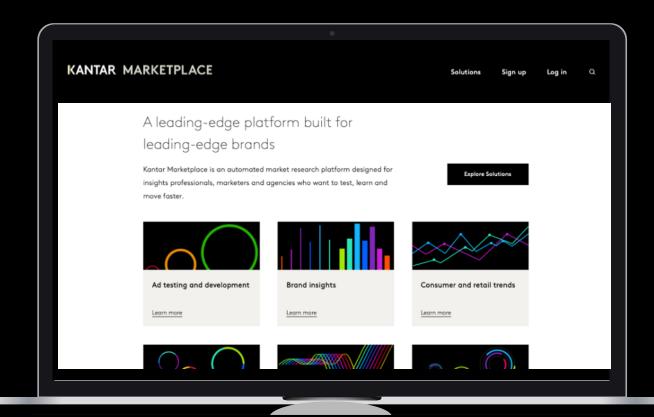


## A leading-edge platform built for leading-edge brands

Kantar Marketplace is an automated market research platform designed for insights professionals, marketers and agencies who want to test, learn and move faster.

Access Kantar's validated solutions, data and insights.

Visit Kantar Marketplace



## The 'Learn-Test-Learn' Principle Behind Kantar Marketplace

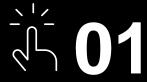
Fast consumer Test **Build: Test & learn Identify: Learn** Understanding The right to people and context be Wrong Learn Learn Human-centrey obody Understanding data We are redefining agility with Kantar Marketplace an automated market research platform Growth New in-context development: learn about propositions in a real world context Optimised launches Launch

Launch: Learn

We support you to monitor, course correct and optimise with our Innovation Guidance System



## **How Kantar Marketplace works**



Use your account to set up and launch self-serve projects or access your past serviced projects.



02

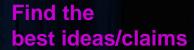
Explore your results using intuitive visual analytics. Access and compare past projects.



Get the help you need, when you need it. Tap into Kantar's expertise at any step of the way.

## An End-to-End Innovation Asset Platform





Idea & Pack eValuate Screening: Quickly shortlist the best ideas to take forward to concept development.



Get Al-powered insights on high potential concepts

Concept AI: Volume screening of initial concepts, leveraging Kantar database and AI for quick and high-level feedback



## Optimise winning concepts

Concept eValuate: Identify winning concepts and optimise their incremental growth potential in as few as 24 hours.



## Identify stand out packaging

Pack eValuate esting:
Prime your pack for
success and make sure it
stands out on shelf, at
speed.



## Maximise your product's launch appeal

Product eValuate: Test your product quickly in a real home environment to maximise your product and launch potential.



## Find the best ideas/claims

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#### Idea eValuate

Idea eValuate on Kantar Marketplace is designed to help you identify the most promising ideas, based on reliable indicators of which idea will drive sales and brand equity.







**Balanced Diet** 



100% Italian Tomatoes



100% Natural

#### Overview of methodology



Sequential Monadic With Trade off / Idea Diagnostic



Sample size

N = 100/150 up to 6 ideas

N = 250 / 10 ideas

N = 500 / 20 Ideas



Category buyers min. penetration of 30%



Up to 24 Ideas (more if ad hoc)



## A flexible approach to testing your ideas

Test your ideas in a range of formats

Texts

**Pictures** 

Packs and logos

**Memes and posts** 

- Chocolate flavoured water
- Phone that is also a camera
- Pay for hotel room in instalments
- Water-free facewash for out of home











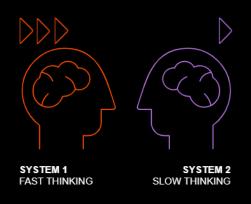








## A smart survey that measures implicit and explicit responses



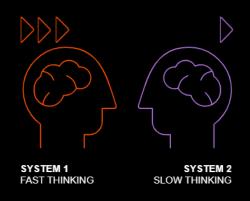


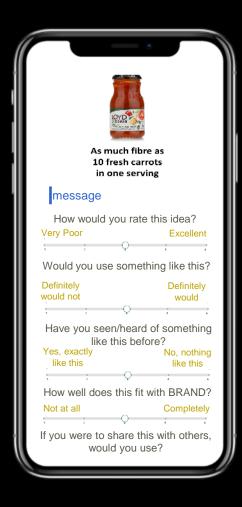


## START WITH A FAST TRADE-OFF

Shortlisting of ideas using timed paired trade-offs based on type 1 and type 2 philosophy (all respondents all ideas)

## Then each idea is evaluated on a series of System 2 measures





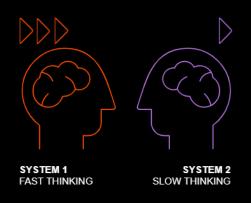


## CONTINUES WITH AN IDEA DIAGNOSTIC

Assess the idea on a series of variables

**KPIS** and Brand Equity Measures

## And finally intuitively associated with Imagery items







## AND FINISHES WITH IDEA INTUITIVE ASSOCIATIONS

Imagery association done through timed paired trade-offs.

## A flexible approach to testing your ideas / claims / names / pack

### When to use it?



Early stage screening [Learn-test-learn approach]

- Post internal innovation commandos
- Post r&d brainstorming
- Pre-concept tests
- Stimuli: ideas, claims, benefits

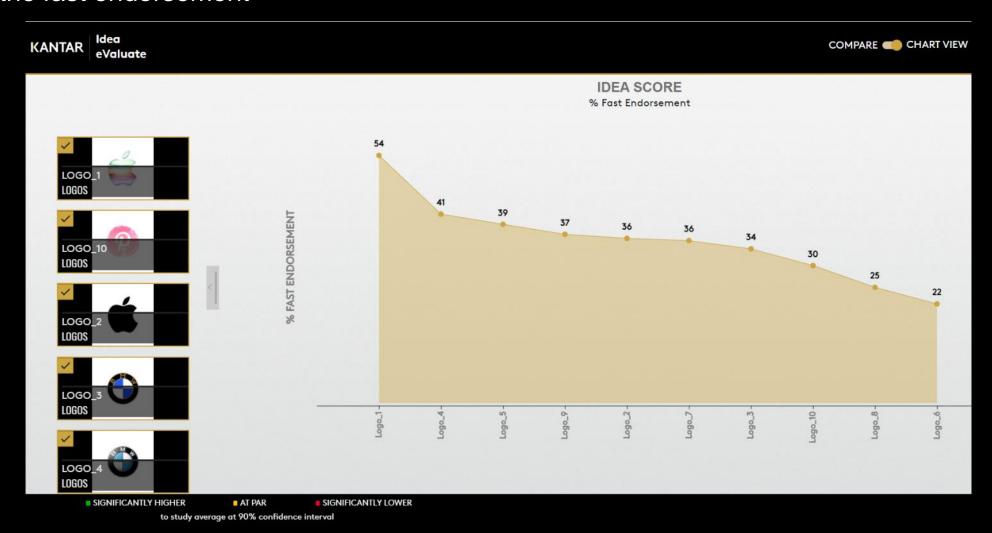


Validation [Feature finetuning]

- Concept & offer fine tuning
- Tactical internal issue
- Quick & cheap fix
- Stimuli: names, logos, promos, icons, memes, posts

## Idea score

## Based on the fast endorsement

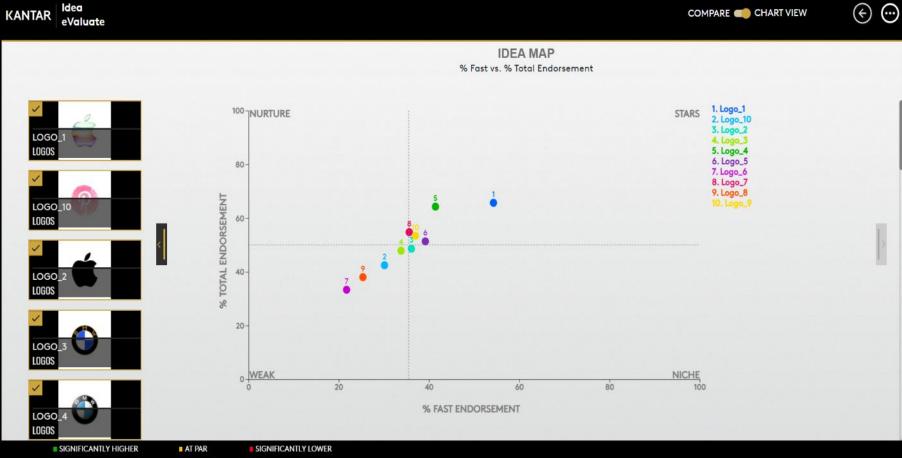




## Idea map

Based on fast endorsement and total endorsement, classifying the ideas to guide prioritization

Which ideas have mass appeal, niche appeal or no pull? Classification of Ideas Star, Nurture, Niche, Weak, Indifferent).

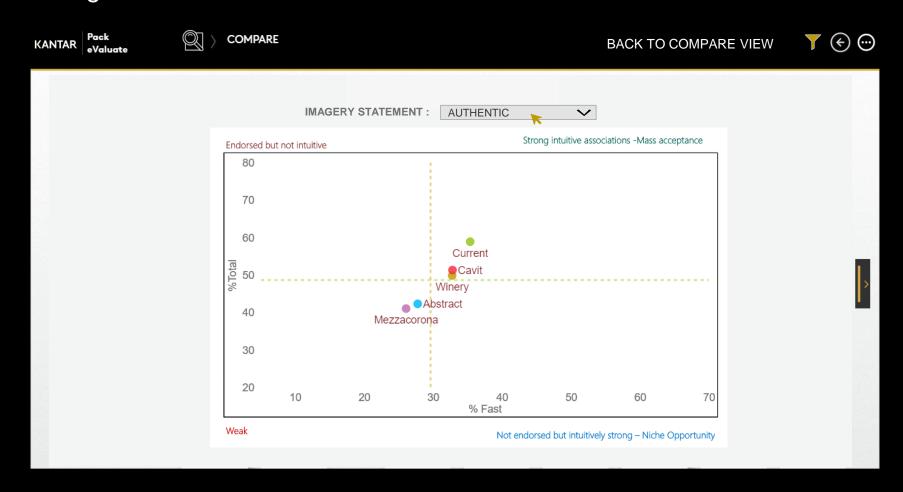


to study average at 90% confidence interval



## **Imagery map**

What are the strengths and weaknesses? Intuitive associations





We look at the idea potential (if branded) to drive meaningful difference for your brand

People are drawn to brands that are meaningfully different



#### Meaningful

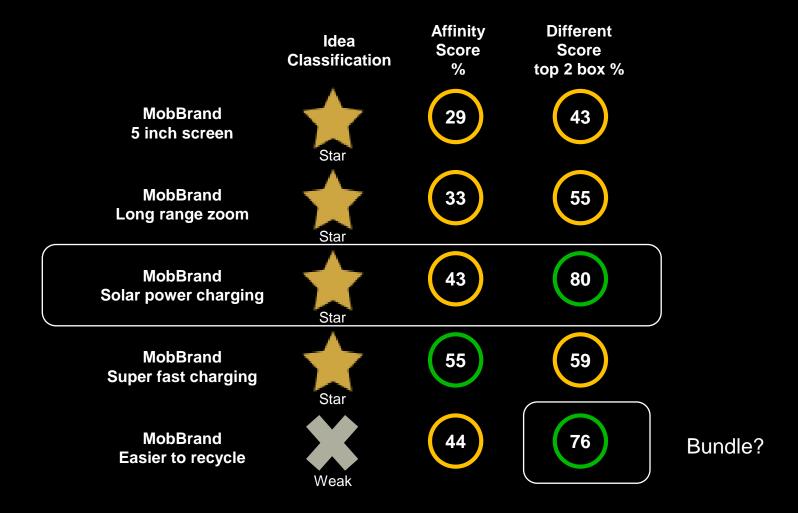
Does the idea make the brand more meaningful by improving brand affinity?



#### **Different**

Does the idea help differentiate the brand by making it seem unique?

## Meaningfully Different measures in Idea eValuate





## An End-to-End Innovation Asset Platform



Find the best ideas/claims

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## ConceptEvaluate AI enables you to more effectively move from ideas to concepts

#### **IDEA**EVALUATE



Identify winners through a survey combining Type 1 and Type 2 feedback

Volume screening of early innovation ideas

#### **CONCEPT**EVALUATE AI



Get Al-powered insights on high potential concepts

Volume screening of **initial concepts**, leveraging Kantar database and AI for quick and high-level feedback

#### **CONCEPT**EVALUATE



Optimise concepts to maximise success potential

Sequential monadic design, for fast diagnostics on **concepts in development** 

In-depth learning for targeting and activation guidance

Monadic design, for guidance on more finished concepts

## **How ConceptEvaluate AI works**

## Built on concepts from our innovation database





The initial model starts with ~10,000 English language concepts\*

#### Features extracted by Al models

Images

**Text** 





## Machine learning model predicts concept performance



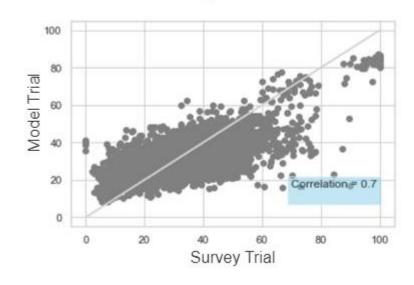
## ConceptEvaluate AI 's strong foundation supports confident decision making

Built by experts in leveraging AI for predictions of performance and based on ~10,000 databased concept records\*, the initial model:

- 1. Predicts trial with a high degree of consistency versus consumer surveys
- 2. Shows good sensitivity across concept features
- Provides sensible differentiation across concept iterations

Rigorous validation during the development process to assess its performance, in line with highest industry standards

#### Survey vs Model Trial



# CONCEPTEVALUATE AI serves many use cases, driving agility and building confidence early in the innovation process

# What is it? When to use it? How to use it?



#### **OPEN GROWTH AVENUES**

Test **more concepts** that would normally go untested for small markets or brands



IDENTIFY DIFFERENTIATION OPPORTUNITIES

Explore what can make your innovation stand out by testing competitive concepts



#### **GET TO MARKET FASTER**

Save time in testing more concepts quicker and costeffectively when you need high level feedback for your concepts



#### **TEST SENSITIVE CONCEPTS**

In sensitive categories, assess concept potential without initially presenting to consumers

### ConceptEvaluate Al: How do you use it

#### POTENTIAL USER JOURNEY

**Insights Director** 



Wants quick and secure guidance on which new product concepts to prioritize, educated by a solid data foundation



#### **Future Vision**

User accesses Kantar Marketplace for a selfserve or serviced study



#### **Future Vision**

User initiates study; loads in concepts and relevant details to an online portal



#### **Future Vision**

Online portal reads concepts/ details into the model trained with multiple data sources for Al-based assessment



#### **Future Vision**

Predictions of trial and select other KPIs delivered via dashboard in minutes

#### **Current Status**

User provides concepts to Kantar for serviced study

#### **Current Status**

Kantar Analytics team provides concepts and relevant details to the model

#### **Current Status**

Al-based assessment with model trained with performance of previously tested concepts

#### **Current Status**

Predictions of trial delivered via PPT deck, with a short summary of results

## An End-to-End Innovation Asset Platform



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### **Concept eValuate**

#### What is it?

Concept eValuate helps you identify concepts with the most top-line growth potential and shows how to optimise them to maximise growth.



#### **Overview of methodology**



Monadic or Sequential Monadic Max.3 concepts per respondent



Sample size N = 150 per concept



Category buyers min. penetration of 30%



Prepared Norms used by Category based on robust database



Up to 12 Concepts



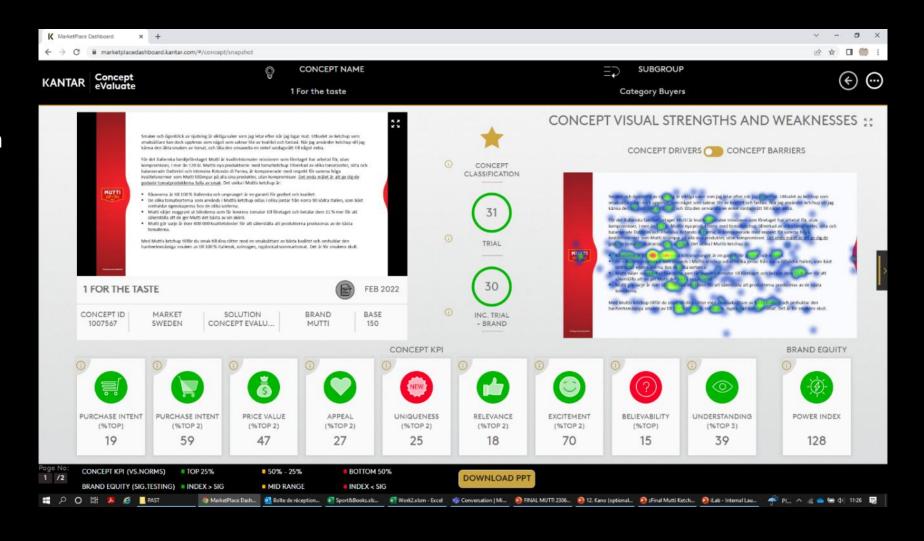
## Concept Evaluate on Marketplace : Core Performance KPIs / Focus View



A summary metric based on three questions: purchase intent, value for money and inertia questions

Incremental
Trial (New Comers)

Growth Potential of your concept





## Concept Evaluate on Marketplace : Core Performance KPIs / Compare View

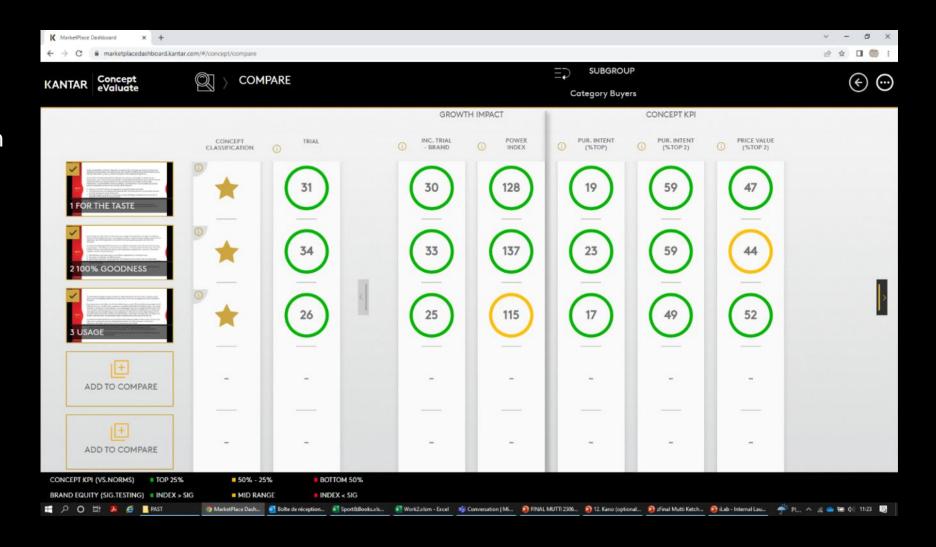


#### **Trial / Norm**

A summary metric based on three questions: purchase intent, value for money and inertia questions



Growth Potential of your concept



27



## **Concept Brand Power Index**



#### **Power**

Combined Meaningful and Different indices show if the concept will improve people's predisposition to chose the brand.



#### Meaningful

Does the concept make the brand more meaningful by improving brand affinity in a way that fits people's needs?



#### **Different**

Does the concept help differentiate the brand by making it seem unique and improving perceptions that it is a trend



## **Concept Evaluate on Marketplace : Other KPIs**







29



Purchase Intent (% Definitely)



Purchase intent (% Top 2)



Uniqueness (% Extremely + very)



Clarity (% Top 3)



Believability
(% Very believable)



Price Value (% Top 2)



Relevance (% Extremely + Very)



Appeal
(% Like extremely + very well)



Excitement (% Very + quite)

How likely would you be to buy this product for you or your household if it were available in stores/distributors where you shop? 5 point scale

How new and different do you think the product is from other products in the category? 5 point scale

From what you have read about this product select a point on the scale that reflects how you feel? (don't know what to expect through to know what to expect) 9 point scale

How believable is what you've been shown about this product? 4 point scale

How do you feel about the price of this product? 5 point scale

How relevant is this product to you? 5 point scale

Appeal - How much do you think you would like or dislike this product? 6 point scale

How exciting do you find this product? 4 point scale

	Concept 1	Concept 2	Concept 3
Base	150	150	150
Trial	33	33	38
Incremental trial	14	21	36
Purchase intent (%Top)	49	25	36
Purchase intent (%Top 2)	90	64	70
Price value (% Top 2)	40	37	45
Appeal (%Top 2)	57	41	49
Uniqueness (% 2 Top)	49	37	51
Relevance (% Top 2)	37	33	50
Excitement (%Top 2)	83	74	77
Believability (% Top)	41	34	50
Understanding (% Top 3)	71	64	65
Power index	116	134	114
Meaningful index	112	136	113
Different index	124	132	116



### **Concept Classifications**

Where does your concept sit on the success spectrum?



#### **Stars**

Broad appeal that will drive growth of the existing brand franchise, these are concepts worth fast tracking



#### Winning cannibals

Broadly appealing but more cannibalistic. Potentially develop, but consider how to minimise cannibalisation



#### Radicals

Strong appeal among Early Adopters. Consider slower development or focus on future-oriented consumers



#### **Incremental winners**

Moderate appeal and growth potential for existing portfolio.
These are concepts to continue developing



#### **Investigate**

Moderate appeal and growth potential.
Interrogate diagnostics, refine and retest before proceeding



#### **Stop**

Ideas with limited appeal and growth potential that should be de-prioritised



## **Concept Evaluate on Marketplace: Additional Modules Included**

Concept eValuate includes the following diagnostics modules most relevant to your objectives:



**Barriers & Drivers** 



Likes / Dislikes



**Source of Volume** 



Imagery & Imagery Drivers



**PSM** (or Custom Gabor Granger)



Sustainable Segment as reference (low sample size)

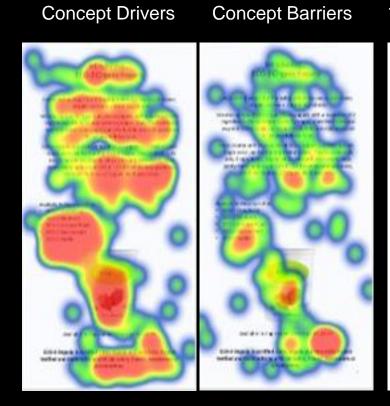


## **Concept Evaluate on Marketplace: Additional Modules Included**

Concept eValuate includes the following diagnostics modules most relevant to your objectives:



Barriers & Drivers



The heatmap represents the elements liked (for drivers) or disliked (for barriers)



## An End-to-End Innovation Asset Platform



Find the best ideas/claims

Idea & Pack eValuate Screening: Quickly shortlist the best ideas to take forward to concept development.



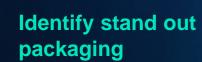
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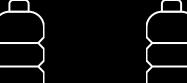


## A flexible approach tailored to your needs

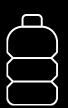
Always based on fast response

#### **Sequential monadic screening**

In our constant drive for innovation, we developed a **sequential monadic** option with through swipe technology. It means our screening module is agile and cost efficient.



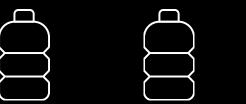






#### **Monadic testing**

We have extensive experience screening packs with our monadic methodology. It allows you to understand and prioritise your pack options at a fast pace.



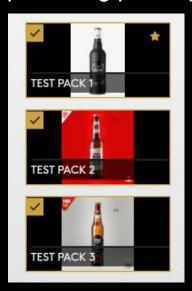
Recommended for up to 3 to 5 packs. Available on **Kantar Marketplace**.

Recommended for more than 3 to 5 packs. Available on **Kantar Marketplace** 



## Pack eValuate – Screening and Testing

Pack eValuate on Kantar
Marketplace helps you
understand pack
performance using the
KPIs that really matter so
you can prioritise your most
promising pack options.



#### If Pack Screening



Same Methodology as for idea evaluate

#### **If Pack Testing**



Monadic up to 6 packs



Category buyers min. penetration of 30%



LOI 5\_6 min



Sample size N = 150 per cell



Control used for benchmarking /no norms



### **Sequential Pack Screening approach**

The swipe methodology ensures pace and helps you shortlist the best pack designs to take forward to validation stage through:

- Type1 paired comparisons combined with Type 2 diagnostics
- Understanding the consumer's engagement with the pack
- Showing intuitive assets



Type 1
Preference
Up to 16 pairs in a row



Type 2
Review, rating and 4
other behavioral metrics



Type 1
Package positioning diagnostic



## **Pack eValuate – Monadic Approach**











Reel of 11 packs



Recall (OE)



Recognition



Brand impact (OE)



Overall rating



Purchase interest, Uniqueness Moments (5 occasions) (optional)

Brand equity (optional)

Highlighter

Imagery

## **Pack eValuate Screening – Performance Indicators**

# What is it? When to use it? How to use it?

#### **Standout**

Recall (%)	Which brands do you remember seeing?  Open-end
Recognition (% Top)	Do you remember seeing this (brand) pack? 4-point scale

#### **Growth impact**

Overall rating (% Top 2)	How would you rate this pack? 5-pt scale
Purchase Intent (% Top 2)	Would you buy this product assuming it was sold at a price you would find acceptable?  5-pt scale

#### **Brand impact**

Brand impressions	Write 3 words to describe the impressions this pack gives you about this brand Open-end
Moments (% agree)	When do you think this product would be good to use? Select all that apply

#### **Design diagnostics**

Uniqueness (% Top)	How new and different is this pack? 5-pt scale
Pack Highlighter	Diagnostic module to elicit pack drivers and barriers. Clear feedback on which aspects of the pack resonate with consumers and those that don't – providing guidance for optimization
Imagery - Total endorsement	The extent to which the pack is credited for being a fit with a given attribute, regardless of time taken for making the choice; a representation of reflective choice
Imagery - Fast endorsement	The extent to which the pack is credited for being a fit with a given attribute and endorsed quickly. Faster response times reflect stronger, more instinctive associations ingrained in consumers' minds

#### **Additional (optional)**

Modules	MDF Brand Equity Module (will be inserted by default)
<b>Custom Questions</b>	Will also be inserted to assess claims

Test pack performance on key performance indicators is compared to control pack performance (at 95% confidence level):

Significantly higher than control

At par with control

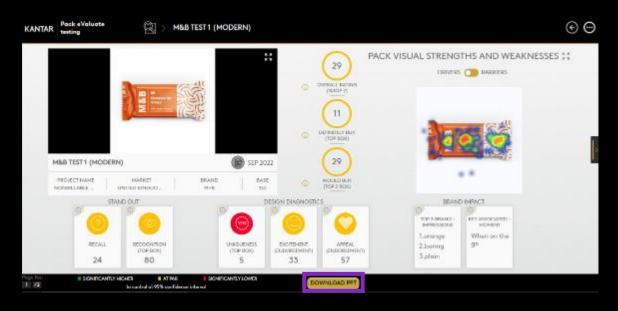
Significantly lower than control

## **Dashboard Overview – Pack Testing**

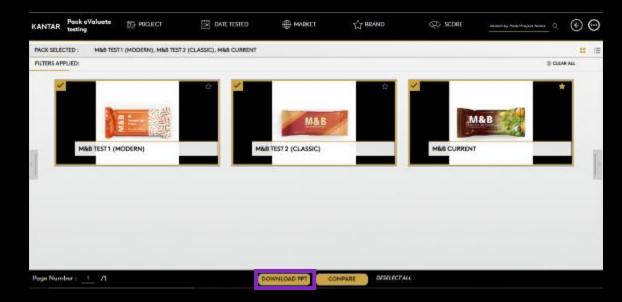
## What is it? When to use it?

### How to use it?

#### **Snapshot view**



#### Library view



## Benchmarking is on control pack

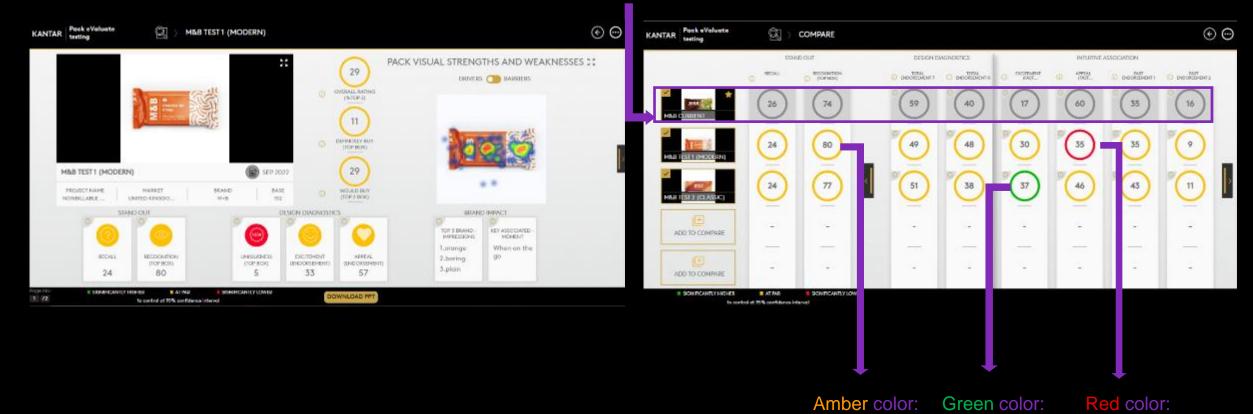
What is it? When to use it?

How to use it?

Whether you're viewing in *Snapshot view* or *Compare view*, the color coding is based on significance testing (@ 95% level of confidence) versus the control pack, where green is significantly higher than control, amber is on par with control, and red is significantly lower than control.

Selected control pack appears on top of the list in *Compare view*, with grey-colored background

= control (sig) > control (sig)



< control (sig)

## An End-to-End Innovation Asset Platform



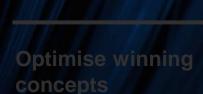
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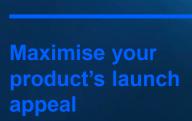
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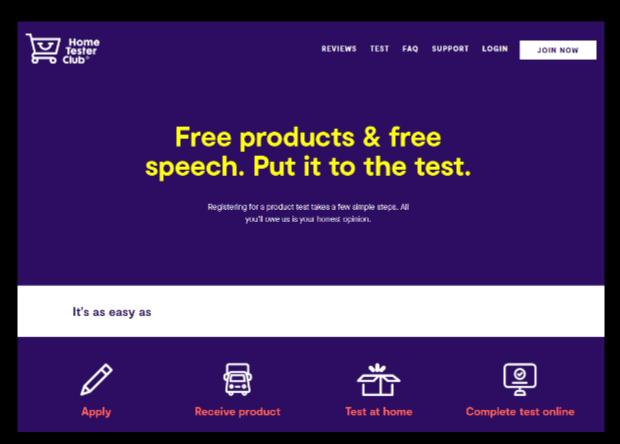
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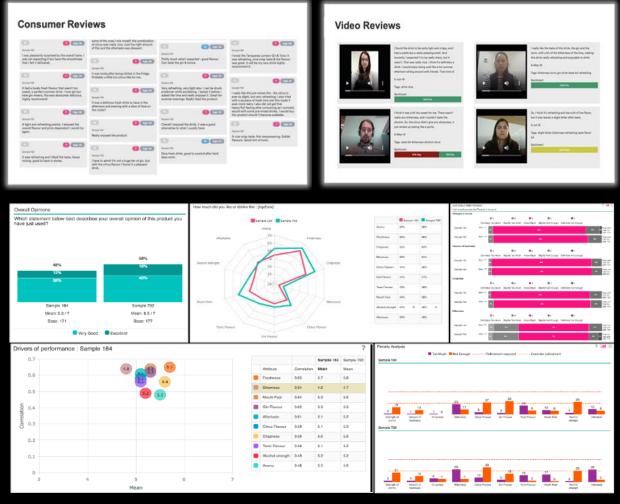


Product eValuate: Test your product quickly in a real home environment to maximise your product and launch potential.



### From customized flexibility to automated rigour – agile product testing via HTC





## **KANTAR**

Contacts



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Thank You



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