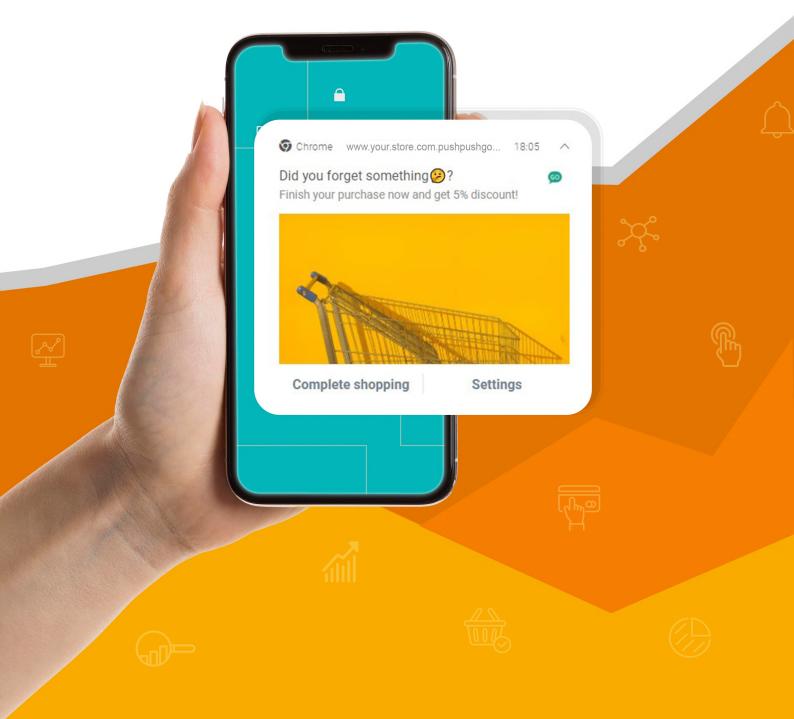
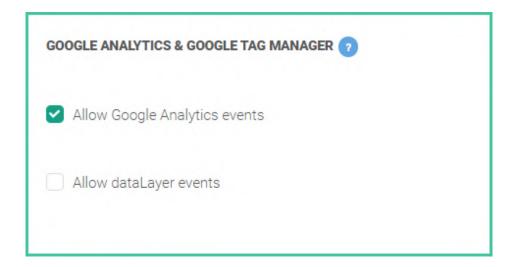


Web push notifications performance tracking in Google Analytics



Using PushPushGo application, you will have reports regarding your campaigns with the most important statistics: number of sent notifications, delivered and clicked. Besides, just by enabling one option in the Website details you can send events regarding subscription form and subscription manager to Google Analytics.



It is also worth to mention that in order to track web push performance correctly in your Google Analytics account, it is important to use UTM. In PushPushGo application Source, Medium and Campaign Name are added automatically for every campaign. You can disable or edit defoult UTM parameters in the Website settings in the application.



However, in order to understand better what contribution push notifications make in your sales, we recommend you to set up your Google Analytics account and pay attention to the following KPIs:

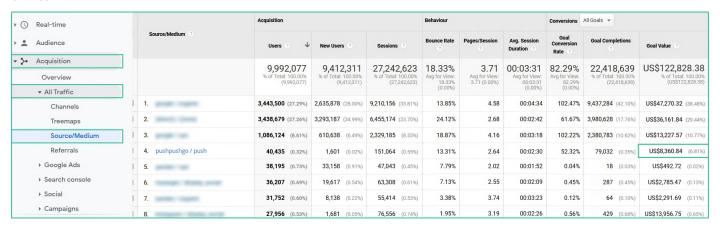
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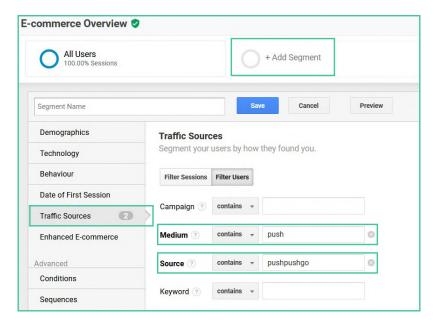
Sales generated by web push

1. Go to **Acquisition => All Traffic => Source/Medium**. There, in the Conversion part, you can find the total value of sales generated by push notifications during the chosen period of time.



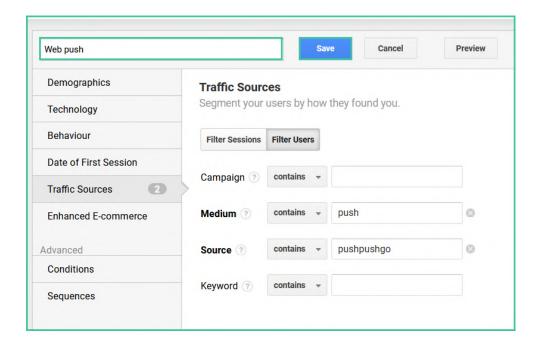
2. Another way to check Sales generated by web push is to go to **Conversions => Ecommerce => Overview*.**

Add the new Segment

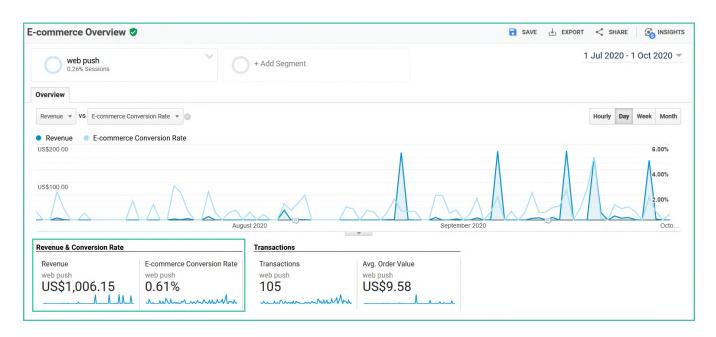




Name the segment, for example "web push" and save it.



Check out revenue generated by this segment.



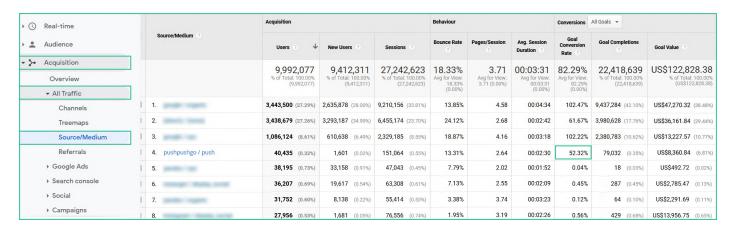


^{*} If you have e-commerce tracking set up



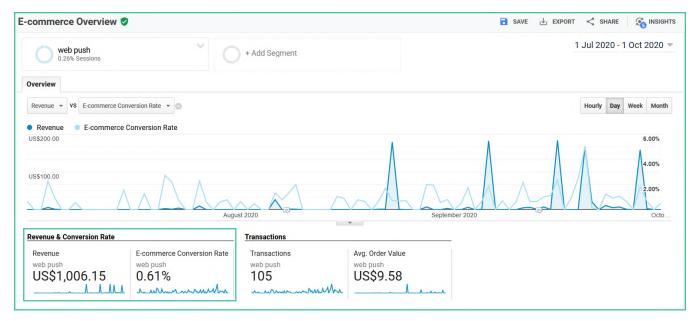
Conversion rate for web push

1. Go to **Acquisition => All Traffic => Source/Medium.**Check the column **Goal Conversion Rate** for push notifications as a source of conversion.



2. Another way to check Conversion Rate for web push is to go to **Conversions => E-commerce => Overview*.**

Apply the segment for web push and check out E-commerce Conversion Rate.



^{*} If you have e-commerce tracking set up





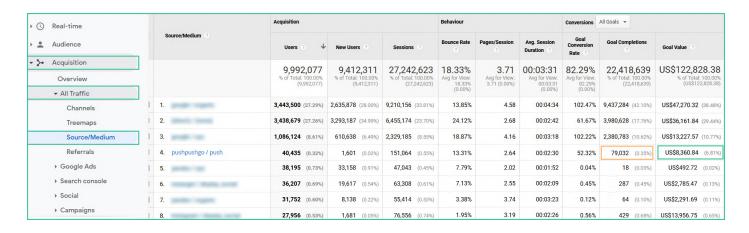
Average Value of the basket for web push subscribers

1. Go to Acquisition => All Traffic => Source/Medium.

To calculate the average value of the basket you have to divide Goal Value by the Number of Goal Completions. For example, based on the information from the screenshot, we can calculate the average value of the shopping cart as follows:

\$8 360.84 / 79 032 = \$ 0,11

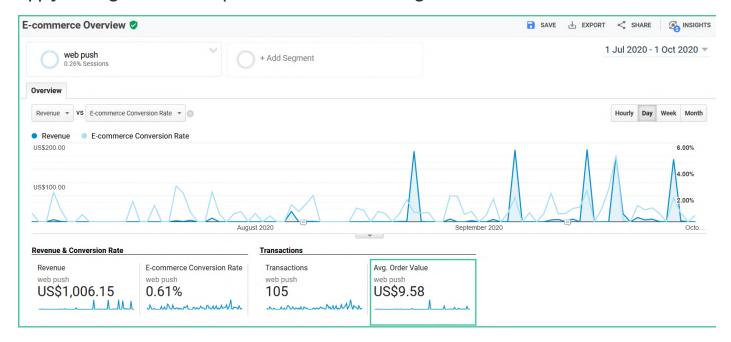
You can calculate it manually or download the report in xls format and apply a formula to calculate the KPI.





2. Another way to check Conversion Rate for web push is to go to **Conversions => E-commerce => Overview*.**

Apply the segment for web push and check out Average Order Value.





^{*} If you have e-commerce tracking set up



Cost per conversion for web push

To calculate the cost per conversion you have to **divide your monthly fee for the tool by the number of conversions**. For example, if you pay \$100 per month and there are 56 transactions per month via web push channel, the cost per conversion will be calculated as follows:

\$100/56 = \$1.79

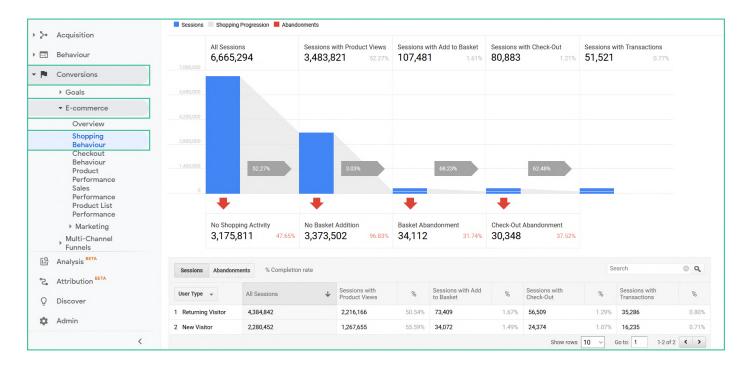




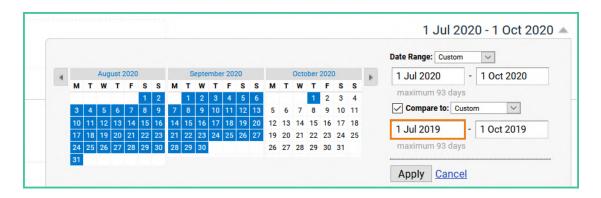
Abandoned cart rate

For this KPI you have to have e-commerce tracking set up.

Go to **Conversions > E-commerce > Shopping Behavior.**



To verify if there are any changes since the time of implementation of push notifications you can compare the abandoned rate during two similar periods: before and after the implementation of web push.

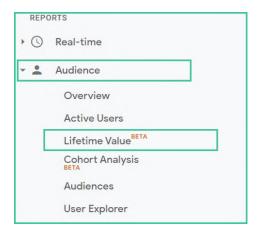






Customer Lifetime Value

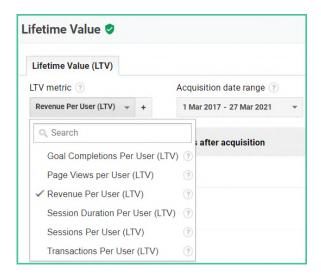
Go to Audience => Lifetime Value.



Through the lifetime value report, you can understand how valuable website users are to your business.

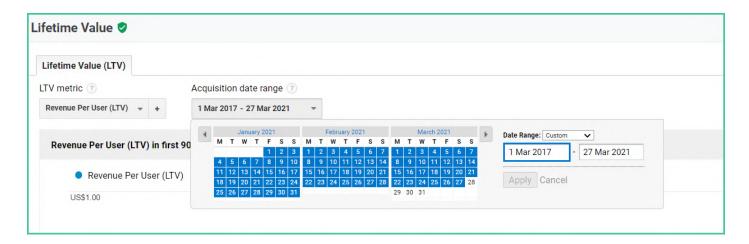
You can also compare the users acquired through different marketing channels (organic search, paid search, web push, etc.) to determine the channels which bring high-value users to your website.

Select the primary Lifetime Value metric for the report, for example, Goal Completions Per User, Revenue Per User, Transactions Per User, etc.



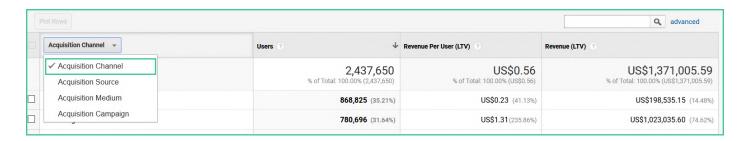


Select the Acquisition date range during which you acquired users. For example, you might want to examine data for users who were acquired while you were running a single-day campaign on Black Friday, or a week-long campaign from December 18 to December 24.

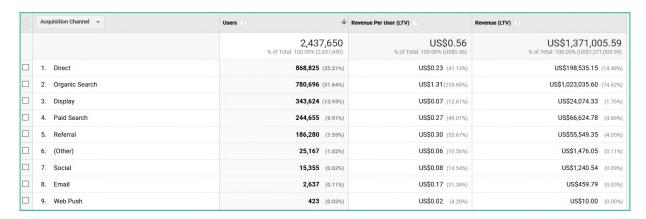


To see the overall effect for push notifications choose Acquisition Channel or Medium and look for "Web Push" or "push".

If you would like to use Acquisition Channel remember to define a channel for web push in Admin Settings. Find here more information here.

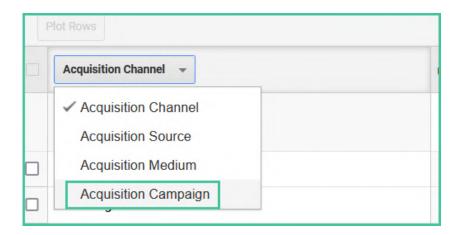


Check out the generated report:





If you would like to understand which campaign is responsible for acquiring users with the highest average revenue choose a dimension Acquisition Campaign.



In this case, it is recommended, before sending a web push campaign, to change its name in the Campaign Creator configuration.



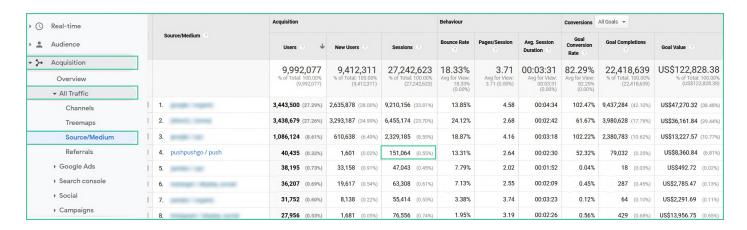




Web push share in the traffic

Go to **Acquisition => All Traffic => Source/Medium**.

Check the column Sessions and look for the percentage in the brackets.



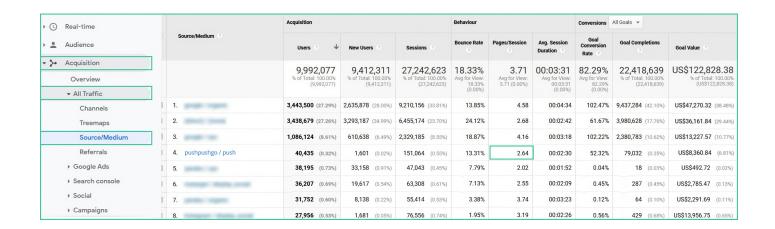




Pages per visit for web push subscribers

Go to **Acquisition => All Traffic => Source/Medium.**

Check the column **Pages / Sessions**. Here you can find the average number of pages visited by a user per session.



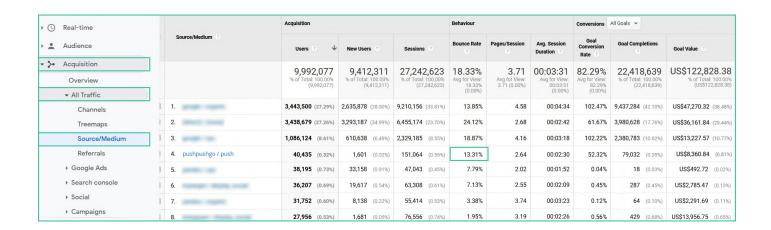




Bounce Rate for web push subscribers

Go to Acquisition => All Traffic => Source/Medium.

Check the column **Bounce Rate** - the percentage of visitors that leave your website after viewing only one page on your site.







The retention rate for web push subscribers

Go to **Acquisition => All Traffic => Source/Medium.**

To calculate the retention rate use the formula:

 $\frac{\textit{Number of all visitors generated by web push} - \textit{Number of the new visitors generated by web push}}{\textit{Number of all visitors}} \times 100\,\%$

© Real-time		Acquisition			Behaviour			Conversions All Goals ▼		
Audience	Source/Medium ?	Users 3 4	New Users ?	Sessions ?	Bounce Rate	Pages/Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions	Goal Value
> Acquisition		9,992,077	0.412.211	27 242 622	10 22%	3.71	00:03:31	82.29%	22,418,639	US\$122,828.38
Overview		9,992,077 % of Total: 100.00% (9,992,077)	9,412,311 % of Total: 100.00% (9,412,311)	27,242,623 % of Total: 100.00% (27,242,623)	18.33% Avg for View: 18.33%	Avg for View: 3.71 (0.00%)	Avg for View: 00:03:31	Avg for View: 82.29%	% of Total: 100.00% (22,418,639)	% of Total: 100.009 (US\$122,828.38
▼ All Traffic					(0.00%)		(0.00%)	(0.00%)		
Channels	1.	3,443,500 (27.29%)	2,635,878 (28.00%)	9,210,156 (33.81%)	13.85%	4.58	00:04:34	102.47%	9,437,284 (42.10%)	US\$47,270.32 (38.48%
Treemaps	2.	3,438,679 (27.26%)	3,293,187 (34.99%)	6,455,174 (23.70%)	24.12%	2.68	00:02:42	61.67%	3,980,628 (17.76%)	US\$36,161.84 (29.44%
Source/Medium	3.	1,086,124 (8.61%)	610,638 (6.49%)	2,329,185 (8.55%)	18.87%	4.16	00:03:18	102.22%	2,380,783 (10.62%)	US\$13,227.57 (10.77%
Referrals	4. pushpushgo / push	40,435 (0.32%)	1,601 (0.02%)	151,064 (0.55%)	13.31%	2.64	00:02:30	52.32%	79,032 (0.35%)	US\$8,360.84 (6.81%
Google AdsSearch consoleSocial	1 5.	38,195 (0.73%)	33,158 (0.91%)	47,043 (0.45%)	7.79%	2.02	00:01:52	0.04%	18 (0.03%)	US\$492.72 (0.02%)
	6.	36,207 (0.69%)	19,617 (0.54%)	63,308 (0.61%)	7.13%	2.55	00:02:09	0.45%	287 (0.45%)	US\$2,785.47 (0.13%)
	7.	31,752 (0.60%)	8,138 (0.22%)	55,414 (0.53%)	3.38%	3.74	00:03:23	0.12%	64 (0.10%)	US\$2,291.69 (0.11%)
▶ Campaigns	8.	27,956 (0.53%)	1,681 (0.05%)	76,556 (0.74%)	1.95%	3.19	00:02:26	0.56%	429 (0.68%)	US\$13,956.75 (0.65%)

For example, based on the data from the screenshot we can calculate the retention rate as follows:

$$\frac{40\,435\,-1\,601}{40\,435}$$
 × 100% = 96, 04%



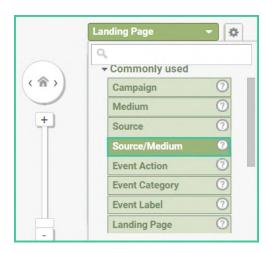


Users journey after they click in web push notification

Go to **Behaviour => Behaviour Flow**.



By default, it is filtered by the Landing Page. You can filter by **Source/Medium** by choosing it from the drop down.

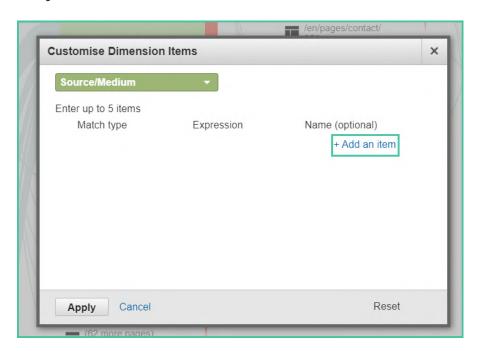




Then, in order to find the user's journey on the site that came after clicking on push notification, **click the settings icon**.

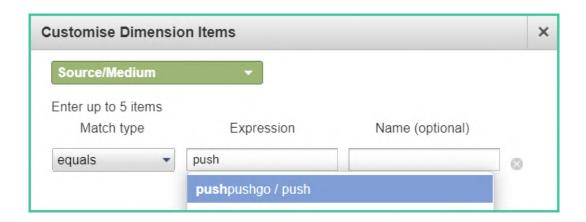


In the next window, you can add a new item.





Type and select the name of the Source/Medium for push notifications - "pushpushgo / push".



After clicking "Apply" you will see the users journey for web push as a source.









Do you have any question? Send a message!



Olha Lypnytska Growth Marketing Manager @PushPushGo

olha@pushpushgo.com www.pushpushgo.com











Would like to test push notifications on your site?

Start for free!