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### Ontela Picdeck B Case Analysis

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Ontela, a commencement-up technology company, has introduced an innovative accommodation called PicDeck amending mobile imaging experience for wireless subscribers. Ontela PicDeck sells wireless accommodation providers, which in turn provides private label accommodation to their subscribers. Ontela must decide which customer segments should be targeted for a communication plan marketing to ...

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Ontela PicDeck Case 1 What is Ontela ? 2 Why Ontela PicDeck doing research 3 How How are Market Segment Best Defined? 4 A Five Step Process : Choosing Attractive Market Five What is Ontela ? Ontela is a start-up company founded in 2006 in Seattle • In 2008, Ontela is making their first offering : Ontela PicDeck PicDeck is an application/software, that transfer pictures from mobile device to ...

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Furthermore Ontela Picdeck B Customer Segmentation Targeting And Positioning Case Solution & Analysis it allows the stakeholders to see the other options if the given set of alternative does not work, thus saving the time, effort and the working from scratch, hence making it cost effective in nature.

### Ontela Picdeck B Customer Segmentation Targeting And

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Analysis of the Case Ontela needs to find the most profitable target segment for its service PicDeck so that it can make a positioning statement accordingly and its direct customers, wireless carriers can reap profits from the service and in return Ontela can also gain profits. The US mobile phone service industry is one of the largest sectors of the US economy. It comprises of various sub ...

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### Ontela Picdeck B Case Analysis

PicDeck could easily match these 3 needs with its new service. I personally think it will be a good strategy for the company, to position its product like the benefit answering to peoples' needs of safety, efficiency and easiness transfer of their photos. Even though these 3 clusters are different in age, activities and revenue, they seem to be willing to buy the service between 5.75\$ to 8,31\$.

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Ontela PicDeck (A): Customer Segmentation Targeting and Positioning Case Solution, Ontela PicDeck (A): Customer Segmentation Targeting and Positioning Case Analysis, Ontela PicDeck (A): Customer Segmentation Targeting and Positioning Case Study Solution, Introduction Ontela started its operations in the year 2006. The company was established in Seattle.

### Ontela PicDeck (A): Customer ... - Harvard Case Studies

This case solution includes a Word file. Ontela launched its new product PicDesk, which transfers pictures from mobiles to computer and over the internet. Ontela used qualitative research for segmentation and targeting its customer. Based on this research, three segments were developed namely parent, teen and professional.

### Ontela PicDeck (A) Customer Segmentation, Targeting and ...

Ontela picdeck 1. ONTELA: PICDECK Group V Section B Ishdeep Hora (140201064) Loukik Huilgolkar (140201070) Mohit Kumar Mehta (140201080) Mohit Nautiyal (140201081) Nalin Goel (140201083) Naman Gupta (140201084) Nancy Gupta (140201085) 2.

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Ontela Picdeck Case Study Essay 2412 Words | 10 Pages. ONTELA PICDECK - Understanding the market place - Assignment 1 Questions: 1. Based only on the cluster analysis data, which preference related variables are most useful for segment identification and evaluation? Which variables are least useful? This qualitative research aims in identifying and evaluating the potential customers of ...

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Ontela PicDeck A Case Study Solution It should likewise think about the worth proposal of the PicDeck service for cordless providers (its direct clients), who require to be persuaded that the service will major to greater regular monthly average profits per user (ARPU) and/or enhanced customer commitment.

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Case Study - "Ontela PicDeck(B)" Group A5 Farhan Gaziani

Gaurav Wadhwa Mrigendranath Debsarma Nancy Goyal Nibha Gupta Nilotpal Goswami Ques 1:- Most Useful Parameters are Ques 1: ease to upload photos Ques 2: More photos if transfer easy Ques 7: Value sending photos by mail Ques 10: Easy set up Ques 11: First to adopt new technology Ques 13: Monthly fee Least Useful Parameters are Ques 3: More ...

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Ontela PicDeck (B) Customer Segmentation, Targeting, and Positioning Case Solution PicDeck is sold by Ontela to wireless carriers, who in turn private label the service to their subscribers. Ontela must determine which customer segments it should target the way to create a placement strategy and for the service and a marketing communication plan to encourage it.

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Case Solution Ontela, a technology start-up company, has introduced an innovative service called PicDeck that improves the mobile imaging experience for wireless subscribers. Ontela sells PicDeck to wireless carriers, who in turn private-label the service to their subscribers.