

Tracking Success Story

Lulu B



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Project Overview

Meet the Client

Lulu B (lulub.co.uk) is a modern British demi-fine jewelry brand defined by considered design, timeless elegance, and everyday luxury. Founded over two decades ago by Lulu, who drew on her extensive retail career, the brand remains family-run and female-led.

Challenges

Low Data Accuracy

⚠️ Leads to weaker ad performance and misguided decisions.

Poor Attribution

⚠️ Misrepresents channel performance, leading to poor budget allocation.

Lack of GDPR Compliance

⚠️ Consent signals were not implemented, leaving the setup non-compliant and causing data collection gaps across platforms.

Objectives

High Data Accuracy

🚀 Reliable tracking improves ad performance and enables confident decision-making.

Improved Attribution

🚀 Clearer attribution shows the true value of each channel and boosts campaign performance.

GDPR-Compliant Tracking

🚀 Implemented proper consent management and signals, ensuring compliance while retaining as much data as possible.

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Initial Setup

Tracking Configuration: GA4, Google Ads, and Meta Ads all used Shopify's native integrations.

Tracking Method: The client relied on client-side tracking, which is vulnerable to being blocked by ad blockers, iOS privacy restrictions, and other tracking prevention mechanisms. This results in lower data accuracy and weaker attribution across marketing platforms.

GDPR Compliance: Consent was managed using Shopify's built-in banner, but user choices were not respected, and consent signals were not configured correctly. As a result, the setup was not GDPR compliant and led to data collection issues.

Solutions

Tracking Configuration: All tracking was centralized using Google Tag Manager (GTM) to manage all tracking in one place. We also leveraged Stape's app to implement e-commerce dataLayers, which relies on customer events.

Tracking Method: A custom server-side tracking setup was implemented using Stape. This approach enhances data accuracy, improves attribution, provides more control over data, allows for data enrichment, and even slightly improves site speed.

GDPR Compliance: Consent Mode was implemented using Cookiebot as the CMP. This ensures GDPR compliance, keeps marketing platforms functioning correctly, and retains as much data as possible.

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Project Results

 **Data
Accuracy**

100%

 **Accuracy
Improvement**

+25.3%

 **Attribution
Improvement**

+5.5%

Understanding Metrics

Data Accuracy: Measures the percentage of actual purchases that are successfully recorded in each platform. The data accuracy should be as close to 100% as possible, but we should also avoid inflated data.

Accuracy Improvement: Shows the percentage increase in data accuracy after the project, averaged across all marketing platforms.

Attribution Improvement: Shows the percentage increase in properly attributed events after the project. It reflects how many more events are now correctly assigned to marketing channels instead of being classified as unattributed (e.g., Direct or Not Set).

Overcoming Tracking Restrictions: Represents the percentage of users who use a tracking prevention system. While not all of these users necessarily block tracking right now, it reflects the potential for data loss.

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Data Accuracy

Project Outcomes

PLATFORM	BASELINE	PROJECT TARGET	FINAL OUTCOME	UPLIFT
GA4	70.7%	90%	100%	+29.3% events
Google Ads	~70.7%	90%	~100%	+29.3% events
Meta Ads	82.8%	90%	100%	+17.2% events

* The industry average is between 60% and 70%.

** The final outcome was calculated before consent mode implementation.

Business Impact

Ad Performance: With more conversion data, ad platforms can optimize targeting, bidding, and delivery more effectively, maximizing return on ad spend and reducing wasted budget.

Data Analysis: More data ensures we get the full picture, so we don't miss important insights and can more effectively analyze and optimize marketing and website performance.

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Attribution Improvement

Project Outcomes

PLATFORM	HEALTH	BASELINE	PROJECT TARGET	FINAL OUTCOME	UPLIFT
GA4	Direct	29.3%	<25%	23.8%	+5.5% attributed events

Business Impact

Ad Performance: Accurate attribution allows ad platforms to allocate credit to the right touchpoints, improving campaign targeting, bidding, and budget allocation. This leads to better return on ad spend and more effective use of marketing resources.

Data Analysis: When attribution is accurate, businesses can make informed decisions based on reliable data, optimizing future campaigns and improving overall marketing strategy.

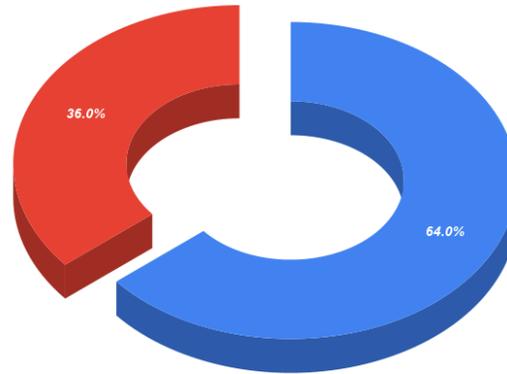
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Overcoming Tracking Restrictions

Project Outcomes

Note: We bypassed these restrictions with server-side tracking.



● Regular Users ● Use Tracking Prevention

Business Impact

Tracking Accuracy: Server-side tracking bypasses current tracking restrictions, ensuring high data accuracy and attribution.

Future Resilience: As tracking prevention systems evolve, server-side tracking provides a future-proof solution.

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Additional Improvements

Beyond measurable gains in tracking accuracy, attribution, tracking prevention mitigation, and site speed, the project delivered several structural and strategic improvements that significantly strengthened the overall tracking foundation.

New Events:

Added previously untracked events to capture key user interactions across the customer journey, enabling more granular segmentation and remarketing.

New Parameters:

Introduced additional parameters to enrich events with more context, supporting advanced remarketing and deeper analysis.

Clean Setup:

Simplified and standardized the tracking setup by removing legacy issues, reducing complexity, and ensuring clear ownership and long-term scalability.

Integrations:

Aligned analytics and advertising platforms to ensure consistent event logic, reliable data flow, and platform readiness.

Data Enrichment:

Enhanced events with additional first-party and contextual data to improve attribution, audience building, and performance optimization.



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Client Experience



"Working with Igor at DataWiz was a straightforward and highly productive experience. We were facing challenges with tracking setup issues, and Igor quickly resolved them. He has significantly improved our data quality and tracking across GA4, Google Ads, and Meta. We're very pleased with the results and would highly recommend his services. Thank you, Igor!"

Mia J.

Head of Marketing