

# Kana Marketing Intelligence

## The Challenge

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No matter how many tools and technologies you have procured, implemented, and integrated, your team is struggling to prove which campaigns, segments, or content drove downstream conversion and revenue outcomes.

- You see opens/clicks or on-site behavior, or you see email open rates dropped, but you cannot see if those users bounced from the landing page or converted elsewhere. It is difficult to connect specific audience segments to downstream site behavior, leaving you with blind spots in intent signals.
- By the time analysts pull exports, reconcile metrics, and build a narrative, the campaign window has passed and optimization becomes reactive.
- Experiments happen in pockets, but learnings don't translate into a repeatable system that improves every launch.

As a result, marketing is being viewed as more of a cost center, rather than the data-driven revenue producing outcome machine that leadership had promised when they were securing budget for new tools. Promises have not yet been realized in terms of revenue predictability, and it's harming marketing's reputation and credibility.

## The Solution

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Kana Marketing Intelligence is an AI-powered analyst for modern digital marketing teams that need fast, accurate insights, decision-grade answers, and data-backed recommendations without waiting on manual exports, dashboards, or post-mortems.

**We connect your existing systems to turn day-to-day performance noise into clear explanations, prioritized opportunities, and approved next actions.**

# Solution Overview: Kana Marketing Intelligence

## How It Works

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**Natural Language Querying:** Ask complex performance questions in plain language, such as "Which email campaigns drove the highest clickout-to-purchase rate last quarter?" without needing SQL or complex exports.

**Proactive Anomaly Detection:** The Agent doesn't wait for you to ask the right question. It monitors data continuously to surface anomalies, hidden patterns, and opportunities you would otherwise miss.

**Granular "Module-Level" Intelligence:** Go beyond pageviews to understand actual engagement. Kana pinpoints friction in specific page components—analyzing module-level engagement to determine exactly which content blocks or designs are causing drop-offs.

**Downstream Impact Analysis:** Isolate true performance by connecting top-of-funnel activity (SEO, email sends) to deep-funnel behavior. It measures the direct influence of campaigns on high-value transactions and shopability.

**Automated Recommendations with Human-in-the-Loop Guardrails:** Kana accelerates your testing roadmap by drafting segment adjustments, flagging underperforming content, and generating structured experimentation plans for you to approve.

## How You Benefit

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**Faster Decisions and Tighter Optimization Loops:** Kana shrinks the insight-to-action cycle from weeks to hours, so teams can adjust while revenue is still on the table.

**Higher Conversion and Monetization:** By diagnosing purchase-path friction and identifying what content and audiences actually move, Kana improves conversion efficiency and campaign ROI, delivering uplift in conversion rates and average order value.

**Make Testing Compound Into a Repeatable Learning and Growth System:** The Agent operationalizes a repeatable experimentation agenda and reporting rhythm so every campaign and landing page adds to cumulative learnings, accelerating time-to-value for A/B testing.



# Solution Overview: Kana Marketing Intelligence

**Accelerate Decision Velocity From Weeks to Hours:** Replace manual report-building and back-and-forth analysis with near real-time explanations and prioritized actions, so teams can fix issues and capitalize on trends while the moment (and budget) still matters.

**Improve Engagement And Retention Outcomes (Not Just Clicks):** Kana ties content relevance and email frequency to downstream behavior, helping brands reduce fatigue and increase usefulness, supporting outcomes like lower unsubscribe risk and higher time-on-page when applied to frequency/content optimization.

## Why Kana?

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For decades, you've been forced to choose between rigid off-the-shelf software or slow, expensive custom builds. Kana represents the third way. We employ faster, AI-native engineering methodology to deliver high-precision software that is inherently fluid. We engineer the product around your unique customer journey, **giving you the precision of a custom build with the scale of enterprise SaaS.**

Our technology connects your disparate data points and adapts to your specific brand requirements in real-time, enabling you to automate your specific experimentation and optimization workflows at a fundamental level.

Here are a few more ways in which we're proud to be unique:

**Agentic AI Built by MarTech Architects:** Our founding team has spent decades at the intersection of AdTech and MarTech

**Data Governance and AI Policy Management:** Centralized data governance and policy enforcement provides a layer of trust, satisfies AI security audits.

**Insane Velocity Provides You With Speed to Action:** We deploy instantly into your existing stack and move you from raw data to revenue-generating insights in minutes.

**No Assembly Required:** We eliminate the technical tax of AI by providing the builders, the logic, and the execution layers as a unified service.

**Future-Proof Architecture:** As your business changes, the agentic layer evolves to meet new challenges.

Ready to begin your agentic marketing era? [Get started today.](#)



[www.kana.ai](http://www.kana.ai)

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