# AI in the Digital Marketing Ecosystem

ESPC Fall Member Meeting - October 29, 2024

#### **Meet The Panel**







**Dr. Matthew Dunn**Co-Founder
SocialSignal.ai

Roman Gun
Vice President,
Product,
Zeta Global

Rafael Viana
Senior Email
Strategist,
Validity

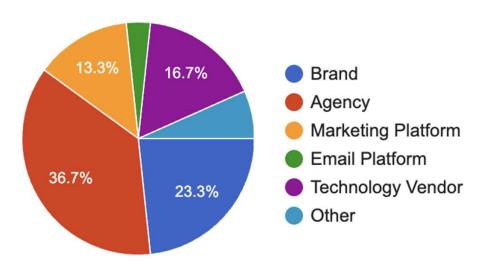
**Tom Bartel**SVP Data,
Validity

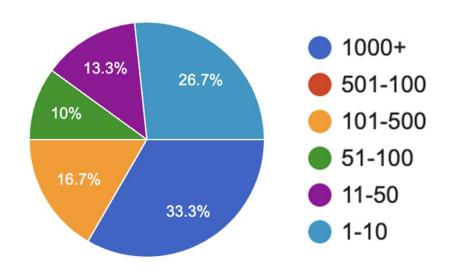
### So What's Actually Up with AI?

As AI technology rapidly advances, its integration into digital marketing has transformed the way marketers approach their work. This panel will explore the current state of AI in digital marketing, focusing on two key areas:

- **1. Emerging Al Tools in Digital Marketing:** What, if any, Al-powered tools are digital marketers now using in their day-to-day. Are there 5? 100? None?
- 2. Opportunities and Risks of Al Adoption: While Al presents much upside and advantages including increased efficiency, resource optimization, and data-driven decision-making, there are also inherent risks. What are they? Bias in algorithms? Over-reliance on automated process? Corporate usage policy issues? Ethics?

## So we asked





#### AI Tool Usage: Key Insights # 1

Which Al-powered tools or platforms do you currently use in your digital marketing efforts?

33 responses

Content Generation (e.g. copy,...

<del>-32 (97%)</del>

#### **Content Generation Leads Al Adoption:**

96% of respondents use AI for content generation, making it the most widely adopted AI tool in marketing efforts.

#### **Discussion Point:**

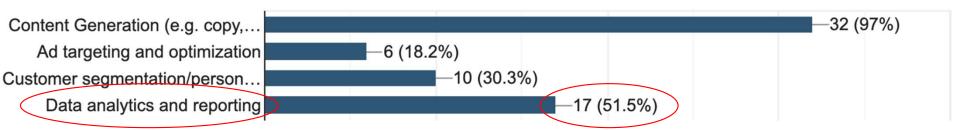
Is content where the puck is going or are we missing the forest for the trees?

#### **Email Sender & Provider Coalition**

#### AI Tool Usage: Key Insights # 2

Which AI-powered tools or platforms do you currently use in your digital marketing efforts?

33 responses



#### Data Analytics & Reporting is a Close Second:

47% of respondents leverage AI for data analytics, showing the growing importance of data-driven decisions.

#### **Discussion Point:**

How do we get users to trust Al more & how do we install safeguards.

#### **Email Sender & Provider Coalition**

#### AI Tool Usage: Key Insights # 3

Which Al-powered tools or platforms do you currently use in your digital marketing efforts?

33 responses



#### Al Use is Expanding to Personalization & Chatbots:

30% use AI for customer segmentation, and 21% for chatbots and automation, indicating an increasing focus on personalization.

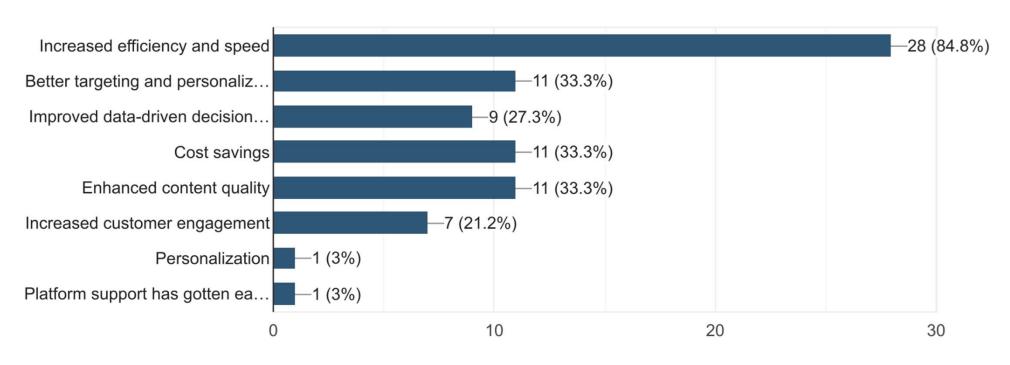
#### **Discussion Point:**

How personal is personal enough? Will we hit a place where possibility outways efficacy?

#### **Email Sender & Provider Coalition**

#### **How Useful Are These Tools?**

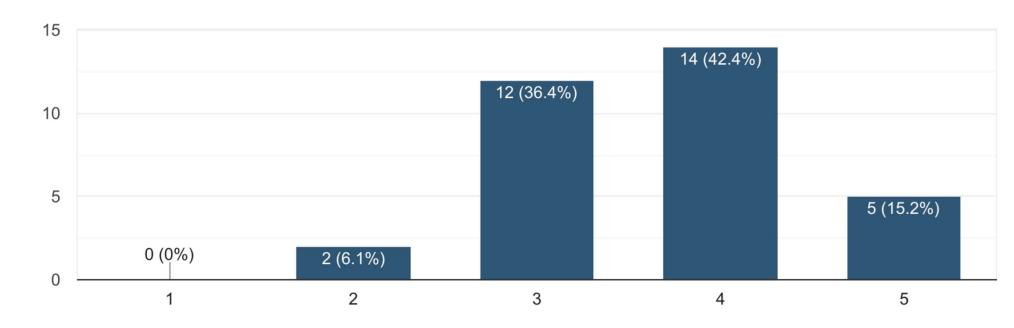
What benefits have AI tools brought to your marketing campaigns?
33 responses



#### **How Satisfied Are You?**

How satisfied are you with the value these AI tools provide to your marketing efforts?

33 responses



**Average 3.7 / 5** 

## **Panelist Insights**

## Are these Trends or Flashpoints?

## **Panelist Insights**

Looking ahead 5 years, what's the most exciting—or terrifying—way you see AI evolving in the digital marketing space?

### **Panelist Insights**

Final Say on AI... Use it or Lose it?

## Questions





For survey results:

https://www.espcoalition.org/AISurveyFall2024/