

Case Study: LB Industrial Systems, LLC

Introduction

This case study of LB Industrial Systems, LLC is based on a April 2015 survey of TopSpot Internet Marketing customers by TechValidate, a 3rd-party research service.



“I consider TopSpot Internet Marketing to be a close partner because they understand my business goals.”

“We now have a larger exposure to a wider variety of businesses.”

Challenges

Faced the following **marketing challenges** before choosing TopSpot Internet Marketing:

- Insufficient online presence
- Incomplete analytics/website data

Faced the following **website challenges** before choosing TopSpot Internet Marketing:

- Outdated website
- Ineffective website
- Non mobile-friendly website
- Lack of call to action

Use Case

TopSpot Internet Marketing Services:

- Paid Search (PPC) Strategies
- Analytics/Reporting Data
- Website Development and Design

Values the following unique approaches of TopSpot Internet Marketing:

- Collaborative team approach
- Understanding of their business' goals
- Availability to discuss their comprehensive analyses
- Knowledge of the industrial/B2B space

Results

Experienced the following as a result of TopSpot Internet Marketing strategies and solutions:

- Increased quality leads
- Increased online visibility (Ads, Rankings)
- Increased revenue
- Met their business goals
- Achieved a better understanding of internet marketing
- Noticed an impact on their business immediately after implementing their TopSpot Internet Marketing strategy.
- Increased their quality leads by 75-100% since implementing TopSpot Internet Marketing.

Company Profile

Company:
LB Industrial Systems, LLC

Company Size:
Small Business

Industry:
Construction

About TopSpot Internet Marketing

Started in 2003 with 5 original team members, TopSpot has been one of the fastest growing search marketing firms in Houston, Texas. With over 75 employees based in the home office and 20 sales representatives around the country, TopSpot's current customer base exceeds 700.

Learn More:

[TopSpot Internet Marketing](#)