



Google Ads Integration Guide for ZoomInfo Marketing

For administrators setting up the ZoomInfo Marketing integration with Google Ads

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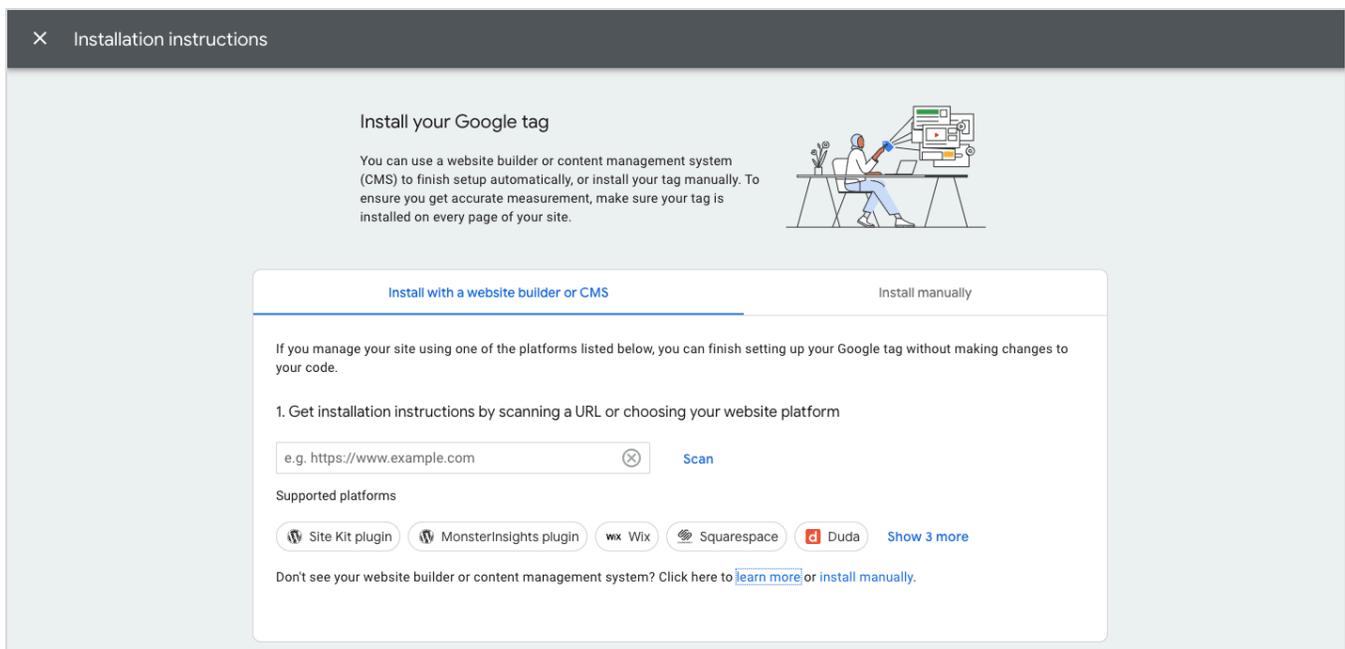
The ZoomInfo Marketing integration with Google Ads helps marketers retarget visitors to high-value web pages by leveraging data from the Google Tag associated with your Google Ads account. You can then build and execute Google Ads retargeting campaigns and receive performance reportings in Marketing.

Before You Begin

Review the topics in this section before you begin.

Ensure the Google Tag Is Installed

To use the ZoomInfo Marketing integration to create and export retargeting audiences to Google, ensure the Google tag is installed on your website. [Click here](#) to learn more from the Google Tag Manager Help page, which contains instructions for multiple installation methods including using Google Tag Manager or manually installing.



Note: If you don't have the tag installed, you will still be able to create and sync retargeting audiences to Google. However, these audiences will not be populated with users by Google and subsequently will not be eligible for running Google Ads campaigns.

Google Ads Account Hierarchy and Permission

Google Ads has two different account types:

1. Google Ads Manager Account (MCC)

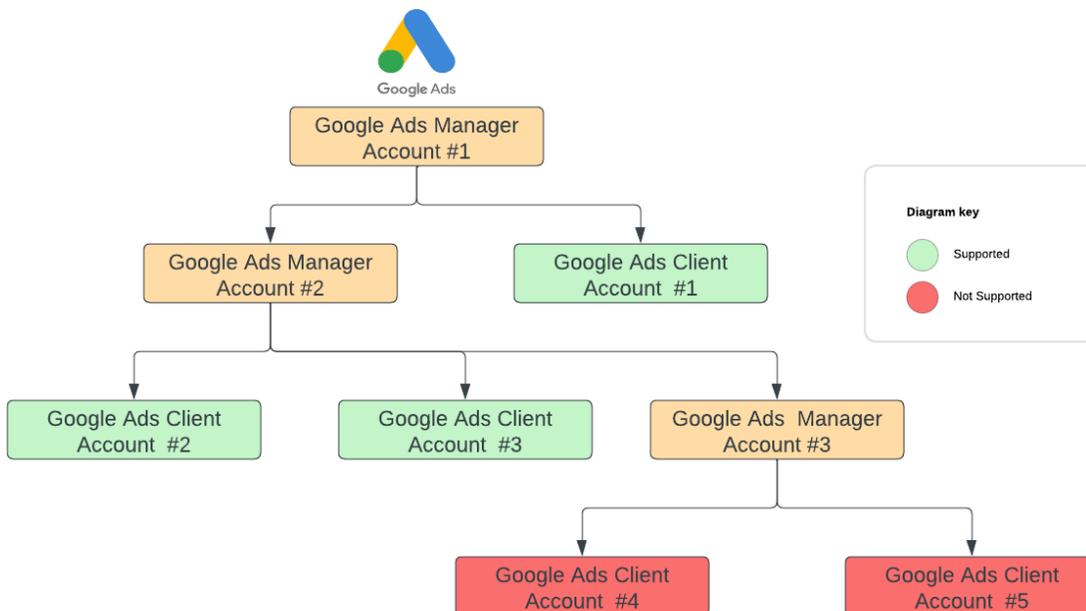
- a. A [Google Ads Manager Account](#) allows users to manage different Google Ads Client Accounts and their campaigns by linking Client Accounts. A Google Ads Manager Account is typically used by advertising agency companies.
- b. You cannot create campaigns or advertise products directly with a Manager Account.

- c. If you plan to integrate a Google Ads Manager Account in ZoomInfo Marketing, then you will need to have Google Ads Client Accounts linked in order to utilize the integration properly and advertise.
- d. Once connected, you will be prompted with a list of Ad Accounts, including Manager and Client accounts, up to two levels in this hierarchy.

2. Google Ads Client Account

- a. A Google Ads Client Account allows users to create campaigns and advertise products directly.
- b. You can optionally link Google Ads client accounts to Google Ads Manager accounts.
- c. Admin-level access is required to connect Google Ads Client Account in ZoomInfo Marketing.
- d. Check the current permission and access level in the Google Ads client account using the following link [Google Ads client - Permission Check](#)

Note: As mentioned above, only client accounts are supported in the integration. In addition, we support up to two levels in Google’s account hierarchy. Once connected, customers will be prompted with a list of Ad Accounts, including client accounts and client accounts associated with manager accounts (if applicable).

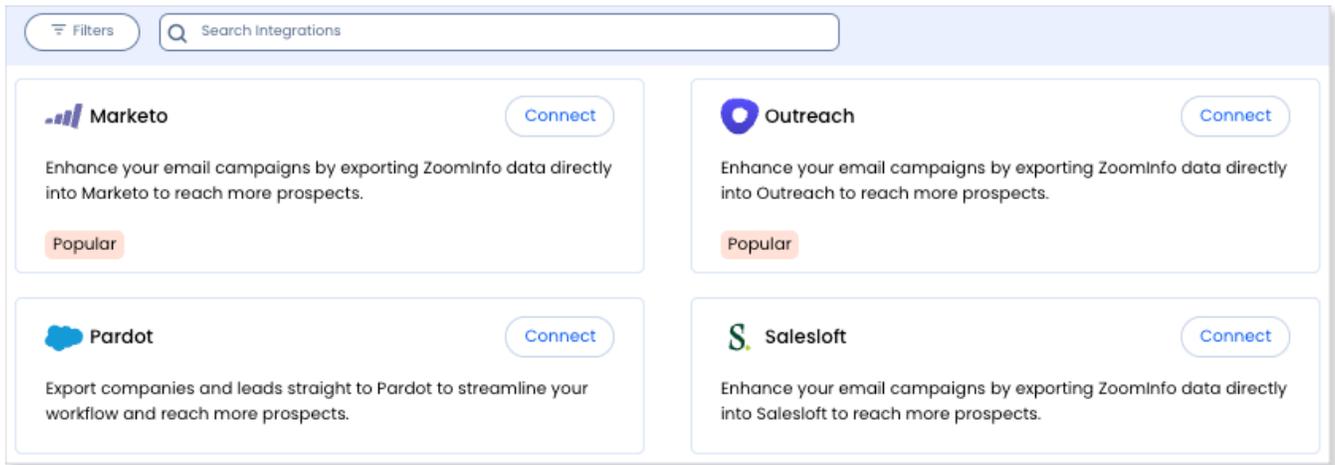


Get Connected: Google Ads in ZoomInfo

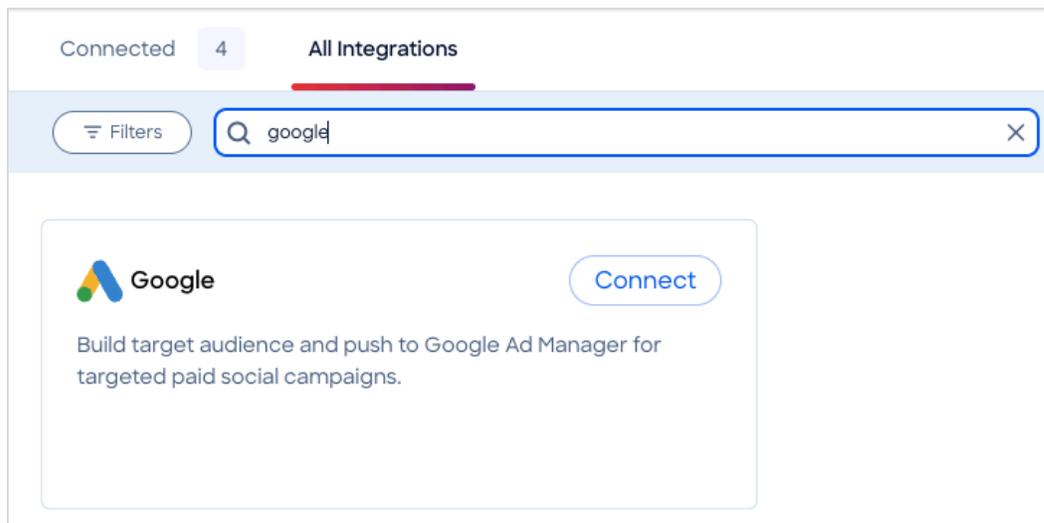
A ZoomInfo Admin establishes the integration with Google Ads that enables ZoomInfo users to export retargeting audiences to Google and view data associated with the audience.

To connect the Google Ads integration:

1. Login to ZoomInfo and select **Admin Portal** from the waffle menu.
2. Click **Integrations > Connections**.



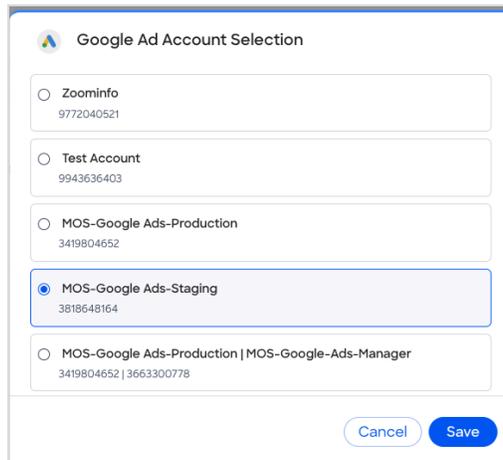
3. Explore the categorized list of integrations in the **All Integrations** tab, use the **Filters**, or **Search integrations** options to find the Google Ads integration.



1. On the tile for your integration, click **Connect**.
2. Choose an existing Google account or use another account.
3. Grant ZoomInfo access via InboxAI to create Google Ads audiences and download related statistics.

Note: You may need to take additional steps to confirm the access activity if you have set up 2-step verification in Google. This is expected and you can proceed by confirming the action.

4. Once the connection is made, you will see a success message and a pop-up for **Ad Account Selection**.
 - You must select one Ad Account to which you want to connect.
 - You can only connect to one Ad Account at this time.



5. Click **Save**. You are now able to push audiences to Google Ads.

Note: Google Ads accounts typically follow a hierarchy, where a manager account can let you view and manage multiple Google Ads accounts. Once connected, you will be prompted with a list of Ad Accounts, including manager and regular accounts, up to two levels in this hierarchy. You can connect to one Ad Account from this list.

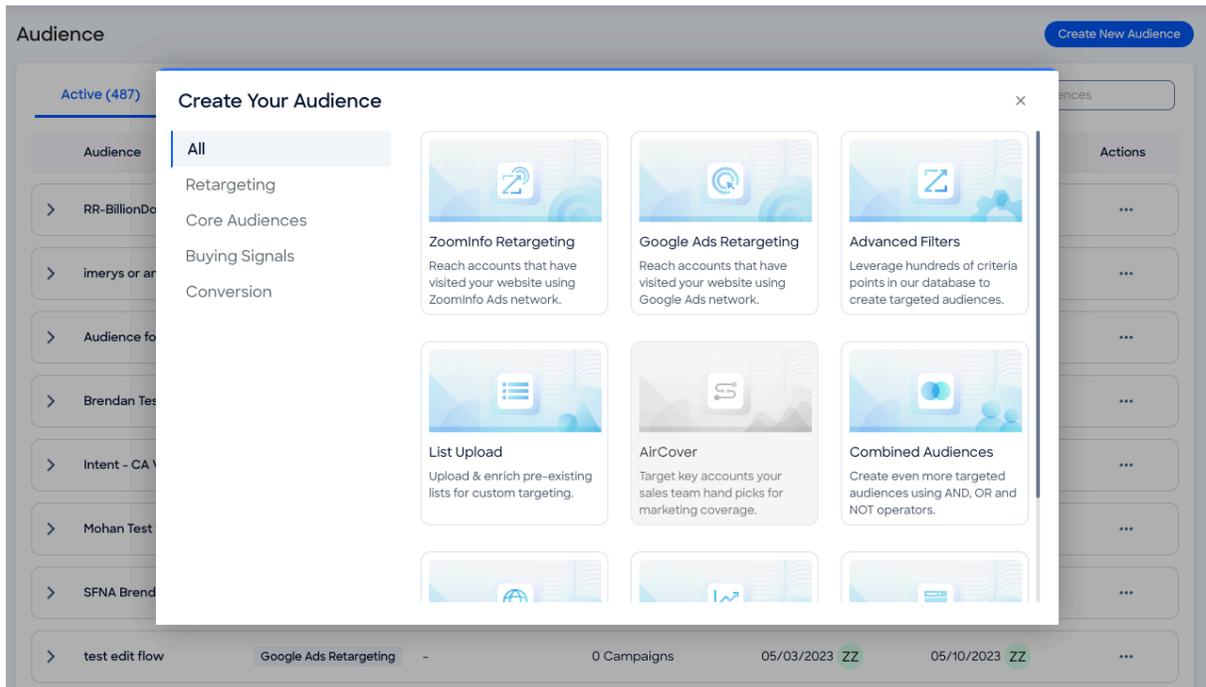
View and Manage Connected Integrations

Once you've connected one or more integrations, you can view and manage them on the **Connected** tab of the **Admin Portal > Integrations > Connections** page.

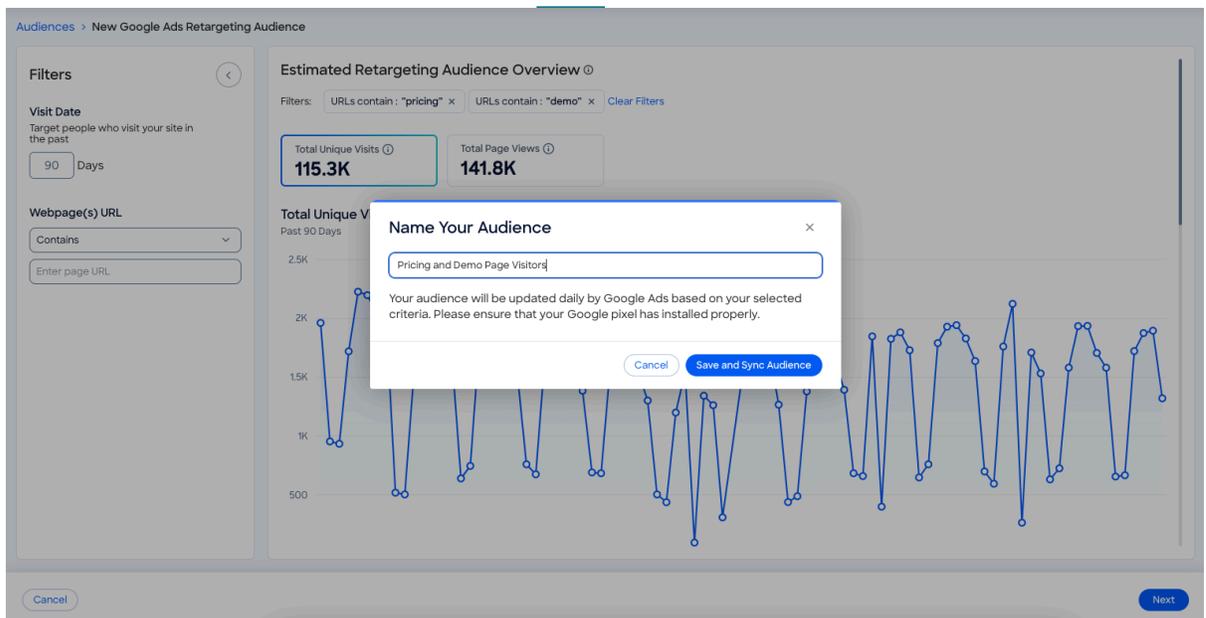
For the Google Ads integration, you can manage your selected Ad Account by clicking the **Actions (...)** menu next to the integration and selecting **Manage**.

Create and Push Retargeting Audiences to Google Ads

1. In ZoomInfo Marketing, click the **Audiences** tab.
2. Click **Create New Audience** and select **Google Ads Retargeting**.



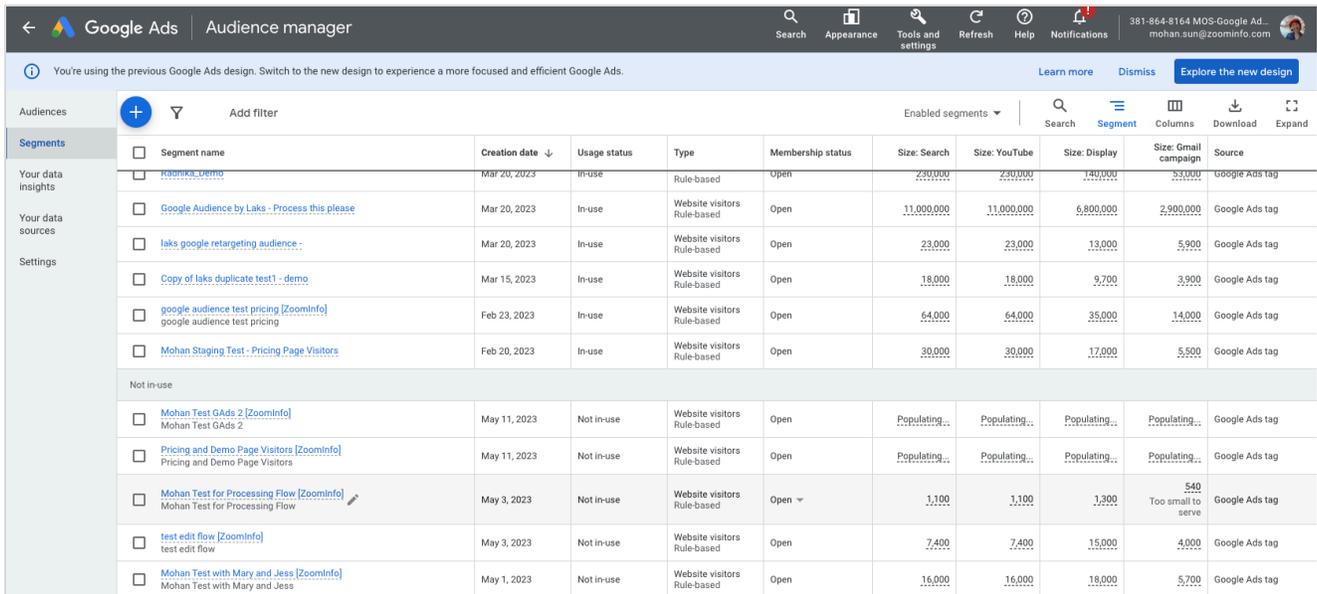
3. In the audience building page, enter the targeting parameters **Visit Date** and **Webpage URL**. Then, you can view the live **Estimated Audience Overview** as the results.
4. Click **Next**.
5. Name your audience and click **Save and Sync Audience**.



6. You should see a success message indicating the syncing of the audience has successfully started.

Important notes:

- To ensure your retargeting audiences get processed and populated by Google Ads, you must enter a **valid website url** condition. For example, to target all site visitors to the ZoomInfo domain, enter "www.zoominfo.com" using the "Contains" operator.
 - In order to see the live estimated audience overview, you must set up [ZoomInfo WebSights](#) tracking. You can still create and sync Google Ads retargeting audiences without it.
 - Google Ads can take up to 48 hours to process and up to 72 hours to populate a retargeting audience. This is standard for all Google Ads website visitors audience segments.
 - Google Ads does not serve audiences with less than 1,000 users on Search networks and less than 500 users on Display networks. As a result, if an audience with less than 500 users is synced to Google, it will not be served by Google Ads campaigns.
7. When the audience has been successfully synced to your Google Ads account, you can find it in the **Segments** section of the **Audience Manager** in Google Ads.
 8. The audience will initially be in **Populating** status. Once fully processed by Google, the audience size will be updated and you can start adding the audience to your campaign.



The screenshot shows the Google Ads Audience Manager interface. At the top, there's a navigation bar with 'Google Ads' and 'Audience manager'. Below that, a message says 'You're using the previous Google Ads design. Switch to the new design to experience a more focused and efficient Google Ads.' The main content area is a table of audience segments. The table has columns for Segment name, Creation date, Usage status, Type, Membership status, and audience sizes for Search, YouTube, Display, and Gmail campaign. The segments are categorized into 'Your data insights', 'Your data sources', and 'Settings'. Some segments are 'In-use', while others are 'Not in-use' or 'Populating'.

Segment name	Creation date	Usage status	Type	Membership status	Size: Search	Size: YouTube	Size: Display	Size: Gmail campaign	Source
<input type="checkbox"/> ksosnka_demo	Mar 20, 2023	In-use	Rule-based	Open	230,000	230,000	140,000	33,000	Google Ads tag
<input type="checkbox"/> Google Audience by Laks - Process this please	Mar 20, 2023	In-use	Website visitors Rule-based	Open	11,000,000	11,000,000	6,800,000	2,900,000	Google Ads tag
<input type="checkbox"/> laks google retargeting audience	Mar 20, 2023	In-use	Website visitors Rule-based	Open	23,000	23,000	13,000	5,900	Google Ads tag
<input type="checkbox"/> Copy of laks duplicate test1 - demo	Mar 15, 2023	In-use	Website visitors Rule-based	Open	18,000	18,000	9,700	3,900	Google Ads tag
<input type="checkbox"/> google audience test pricing [ZoomInfo] google audience test pricing	Feb 23, 2023	In-use	Website visitors Rule-based	Open	64,000	64,000	35,000	14,000	Google Ads tag
<input type="checkbox"/> Mohan Staging Test - Pricing Page Visitors	Feb 20, 2023	In-use	Website visitors Rule-based	Open	30,000	30,000	17,000	5,500	Google Ads tag
Not in-use									
<input type="checkbox"/> Mohan Test GAds 2 [ZoomInfo] Mohan Test GAds 2	May 11, 2023	Not in-use	Website visitors Rule-based	Open	Populating...	Populating...	Populating...	Populating...	Google Ads tag
<input type="checkbox"/> Pricing and Demo Page Visitors [ZoomInfo] Pricing and Demo Page Visitors	May 11, 2023	Not in-use	Website visitors Rule-based	Open	Populating...	Populating...	Populating...	Populating...	Google Ads tag
<input type="checkbox"/> Mohan Test for Processing Flow [ZoomInfo] Mohan Test for Processing Flow	May 3, 2023	Not in-use	Website visitors Rule-based	Open	1,100	1,100	1,300	540	Too small to serve
<input type="checkbox"/> test edit flow [ZoomInfo] test edit flow	May 3, 2023	Not in-use	Website visitors Rule-based	Open	7,400	7,400	15,000	4,000	Google Ads tag
<input type="checkbox"/> Mohan Test with Mary and Jess [ZoomInfo] Mohan Test with Mary and Jess	May 1, 2023	Not in-use	Website visitors Rule-based	Open	16,000	16,000	18,000	5,700	Google Ads tag

Note: Audiences pushed to Google Ads will be updated daily by Google based on your selected criteria.

View Campaign Performance Reporting

Once a campaign is launched in Google using the retargeting audience synced from ZoomInfo Marketing, you will see the campaign reporting in the ZoomInfo Marketing **Campaigns** page.

Campaigns New Campaign ▾

Active (5) Draft (0) Archived (0) @ Filters 1 Search Campaigns

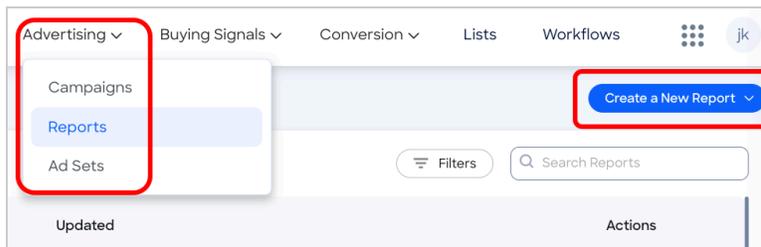
Campaigns	Created by	Channel	Accounts	Start	End ▾	Spend	Impressions	CTR	Influenced Accounts	Actions
> Pal.New-GA...			-	4/26/2023	Ongoing	\$1.36	2,551	0.63%	-	...
> Website tra...			-	3/7/2023	Ongoing	\$0.00	0	0.00%	-	...
> Mohan Test ...			-	2/28/2023	Ongoing	\$0.01	1,600	100.00%	-	...
> IT Solutions ...			-	2/1/2023	4/20/2023	\$117,641.11	12,322,334	0.08%	-	...
> EPIC Syste...			-	1/1/2023	3/31/2023	\$59,640.65	7,408,728	0.07%	-	...

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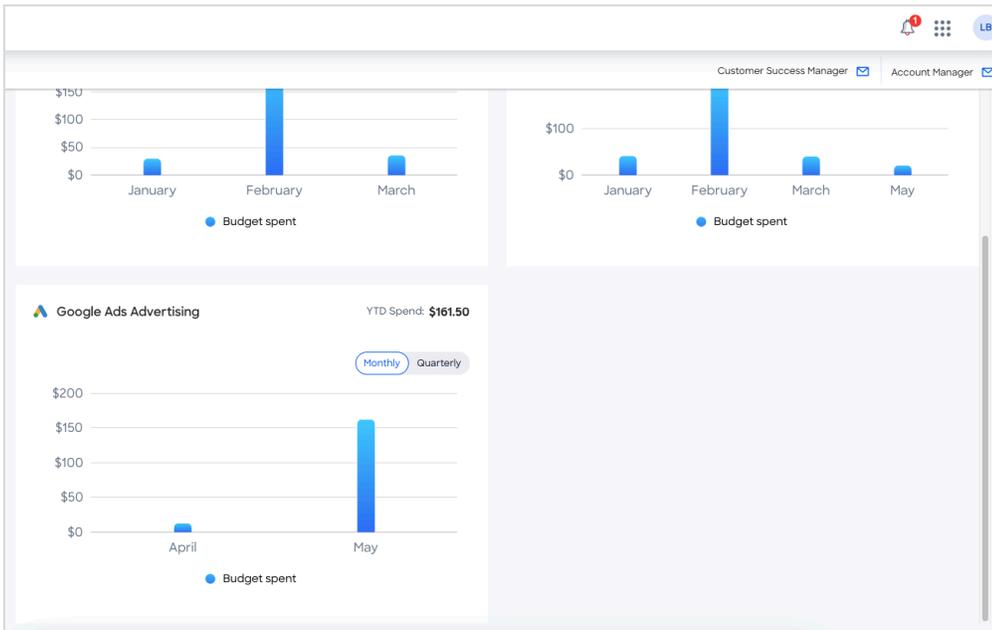
Note: There may be a two-day lag on campaign metrics between ZoomInfo Marketing and Google Ads. This is expected due to differences in metric syncing schedules.

You can also create a report to view additional campaign metrics.

1. Click **Advertising > Reports**.
2. Select a report type in the **Create a New Report** dropdown.



Finally, you can view the ad spend information for all Google Ads campaigns that utilize retargeting audiences synced from ZoomInfo Marketing. To do so, go to **Admin Portal > Usage > Ad Spend**.



Authorize User Access to ZoomInfo Marketing

To ensure users in your organization can connect to ZoomInfo Marketing:

1. Go to **Admin Portal > User Management > Users**.
2. Identify the users who should have access to ZoomInfo Marketing.
3. For each user's profile, select the appropriate ZoomInfo Marketing product from the **Subscription** dropdown.

* First Name	<input type="text" value="John"/>	Group	Assign to Existing Group New Group
* Last Name	<input type="text" value="Doe"/>	Is Admin	<input type="checkbox"/>
* Email	<input type="text" value="john.doe@companyname.com"/>	* Subscription	<input style="border: 2px solid red;" type="text" value="Select Product"/>
* User Name	<input checked="" type="checkbox"/> Set User Name equal to E... <input type="text" value="john.doe@companyname.com"/>	* User Credit Limit	<input type="text" value="-Select-"/>

4. Instruct the user(s) to log out and log back in. The user can now click the **ZoomInfo Marketing** option on the waffle menu to access the application.