Your brand works as a "North Star" that you're employees follow. As a result, employees feel more engaged, work harder for your brand's success, and become great ambassadors for your brand.



## **CREATES EFFICIENCY IN MARKETING**

A clearly articulated brand with identified assets and parts makes marketing more efficient and effective. Marketing needs to focus on selling brand or products and service. Once this is made clear, the focus can simply be on strategy and performance.



# BRAND DEVELOPMENT CASE STUDIES

SEE THE RESULTS



**DISCOVER!**

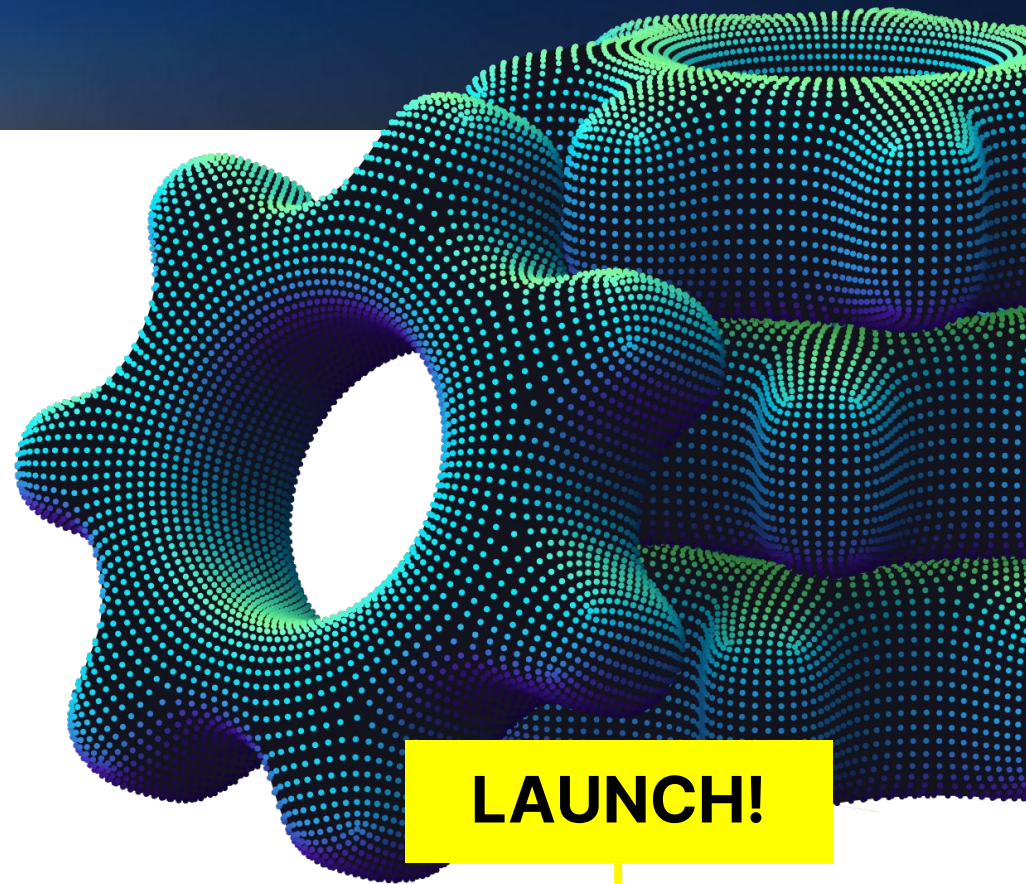


# CORPORATE IDENTITY BUSINESS LAUNCH



**HYDROFLUX**  
WATER | SCIENCE | TECHNOLOGY

**BRAND: HYDROFLUX**



**LAUNCH!**





# Corporate Design

## Brand Identity, Creative Direction, Mar.Comms

### THE BRIEF

Launch the engineering firm to the world. COG Design was tasked to develop a strategic and unified suite of visual marketing communication assets to launch the [Hydroflux](#) business into their global water management market. Via strategic print and digital communications this Corporate Identity would define the new business identity but also create platform for the brands positioning.

### ABOUT THE BRAND & BUSINESS

The Hydroflux Group consists of eight specialist water and wastewater treatment companies. These integrated businesses undertake design and construction projects, and provide aftermarket services to the municipal, mining and industrial sectors.

### THE RESULTS

Global growth and an autonomous brand still performing across all brand touch points today. Hydroflux has grown to become a global brand from the initial launch. With this launch has come growth and the acquisitions of other businesses in the industry that have been brought in under the brand identity COG Design created.





# Corporate Design Brand Identity, Creative Direction, Mar.Comms

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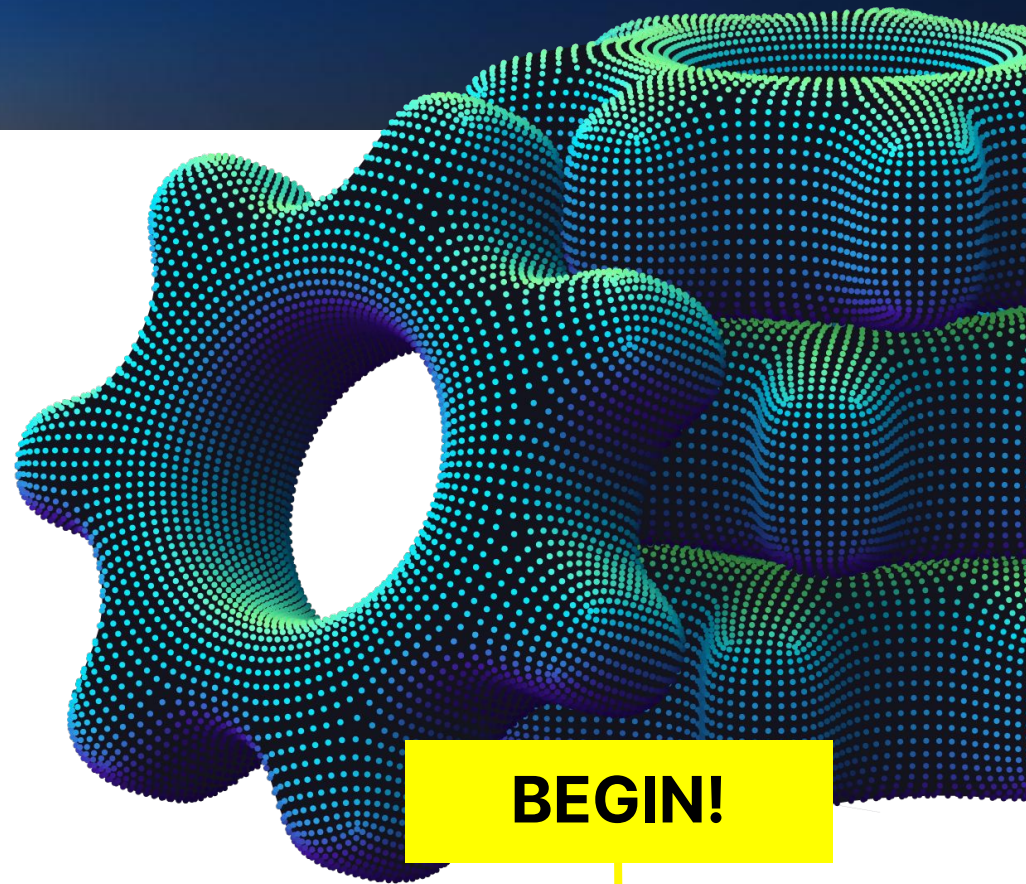


# CREATIVE DIRECTION NEW CATEGORY EVENT



**Rentokil**  
Initial

**BRAND: RENTOKIL INITIAL**



**BEGIN!**





# Creative Direction

## New Category Product Development Event Launch

### THE BRIEF

Deliver the creative direction and marketing collateral design and production for the Paddock To Plate event that focused on the Internet Of Things (IoT). The event would share best practices, information on current or growing ecosystems and development of relationships to partner with third parties, so the creative direction needed to explore the communication between computing devices embedded in everyday objects.

### ABOUT THE BRAND & BUSINESS

Rentokil, the experts in pest control, have stood for effective control ever since they were founded in 1965 in Australia and 1925 in the UK. They have been providing effective and reliable pest control to both commercial and residential customers since then and have grown to become Australia's largest and most trusted pest controller.

### THE RESULTS

A sold out event that required extra seating to be brought in to address the ticket sales demand! The Paddock To Plate event that focused on IoT was to engage the Australian FMCG industry and build conversations around the future of IoT and what it looks like in the future.

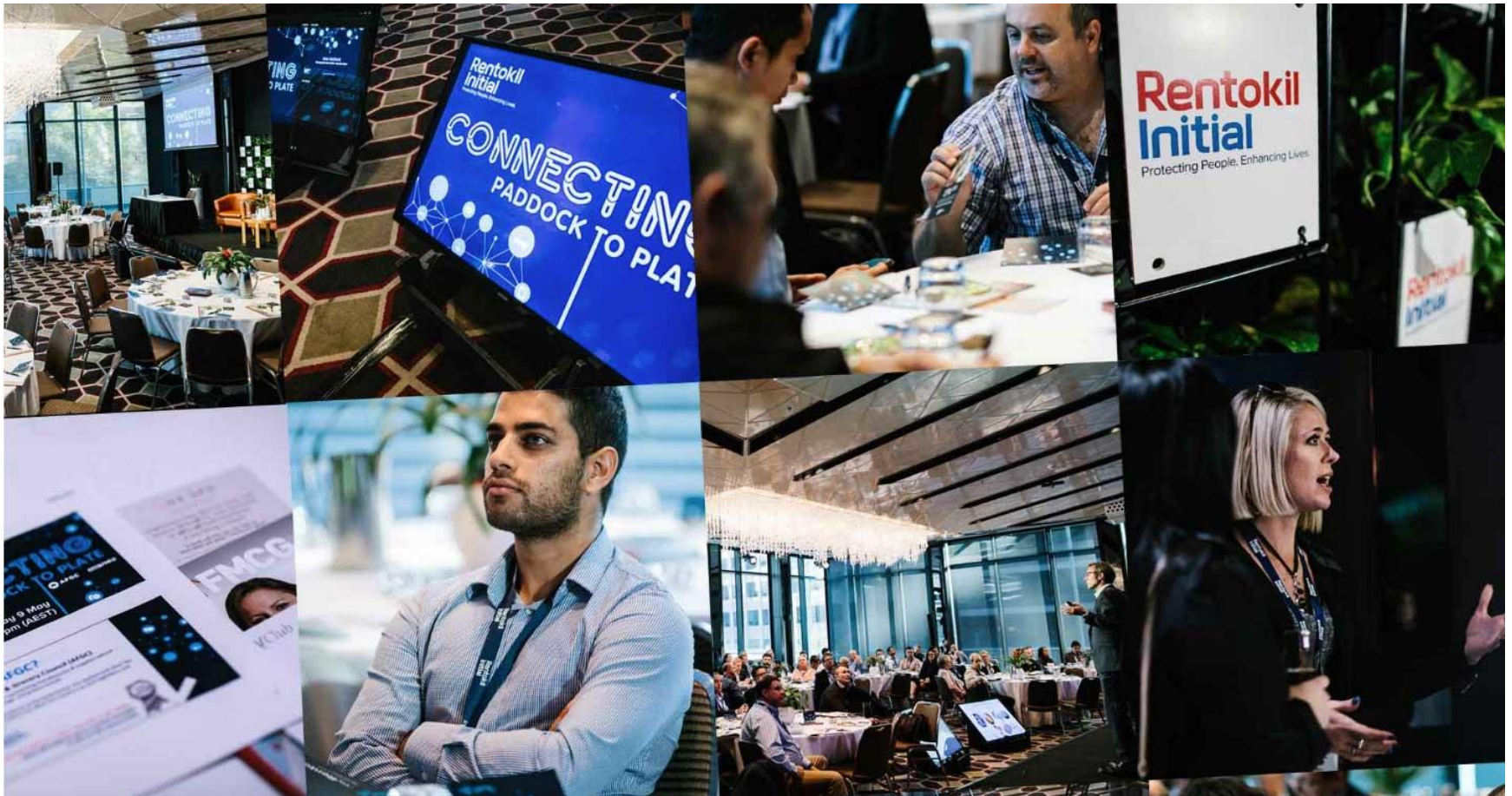






# Creative Direction

# New Category Product Development Event Launch

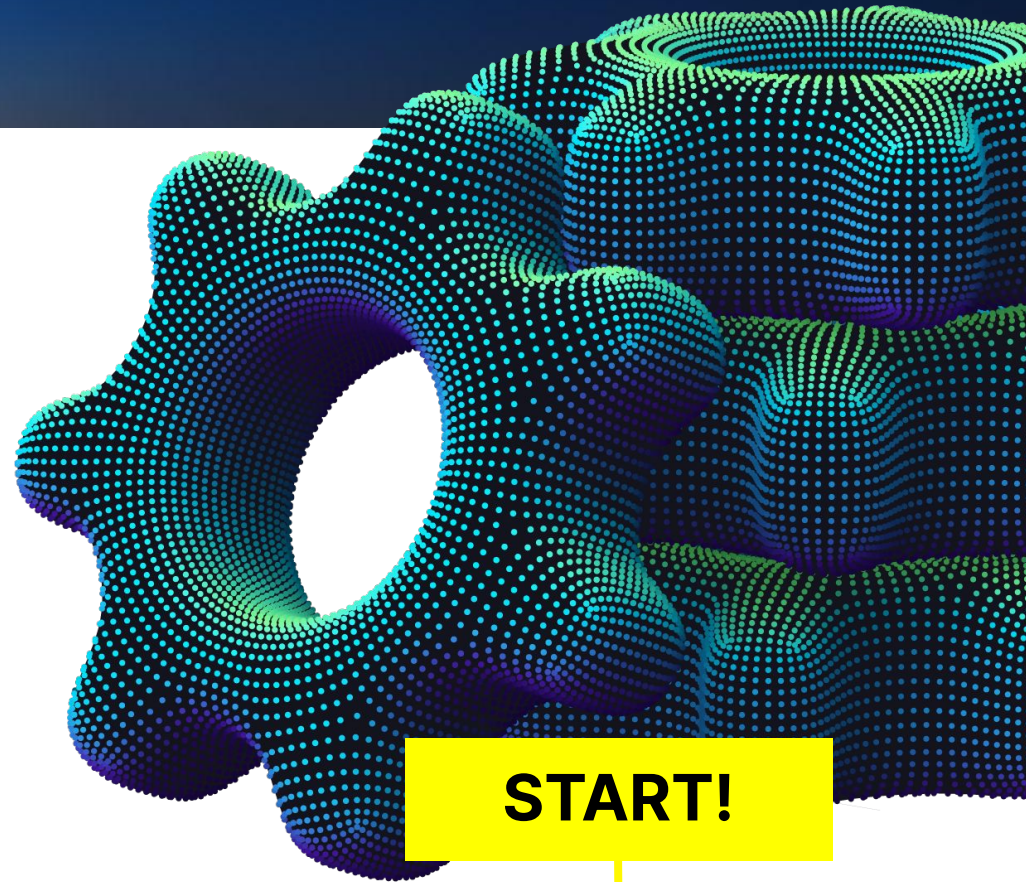


# CREATIVE DIRECTION AND BUSINESS LAUNCH



**Ausguard**  
PEST CONTI  
1800 NO PE

**BRAND: AUSGUARD**



**START!**







# Creative Direction Corporate Identity, Brand Management, Mar.Comms

## THE BRIEF

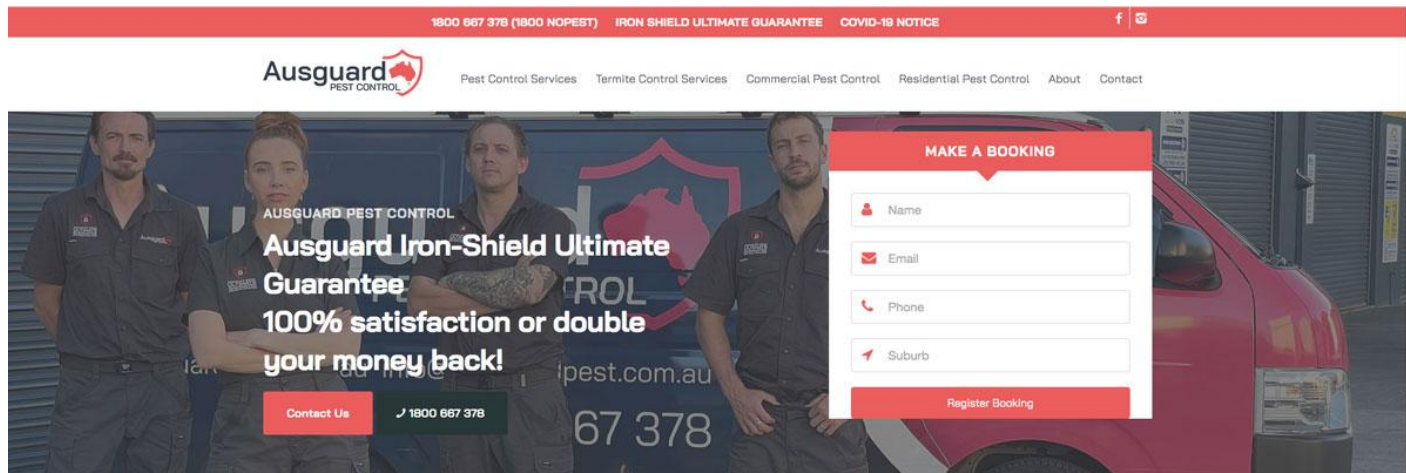
Launch the pest control business to Greater Sydney. COG Design was selected due to our experience in this highly competitive trade. Build a brand that offers immediate credibility, trust and point of difference in combination with digital and print assets. Via design systems and corporate business launch processes the Ausguard Pest Control business needs to deliver leads and begin successful trade within the first week of company launch.

## ABOUT THE BRAND & BUSINESS

[Ausguard Pest Control](#) is an Australian owned and family operated business servicing the greater Sydney region. The businesses offers 24 hour termite support, pest control solutions for residential, commercial and industrial clients.

## THE RESULTS

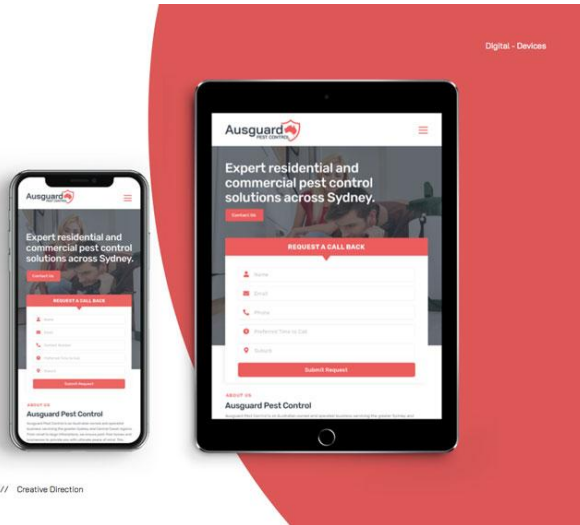
Sydney-wide growth and a strong competing brand that is performing across all brand (print and digital) touch points today. Ausguard Pest Control has increased its brand equity from initial launch and has achieved word of mouth referrals and leads from online and offline brand advertising.





# Corporate Design

## Brand Identity, Creative Direction, Mar.Comms



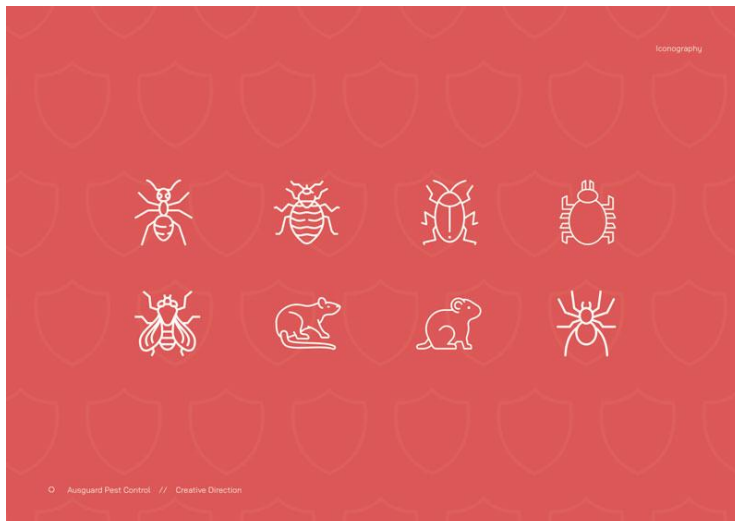
Ausguard Pest Control // Creative Direction



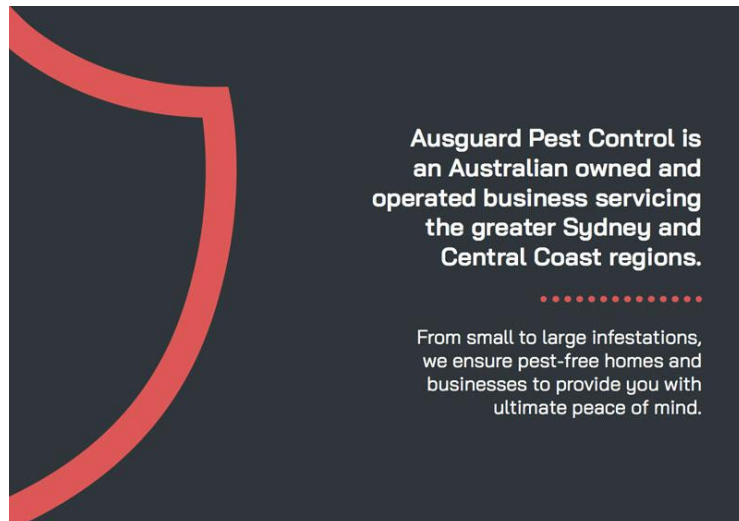
**100% SATISFACTION OR  
DOUBLE YOUR MONEY BACK!**

**Our Iron-Shield Ultimate Guarantee protects your home or business. It is the strongest guarantee in the pest control industry. This is what separates us from all other competitors.**

Ausguard Pest Control shields your premises against uninvited guests with our tailored termite prevention systems and treatments. We have taken no shortcuts in any of our treatments and inspection, and our visual inspection as well as a thermal camera inspection are standard practice at no extra charge.



Ausguard Pest Control // Creative Direction



**Ausguard Pest Control is an Australian owned and operated business servicing the greater Sydney and Central Coast regions.**

From small to large infestations, we ensure pest-free homes and businesses to provide you with ultimate peace of mind.



# CLAIM YOUR FREE 30-MINUTE BRIEFING SESSION

Getting support and results like these case studies is only a phone call away.

If you're serious about developing your business and brand to allow an autonomous brand serve your business like a sales agent — you must consider your brand development, the brand story and its ability to engage emotionally with your target audience.

If you have any questions, or would like our help on implementing the type of strategy we've presented here take advantage of our free 30-minute strategy session where we'll discuss your business goals and challenges.

Please note this is not a sales call. You will be speaking with one of our highly experienced brand experts, not a salesman.

**(02) 9523 6007**

**[Enquiries@COGbranding.com.au](mailto:Enquiries@COGbranding.com.au)**

# **BECOME A COG CLIENT TODAY. ACHIEVE GROWTH AND SUCCESS WITH A RELIABLE PARTNER.**



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# COG branding<sup>®</sup>

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