

# Digital Marketing Audit

## Sitemap & Robots.txt



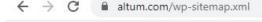


Disallow: /wp-admin/

Allow: /wp-admin/admin-ajax.php

Sitemap: https://altum.com/wp-sitemap.xml

Robot.Txt & XML sitemap is implemented correctly

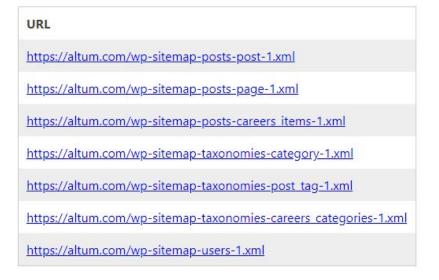


#### XML Sitemap

This XML Sitemap is generated by WordPress to make your content more visible for search engines.

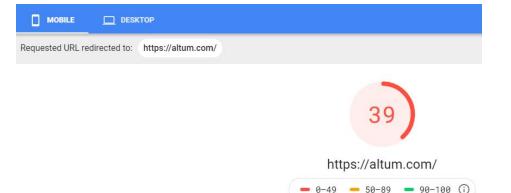
Learn more about XML sitemaps.

Number of URLs in this XML Sitemap: 7.



## **Page Speed Performance**





Mobile speed needs to be improved. Low mobile load time impacts SEO and User Experience

Desktop speed is fairly average. There is room for improvement.





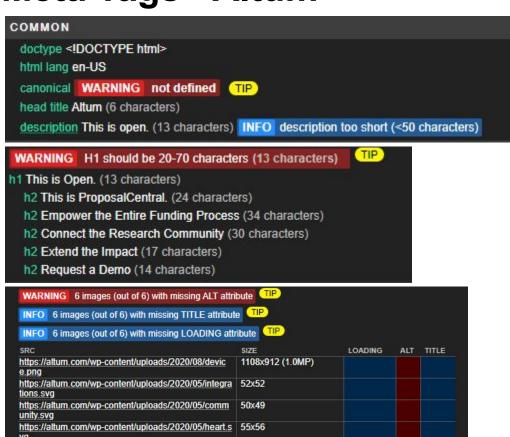
## **Meta Tags - Altum**

https://altum.com/wp-content/uploads/2020/05/micros

https://altum.com/wp-content/uploads/2020/05/altum-l 142x159

cope.svq





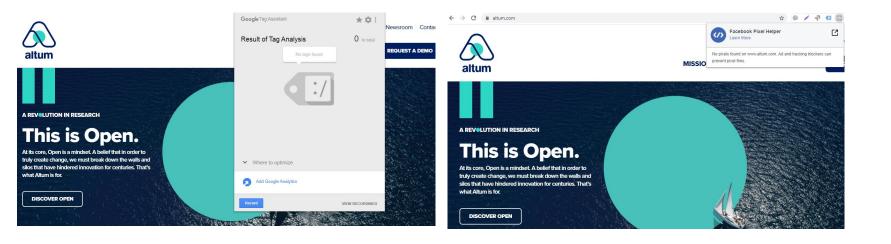
203x321

Title & Description Tags are irrelevant

Proper utilisation of tags in images should be done to improve rankings

## **Meta Tags**

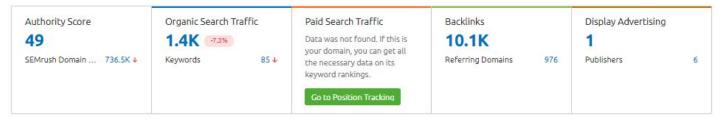




We cannot find Google Analytics or Facebook Pixel Code installed on Website.

#### A Search Overview Trend Over 1 Year

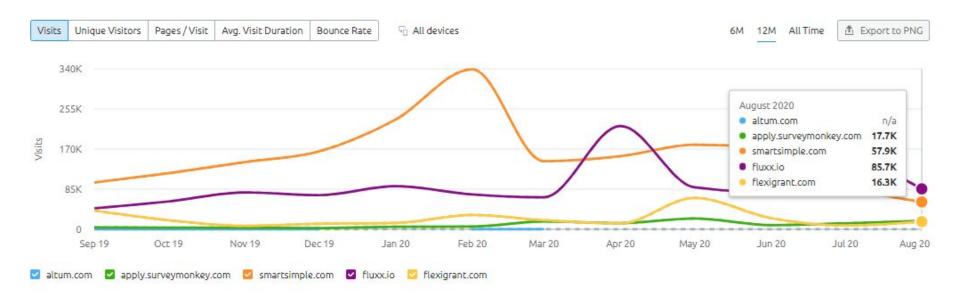






#### **Trend Over Last Year Core Competitors**

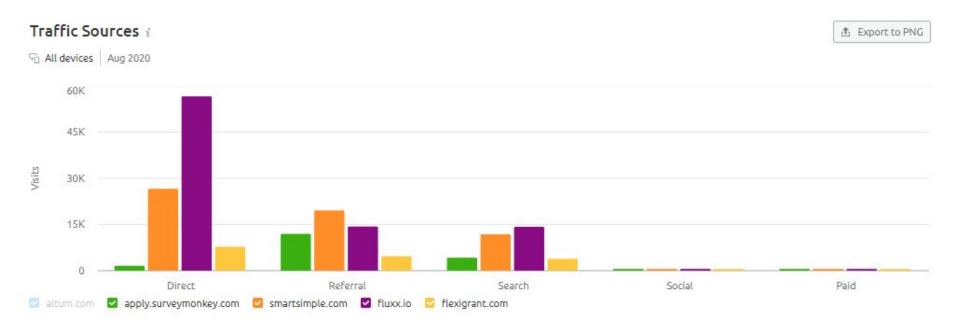




Extremely low share in traffic with comparison to all their competitors.

#### **Traffic Sources**





Less share of traffic from all the major sources as compared to competitors.

Fluxx.io & Smart Simple are the one with most traffic.

#### **Altum - Organic Keywords Trends**



Keyword	Position	Search Volume	Keyword Difficulty	CPC	Competition	
altum	1	1600	59.06	\$5.63	0.06	
altum grants management	1	30	66.33	\$0.00	0.07	
altum company	1	20	67.18	\$0.00	0.05	
altum easygrants	1	20	60.3	\$0.00	0	
altum	2	1600	59.06	\$5.63	0.06	
altum proposal central	2	140	73.43	\$0.00	0	
proposal central altum	2	40	73.21	\$0.00	0	
altum company	2	20	67.18	\$0.00	0.05	
altum easygrants	2	20	60.3	\$0.00	0	
altum Itd	6	20	44.37	\$0.00	0	
altum leadership group	9	20	47.08	\$0.00	0	
proposal central	10	5400	73.86	\$0.00	0	
altum health careers	11	90	64.83	\$0.00	0	
easygrants	13	590	54.12	\$0.93	0.32	
altum foundation	18	30	54.28	\$0.00	0	
in altum program	19	40	50.89	\$0.00	0	
in altum program	20	40	50.89	\$0.00	0	

Altum is ranking on top 10 SERPs on 90% of Brand keywords.



#### **COMPETITOR ANALYSIS**



## **Competitors View - Survey Monkey**

#### **Competitors View - Survey Monkey**



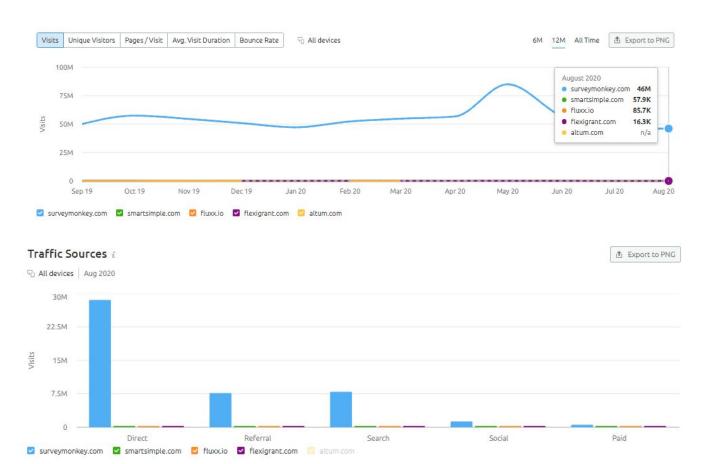


Top 3 

✓ 4-10 
✓ 11-20 
✓ 21-50 
✓ 51-100

#### **Competitors View - Survey Monkey**





#### **Competitors Top Organic Keywords - Survey Monkey**



Keyword	Position	Search Volume	Keyword Difficulty	CPC	Competition
survey monkey apply	1	1300	70.92	\$10.65	0.25
surveymonkey webinar	1	30	72.7	\$14.90	0.19
sm apply	1	140	54.21	\$7.88	0.1
manage online applications	1	40	78.13	\$0.00	0
survey monkey apply login	1	40	68.22	\$10.96	0.14
survey monkey apply account	1	20	70.79	\$11.20	0.15
application monkey	1	40	74.93	\$0.00	0
online application system software	2	30	57.5	\$0.00	0.03
manage online applications	2	40	78.13	\$0.00	0
surveymonkey demo	2	50	76.82	\$14.90	0.14
survey monkey apply login	2	40	68.22	\$10.96	0.14
application monkey	2	40	74.93	\$0.00	0
survey monkey demo	2	50	69.74	\$14.92	0.22
scholarship application and management portal	2	40	63.94	\$0.00	0
scholarship marketing strategy	2	70	59.87	\$0.00	0.14
smapply	3	210	56.33	\$0.00	0

Survey Monkey is ranking on 55% Brand keywords and 45% industry keywords which have a very high search volume.



## **Competitor View - Smart Simple**

#### **Competitors View - Smart Simple**

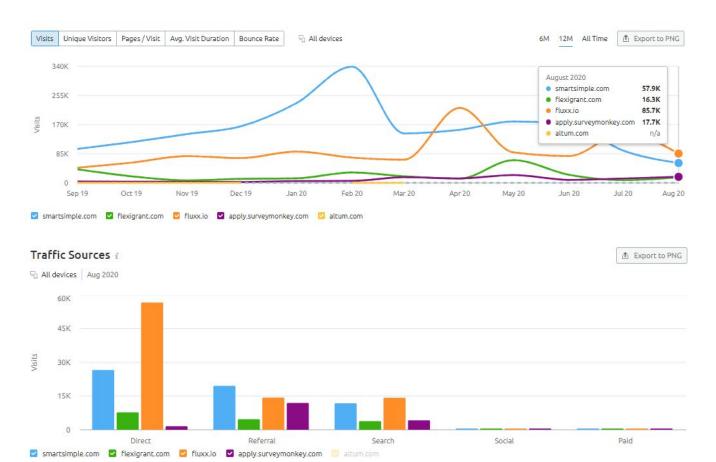






#### **Competitors View - Smart Simple**





#### **Competitors Top Organic Keywords - Smart Simple**



Keyword	Position	Search Volume	Keyword Difficulty	CPC	Competition
grant central	1	480	78.92	\$0.00	0
smartsimple login	1	210	51.73	\$0.00	0
ymca grants	1	140	66.46	\$0.78	0.1
smartsimple scholarship	1	70	57.01	\$0.00	0
smartsimple wiki	1	50	56.7	\$0.00	0
smart simple wiki	1	30	54.34	\$0.00	0
smartsimple software	1	30	87.15	\$0.00	0.05
smart simple grants	1	30	64.21	\$0.00	0.08
software for corporate giving	2	30	60.15	\$0.00	0.07
idb scholarship form	3	30	60.58	\$0.00	0
delta dental access to care grant	3	30	65.47	\$0.00	0.02
mlsc internship	4	90	54.78	\$0.00	0
herb kohl foundation grants	4	70	57.94	\$0.00	0
herrold and vernon smart simple	4	70	60.86	\$0.00	0
scholar management system	4	70	61.87	\$0.00	0
isdb application	4	70	56.78	\$0.00	0
smartsimple scholarship	4	70	57.01	\$0.00	0

Smart Simple is ranking on 40% Brand keywords and 60% Generic keywords which do have a very high search volume.

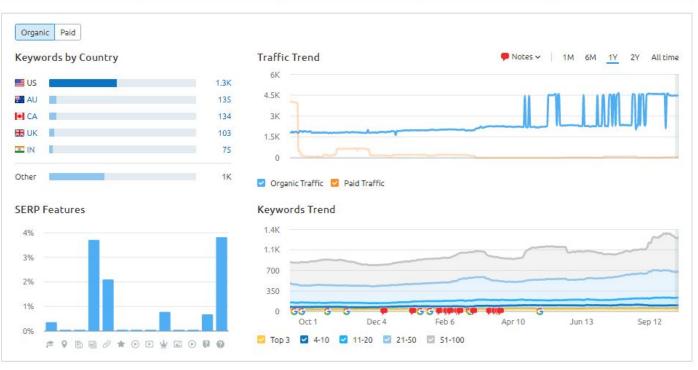


## **Competitor View - Fluxx**

#### **Competitors View - Fluxx**

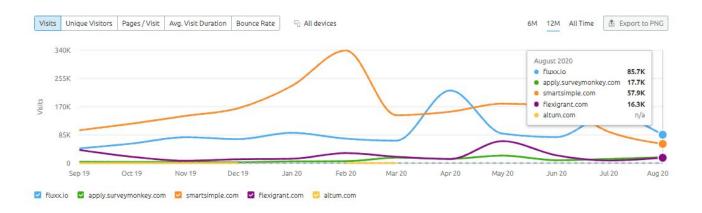


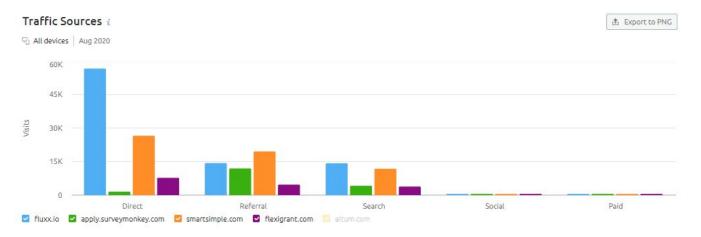




#### **Competitors View - Fluxx**







#### **Competitors Top Organic Keywords - Fluxx**



Keyword	Position	Search Volume	Keyword Difficulty	CPC	Competition
fluxx	1	6600	80.08	0.34	0.46
fluxx grantseeker	1	210	69.2	5.16	0.11
fluxx grant management	1	210	76.2	7.58	0.4
fluxx labs	1	140	84.03	2.47	0.08
fluxx login	1	170	60.55	0	0
fluxx online grants management	1	90	66.93	0	0.33
fluxx account	1	70	63.23	0	0
fluxx careers	1	90	68.53	0	0
www fluxx	1	50	73.52	0	0
grantseeker	2	260	67.2	1.16	0.13
fluxx database	1	40	69.58	0	0
https jaffeawards fluxx io	1	70	62.64	0	0
grantseeker login	1	30	62.32	0	0
fluxx software for grantmakers	1	30	71.53	0	0.25
fluxx software	1	30	78.72	2.83	0.19
grantseeker	3	260	67.2	1.16	0.13
fluxx grant park	1	50	56.29	0	0
https elca fluxx io	1	50	57.56	0	0
lls fluxx io lls research portal	1	50	57.61	0	0.01
australia council grants login	1	50	48.17	0	0
fluxx login	2	170	60.55	0	0

Fluxx is ranking on 85% Brand keywords and 15% Generic keywords.



## **Competitor View - Flexi-Grant**

#### **Competitors View - Flexi-Grant**

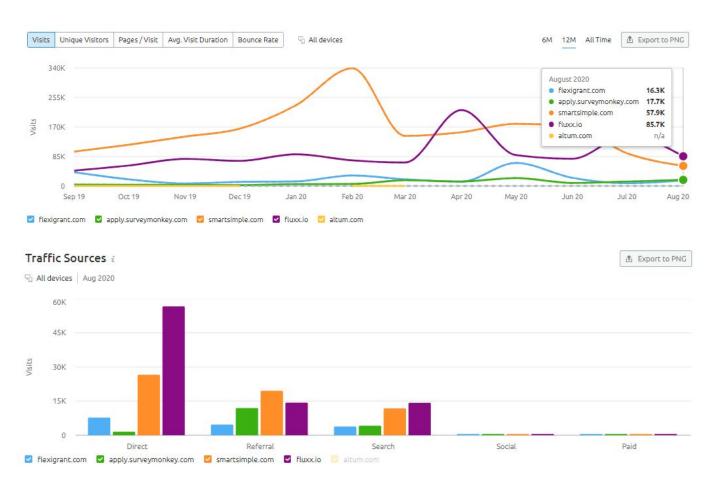






#### **Competitors View - Flexi-Grant**





#### **Competitors Top Organic Keywords - Flexi-Grant**

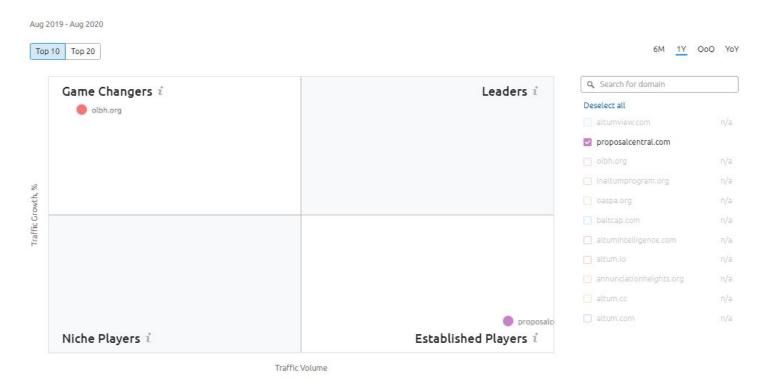


Keyword	Position	Search Volume	<b>Keyword Difficulty</b>	CPC	Competition
ba flexi grant	1	30	63.49	0	0
british academy flexi grant system	1	30	64.53	0	0
ams flexi grant	1	30	59.46	0	0
vicars relief fund grant application form	1	50	39.14	0	0
vicars relief fund login	1	50	50.9	0	0
vrf fund	1	40	48.9	0	0
vicars relief fund grant application form	2	50	39.14	0	0
vicars relief fund login	2	50	50.9	0	0
vrf fund	2	40	48.9	0	0
flexi grant login	4	70	68.37	0	0
flexi grant login	5	70	68.37	0	0
1851 fellowship	5	50	57.68	0	0
flexigrant	3	30	69.27	0	0.01
flexigrant	4	30	69.27	0	0.01
iwt grant	60	30	56.75	0	0
prs momentum fund	13	40	61.59	0	0.05
bes grants	18	50	60.79	0	0.01

Flexi-Grant is ranking on 80% Generic keywords and 20% Brand keywords.

#### **Growth Quadrant - Organic Competitors | Top 10**

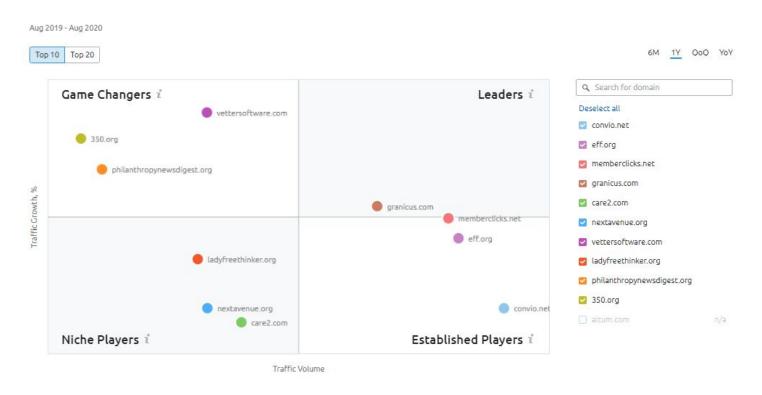




These are the Top 10 Direct Organic Competitors.

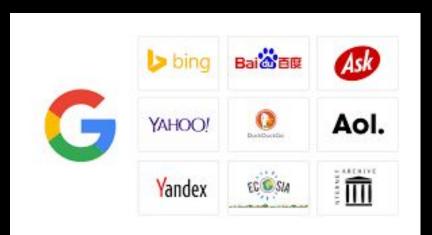
#### **Growth Quadrant - Industry Competitors | Top 10**





These are the Top 10 Direct Industry based Competitors

## Search Review



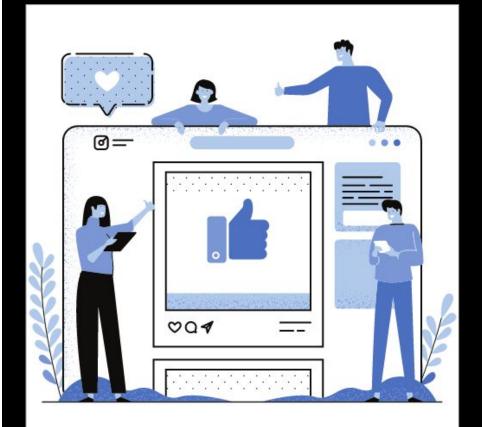
#### **Backlinks Comparison**



Domain/URL	Backlinks 🕦	Referring Domains 📵	Referring IPs 📵	Authority Score ®		
altum.com	10.1K	976	1.1K	49 ~		
<ul> <li>apply.surveymonkey.com</li> </ul>	21.5K	505	888	₹ 85 v		
smartsimple.com	60.7K	₹ 1.8K	1.7K	56 ×		
fluxx.io	₹ 1.4M	1.4K	₹ 1.8K	53 ~		
flexigrant.com	360K	818	944	48 ~		

Altum has low number of backlinks, referring domain which leads to low Domain authority Score and low organic traffic.

# Keyword Gap



#### **Untapped Organic Keywords Gap**



Keyword	altum.com	digital-science.com	smartsimple.com	fluxx.io	flexigrant.com	Search Volume	<b>Keyword Difficulty</b>	CPC	Competition
cal grant login	0	0	47	0	0	6600	94.55	\$0.00	0
free grants	0	0	0	41	0	3600	76.39	\$0.64	0.91
grant management	0	0	52	0	0	1900	60.92	\$9.30	0.35
grants management system	0	0	38	23	0	1300	70.93	\$25.34	0.74
grants portal	0	0	72	49	0	1300	73.24	\$4.54	0.02
ford foundation grants	0	0	0	32	0	1000	62.96	\$1.55	0.07
william t grant foundation	0	0	52	0	0	1000	69.96	\$0.00	0
grant solutions login	0	0	0	67	0	880	63.89	\$0.00	0
peak grantmaking	0	0	32	0	0	880	63.37	\$17.04	0.03
smart grant	0	0	54	0	0	880	67.91	\$1.44	0.21
what are 4 types of grants	0	0	0	24	0	880	73.6	\$0.94	0.36
grant management software	0	0	0	15	0	590	69.62	\$32.52	0.87
grantbook	0	0	0	16	0	590	72.88	\$1.60	0.77
grant central	0	0	1	0	0	480	78.92	\$0.00	0
grants manager jobs	0	0	0	83	0	480	76.83	\$3.60	0.06
california arts council grants	0	0	19	0	0	390	68	\$0.71	0.03
capacity building grants	0	0	0	11	0	390	49.03	\$2.54	0.23
grant tracker	0	29	0	0	0	390	58.27	\$6.28	0.11
knight foundation grants	0	0	0	26	0	390	69.04	\$1.79	0.03
mass cultural council grants	0	0	79	0	0	390	63.02	\$0.00	0.01
petco foundation grants	0	0	0	15	0	390	72.79	\$1.83	0.07
coca cola grants	0	0	10	0	0	320	64.36	\$1.91	0.07
kresge foundation grants	0	0	0	39	0	320	65.07	\$2.51	0.05
petco grants	0	0	0	18	0	320	77.25	\$1.66	0.08
grant grant	0	0	0	0	75	260	82.75	\$0.94	0.03
grantseeker	0	0	0	2	0	260	67.2	\$1.16	0.13

Above are pool of keywords that neither Altum, but most of our competitors are ranking upon.

# Social Review





#### **Altum Social Media Ads**

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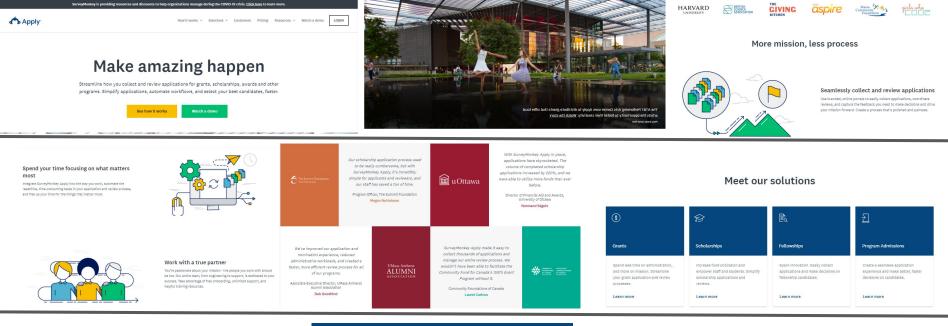
Altum is currently not running any Social Media Ads on Facebook, Twitter or Linkedin



## **Competitor View - Survey Monkey**

# **Survey Monkey Landing Page**









# **Competitor View - Smart Simple**

## **Smart Simple Social Media Ads**



Smart Simple is currently not running any Social Media Adson Facebook, Twitter or Linkedin



# **Competitor View - Fluxx**

## Fluxx Social Media Ads



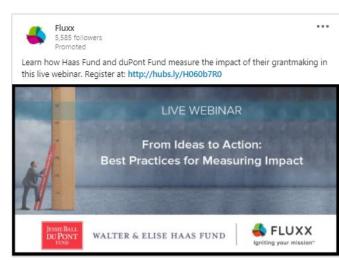
Fluxx.io is currently not running any Social Media Ads on Facebook & Twitter.

## Fluxx Linkedin Ads









Fluxx is using Single Image Ads promoting the Live Webinars and Whitepapers.

# Fluxx Landing Page





4 Keys to Successful Storytelling in Philanthropy with the Winthrop Rockefeller Foundation

December 6, 2016 @ 9:00 a.m. PST / 12:00 p.m. EST

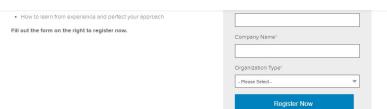
Numbers alone can't fuel strategic insights and action in grantmaking. Often, it's the stories that come *with* the data that are the most compelling.

How can you use storytelling to amplify the impact of your grantmaking? In this live webinar, Brad Cameron-Cooper of Winthrop Rockefeller Foundation will show you how.

Register now to learn the 4 keys to successful storytelling in philanthropy:

- How to develop a shared vision for your foundation's story
- How to build capacity and tell the most complete story possible.
- . Why it's important to tell your story (and for your audience to hear it)

REGISTER NOW	
First Name*	
Last Name*	_
Email*	
Job Title*	





#### BRAD CAMERON-COOPER

Communications and Knowledge Management Associate, Winthrop Rockefeller Foundation

Brad Cameron-Cooper is the Communications and Knowledge Management Associate at the Winthrop Rockefeller Foundation, where he ensures that data collection, analysis, and sharing reflects strategic alignment. Previously, Brad has worked for UK-based Limited Resource Teacher Training and Teach for America. He's also served as Communications Director for The Disruption Department, an organization that provides engineering and design learning opportunities.



DAVID GOODMAN

Director of Impact, Fluxx

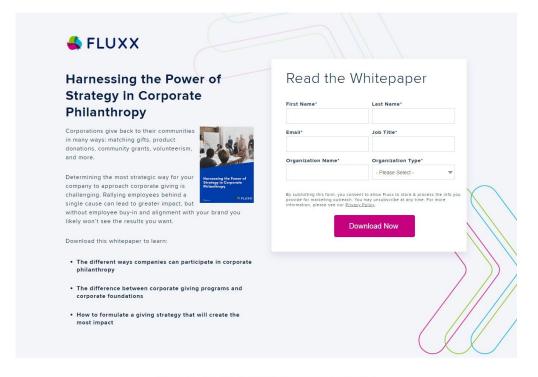
David Goodman, Ph.D., is the Director of Impact at Fluxx, a grants management technology company. In his role, he engages with both grantmakers and nonprofits to find ways to better use data, metrics, and research to help them achieve greater impact and sustainability. David has served as the Director of Evaluation and Learning at the Houston Endowment, the Managing Director of Data Governance at Teach for America, and as Researcher at Edvance Research & Research Specialist at the Texas Education Agency.





# Fluxx Landing Page





Hundreds of leading foundations are using Grantmaker















# **Competitor View - Flexi Grant**

## Flexi Grant Social Media Ads



Flexi Grant is currently not running any Social Media Ads on Facebook, Twitter & Linkedin.

# Display & Search Ads Review





# **Competitor View - Survey Monkey**

## **Survey Monkey Search Ads**

Grant Management System -Simplify with Apply™



Ad · apply.surveymonkey.com/ ▼

#### SurveyMonkey Apply™ - Make amazing happen

Collect applications, coordinate reviews & select the best candidates with ease. New, Modern Solution, Try It Free, Industry Leading Support, GDPR Compliant Features, Affordable, Top Application Manager, Application Tracking, Easy-to-Use, Time-Saving,

#### How It Works

Learn how Apply improves the application management process.

#### For Program Admissions

Find your best candidates. Streamline your application process

#### For Fellowship Programs

Spark innovation today with our cutting edge process.

#### **Grants Management**

Create a frictionless grant process

High performance grant making.

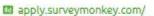
Free Implementation Services -Application Management System



apply.surveymonkey.com/application/manage

Easily capture what you need to select your best candidates and spend less time on process. Streamline the application process and save hours of time with powerful...

Application Management System -Simplify with Apply™



Configurable workflows, dashboard, and reporting, Implementation & support included.

apply.surveymonkey.com/

Configurable workflows, dashboard, and reporting, Implementation & support included. New, Modern Solution. Application Tracking. Time-Saving, Formerly FluidReview, Affordable, Top. Application Manager, GDPR Compliant Features. Easy-to-Use, Industry Leading Support.

> SurveyMonkey Apply™ - Empower Applicants & Employees



apply.surveymonkey.com/

Pre-screen incoming applications, send reminders, assign applications to reviewers & more. Configurable workflows, dashboard, and reporting, Implementation & support included. Top Application Manager, Industry Leading Support, Top Support, Easy-to-Use, Time-Saving,

## **Survey Monkey Paid Keywords Targeted**



Keyword	Position	Search Volume	CPC	Competition	<b>Keyword Difficulty</b>
application software	1	8100	\$3.33	0.28	85.65
application software	2	8100	\$3.33	0.28	84.88
survey monkey apply	1	1300	\$10.65	0.25	70.92
application management services	1	720	\$10.24	0.29	61.46
application system	1	480	\$4.82	0.1	80.47
system software vs application software	1	260	\$0.00	0.01	74.36
application management software	1	170	\$11.96	0.34	67.59
application management system	1	170	\$20.62	0.36	76.4
application lifecycle management tools	1	170	\$6.02	0.48	74.44
online application system	1	170	\$3.66	0.34	77.39
system software and application software	1	110	\$6.93	0.06	79.35
grants management officer	1	90	\$10.48	0.29	79.32
application to application password management	1	90	\$0.00	0.14	60.19
apu online application system	1	90	\$0.00	0	66.45
application software ke prakar	1	70	\$0.00	0	48.51
utech online application system	1	70	\$0.00	0	56.37
nacte online application and verification system	1	70	\$0.00	0	50.73
secure application lifecycle management	1	70	\$0.00	0.21	73
portland state university online application system	1	70	\$0.00	0.5	80.45
solar system online application	1	70	\$0.00	0	74.22
grant making software	1	70	\$23.02	0.56	71.21
pest management alliance grant program	1	70	\$0.00	0	63.99
application of set theory in management	1	70	\$0.00	0.07	83.53
grant management edinburgh	1	70	\$0.00	0	65.87
application management interface	1	70	\$0.00	0.14	80.8
application lifecycle management video	1	70	\$0.00	0	76.96

These the number of keywords which being used in the Search Ads Campaigns by Survey Monkey on Google Ads.
Mainly they are targeting Generic Keywords



# **Competitor View - Smart Simple**

## **Smart Simple Display Ads**



#### SmartSimple Software's Engage - Get a 2-hour CSR workshop

Claim your 2-hour workshop on CSR topics like SDGs, employee engagement & reporting impact



582 x 60

#### Get a 2-hour CSR workshop - Elevate your 2020 CSR efforts

Receive a 2-hour CSR workshop when you schedule a demo of SmartSimple Engage before Nov 30

L.

728 x 90

#### Claim your 2-hour CSR workshop

When you schedule a demo of Engage – the only CSR management software integrated with SDGs

E.

 $728 \times 90$ 

#### Elevate your Employee Giving - Get a 2-hour CSR workshop

Claim your 2-hour workshop on CSR topics like SDGs, employee engagement & reporting impact

Z.

728 x 90

#### Integrate SDGs with your CSR - Elevate your Corporate Giving

Book a demo of SmartSimple Engage & get a 2-hour CSR workshop with 5 topics to choose from

Z,

728 x 90

Smart Simple are using Text Display Ad



# **Competitor View - Fluxx**

## Fluxx Search Ads



Ad · www.fluxx.io/ ▼

#### Fluxx - Official Site - Grants Management - fluxx.io

Our **Grants** Management Software is Automated, Highly Configurable & Easy to Use. Learn More. A Highly Configurable Software Platform that is Efficient, Effective, & Collaborative. Collaboration. Robust Configuration. Measure Impact. Unlimited Flexibility. Contact Us · GIFTS to Fluxx - Webinar · Technology & Grantmaking · Fluxx Case Studies

Ad · www.fluxx.io/ ▼

#### Fluxx - Official Site - Fluxx Grant Management

Our **Grants Management** Software is Automated, Highly Configurable & Easy to Use. Learn More. Versatile Reporting. Cloud-Based Solution. Measure Impact. Collaboration. Unlimited Flexibility. Automation. Best-in-Class Features. Custom Views & Dashboards.

#### Contact Us

Ready To Get Started? Have A Question? Contact us.

#### **Technology & Grantmaking**

4 Ways Technology is Changing Grantmaking in Philathropy -Webinar

#### Fluxx Case Studies

Learn How Top Foundations are Using the Fluxx Platform to Do More!

#### GIFTS to Fluxx - Webinar

See how the Helmsley Trust made this successful transition

Fluxocio - Official Site - Grants Management Software



www.fluxx.io/grants/management

Simplify and Automate Your Grants Management With Fluxx. See Our Solutions. Unlimited Flexibility. Custom Views & Dashboards. Versatile Reporting. Best-in-Class Features. Cloud-Based Solution. Collaboration. Automation. Robust Configuration. Measure Impact.

Fluxx - Official Site - Fluxx Software - fluxx.io

www.fluxx.io/

Our Grants Management Software is Automated, Highly Configurable & Easy to Use. Learn More

## Fluxx Display Ads



#### Grants Management System

Amuncio Fluxx.io

#### análisis de antigüedad de saldos

eco-finanzas.com

#### Billpocket

Annual Billpocket

#### DÓLAR INTERBANCARIO

eco-finanzas.com

#### Save time on grant operations

Fluxx is the cloud platform that enables the end-to-end granting process for funders.



980 x 90

### Grants Management System

A guide on how to manage your foundation's grant giving.

Fluxx.io 🛂

627 x 175

#### Fluxx.io - Official Site »

Our Grants Management Software is Automated & Easy to Use. Free Trial

fluxx.io 🛂

728 x 90

Fluxx is using HTML Ads and Text Display Ads

## Fluxx Paid Keywords Targeted



Keyword	Position	Search Volume	CPC	Competition	<b>Keyword Difficulty</b>
flux io	1	390	\$0.00	0.01	59.27
grantmaking	2	1000	\$4.26	0.12	60.32
fluxx grant management	1	210	\$7.58	0.4	76.2
fluxx online grants management	1	90	\$0.00	0.33	66.93
labs flux io	1	90	\$0.00	0	52.67
https jaffeawards fluxx io	1	70	\$0.00	0	58.88
fluxx grant park	1	50	\$0.00	0	56.29
www fluxx	1	50	\$0.00	0	73.52
Ils fluxx io Ils research portal	1	50	\$0.00	0.01	57.61
fluxx grant management	2	210	\$7.58	0.4	76.2
fluxx software	1	30	\$2.83	0.19	78.72
fluxx database	2	40	\$0.00	0	69.58
fluxx software for grantmakers	2	30	\$0.00	0.25	71.53

These the number of keywords which being used in the Search Ads Campaigns by Fluxx on Google Ads.

Mainly they are targeting Branded Keywords



# **Competitor View - Flexi Grant**

## Flexi Grant Search Ads



Grants Software - Flexi-Grant® 2

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Manage All Your Contacts And Applications From One Central Location. Flexi-Grant® - Grant Management Software



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Application Collaboration.

## Flexi Grant Display Ads









Flexi Grant are using HTML5 Display Ads

## Flexi Grant Paid Keywords Targeted



Keyword	Position	Search Volume	CPC	Competition	<b>Keyword Difficulty</b>
grants gov uk	1	1900	\$0.78	0.13	83.71
charity grants and funding for individuals	1	320	\$2.87	0.4	59.81
apply for grants	2	1000	\$1.64	0.18	73.76
global green grant fund program	1	90	\$1.58	0.62	56.98
gef program	1	70	\$0.00	0	55.71
public money grant	1	70	\$0.00	0	79.65
grants for emergency response vehicles	1	70	\$0.00	0	58.3
foundation grant opportunities	1	70	\$0.00	0	58.55
sporting club grants program 2018	1	70	\$0.00	0	54.67
home care grant application form	1	70	\$0.00	0.11	75.57
support grant	1	50	\$1.00	0.03	81.77
grant asset management limited	2	90	\$0.00	0.48	63.92
grant management manual	2	70	\$0.00	0	61.39
grants management system comparison	4	70	\$0.00	1	62.15
grant management edinburgh	2	70	\$7.23	0.33	75.42

These the number of keywords which being used in the Search Ads Campaigns by Flexi Grants on Google Ads.

Mainly they are targeting Non Branded Keywords



# **Thank You**