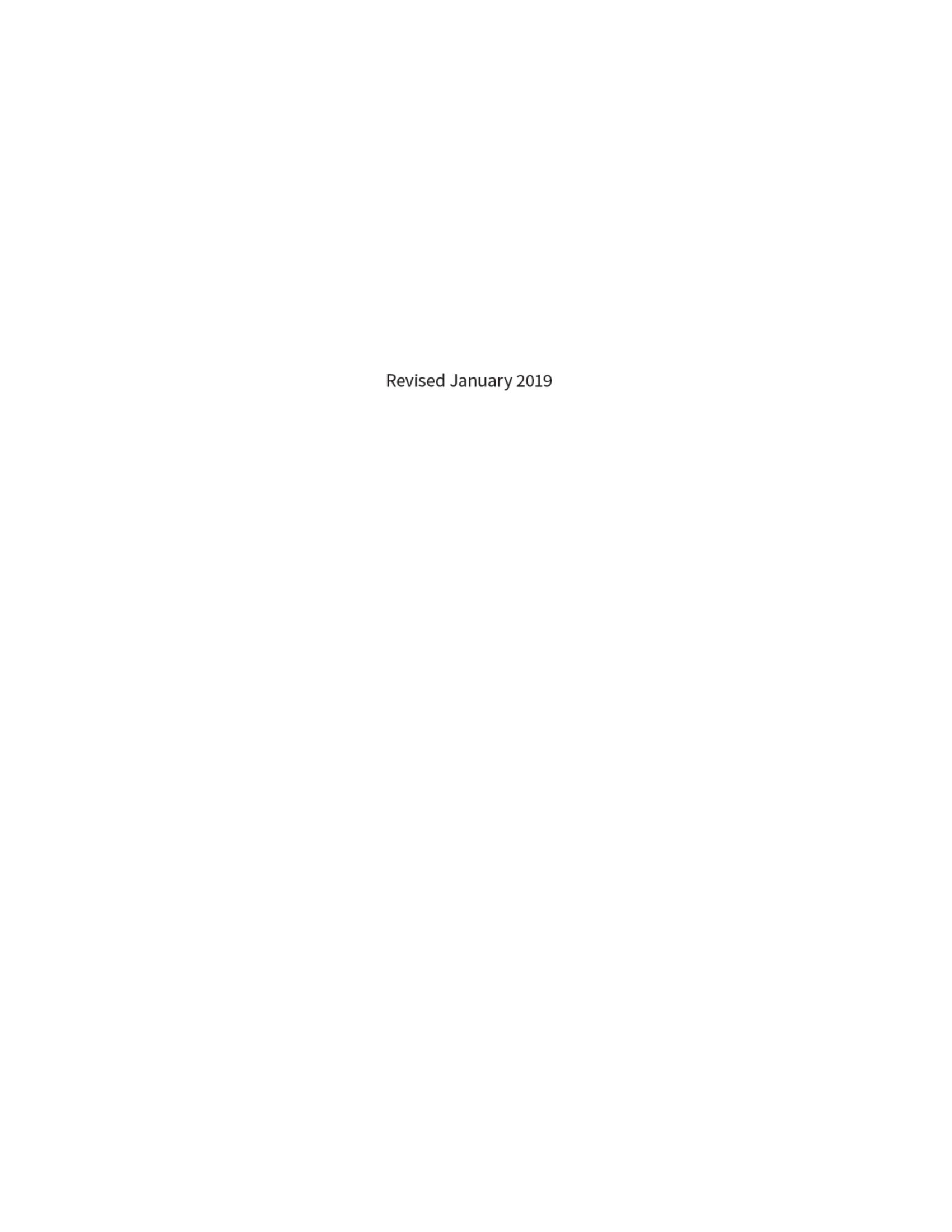




# Style Guide





# Style Guide

#### **Brand Identity**

Digital Markating

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The average adult in the United States is exposed to 4,000 – 20,000 brands a day. By the end of the day, most people can recall about 12. In a busy world, humans have an incredible ability to filter out clutter.

# Digital Marketing at AliMed

Website, Email, Social Media, Paid Search, and CSE

The ecommerce team is responsible to explore options that engage, enhance, organize, and simplify our customer's digital experience while remaining cost effective. AliMed online allows the brand to compete and exist on technological channels of communication that engage new and old customers at their personal convenience. These channels require user interaction that allows us to easily track how customers use our content and, equally as important, what they don't use.

Ecommerce seeks to simplify the complex and overwhelming information found in AliMed's traditional marketing channels by giving each product, resource, and campaign more space to easily communicate the AliMed message. We continually perform A/B testing and monitor user interactions to understand what our customers want and expect. By being responsive in real-time, we can reduce clutter, organize priorities, and cultivate more meaningful relationships.

We believe healthcare organizations prefer their professionals spend more time performing life-altering work that generates profit and less time shopping. By simplifying their experience, we hope to encourage a long-lasting relationship that builds trust and loyal customers.

AliMed, challenged by unique B2B healthcare obstacles, strives to stand out and be remembered.

## **Colors and Typography**

## **Online Colors**

#### AliMed's digital brand colors are blues, grays, and occasionally red

Colors are variations based on traditional print pieces.



Black 100K

HEX #000000 RGB: 0, 0, 0

Text in banner and images



AliMed Gray Text: HEX #333333;

RGB: 51, 51, 51

CMYK: 69C, 63M, 62Y, 58K

Coded fonts in website and emails



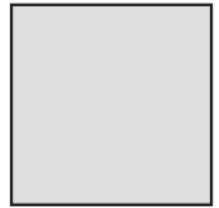
**Dark Gray:** 60C, 51M, 51Y, 20K

HEX #666666 RGB: 102, 102, 102



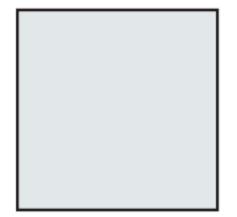
*Gray:* 35C, 28M, 28Y, 0K

HEX #AAAAAA RGB: 171, 171, 171



*Mid-Gray:* 12C, 9M, 10Y, 0K

HEX #DDDDDD RGB: 221, 221, 221 Borders/Rules



*Light Gray:* 5C, 3M, 3Y, 0K

HEX #EFEFEF RGB: 239, 239, 239 **Backgrounds** 

## **Colors and Typography**

## **Online Fonts: Source Sans Pro**

Source Sans Pro – A Google Free Sans-Serif Font (https://fonts.google.com/)

Main font: Source Sans Pro, sans-serif

Creative images can use any variation of Source Sans Pro

Do not change font-sizes or line-heights when coding with: <h1>, <h2>, <h3>, , , , > Complimentary font: Times New Roman, serif (usually italic or bold italic)

**AliMed Light Cyan:** HEX #DFEFFC

RGB: 26, 68, 125 CMYK: 11C, 2M

Alimed CMYK: 5 or 10% of 100C

AliMed Blue: HEX #0068B3;

RGB: 0, 104, 179 CMYK: 91C, 59M 1Y

AliMed CMYK: 100C, 56M

AliMed Navy: HEX #12437E;

RGB: 18, 67, 126

CMYK: 100C, 83M, 24Y, 8K

**AliMed Cyan:** HEX #00AEEF;

RGB: 0, 174, 239 **CMYK: 100C** 

AliMed Red: HEX #D52321;

RGB: 213, 35, 33

CMYK: 11C, 98M, 100Y, 2K Alimed CMYK: 100M/100Y;

#### **Photography**



## **Editorial Photography**

Most photo shoots happen in AliMed's photo studio. It has the equipment to create a nursing home room and a hospital room. Sometimes we combine in-use or editorial shots with stock purchased backgrounds.

For the web, use simple images, cropped dynamically, that look genuine.

For all images – keep file size as small as possible and absolutely never use an image over 80kb. Goal is less than 40KB. [Possible suggestions to reduce a file size when it is challenging: Change backgrounds to white or a solid color. Tone down bright colors or minimize # of colors. Delete creatively added fades and shadows.]

## **Vendor Images**

AliMed uses many vendor images. Remember the exact same images are used by competitors. Sometimes, a unique crop can make a difference.

## **Stock Images**

AliMed uses stock images. Be aware these images can be used by any company or any person. Display them in a manner to reinforce the AliMed brand.

#### **Photography**



All images need to be isolated for the web and CSEs (like Amazon).

- Images should be 72 dpi, RGB
- Must be 1001 pixels or larger in either width or height at the longest side;
   the shortest side can be any size 1001px or less.
- Main product image needs to be an isolated product shot with a pure white background. Crop tightly to the product.
- Main image must show product only. (Not a graphic or illustration).
- Subsequent images, like in-use shots, can be graphics or have backgrounds.
   Crop all for best presentation but white space is built into the page template.
- Brave River's image processor will automatically resize image to 850px wide x 480px high for AliMed.com. Please crop tightly to the product or presentation.
- Images should be named with sku number (lowest number if a family of skus).
- Save as a .jpg file.

## **In-Use Photography**

A product manager should oversee photo shoots that show products in-use. Ensure props and positioning are authentic. Always know the product benefits before shooting. Display the image in a dynamic and compelling manner whenever possible.







#### **Banners**

Homepage Banner: Larger size: 1200px x 300px. This size banner uses copy in html code on left.



Left 800px is saved for copy added by code. In this 1 location only, hard coded breaks are acceptable if you need extra room or if it looks odd. Test scalability to make sure it looks okay live at all sizes.

Always have short headlines: 10 words or less for headline + subheadline. 8 words or less for just a headline

1200px wide, 300px high. Built to size with resolution 300px/inch – fonts should be 16pt, 12pt, or 8 pt.

- If you build an image at a higher quality or larger scaled size, do the math to match font sizes above.
- Try not to edit an image built to size at 72dpi quality is bad.

Only use: <h1>, <h2>, <h3>, . Color change is the only css change allowed.

Bottom right corner has ellipses (white and red) that control carousel. It will cover image beneath. 3 max.

• If there is white or Red under dots they will not be seen. Do not do this - users want to easily control the carousel.

Save for web when done. Play with quality to minimize overall size but always retain good quality. Keep file sizes as small as possible to maximize site speed. Never make a banner over 80KB. Goal is under 40KB. Use jpg, png, or gif when appropriate.



Save a smaller version with copy layer visible (800px wide, 200px high). Banners swap at a certain size for smaller devices and coded copy will disappear.

**Email Banners:** 600px wide x 150px high. Built to size with resolution 300px/inch – fonts should be 16pt, 12pt, or 8 pt. Short headlines rule should still apply.



#### **Banners**

## All Banners - Keep them simple.

Banners on AliMed.com are intended to make an impact, be memorable, and hope the customer does something: search for a product, remember it, click it, etc...

We do not want a customer to over analyze or interpret a banner. The main objective is to get a user to a page where they can add to cart. The faster the better.

Always have short headlines: 10 words or less for headline + subheadline. 8 words or less for just a headline

Fonts must be Source Sans Pro. Preferably black or white. Sometimes AliMed Red or AliMed Blue. They can be Uppercase or Upper and Lower depending on readability.

Large, cropped, dynamic images are recommended.

## Static Banners: Does not revolve. No arrows or ellipses.



**Revolving Banners:** Limit 3 to a carousel. Leave room for arrows to accomodate smallest size: 200px from sides, 133px down, 51px high. A little extra space would be better.

(If needed, only use a rule on the bottom. Outline below is to show sizes and locations of arrows.)



## **Static and Revolving Banners Above**

1500px wide, 300px high

Original should be built to size with resolution 300px/inch – fonts should only be 16pt, 12pt, or 8 pt.

- If you build an image at a higher quality or larger scaled size, do the math to match font sizes above.
- Try not to edit an image built to size at 72dpi quality tends to be bad.

Always save and keep hi-res layered file as a psd or tif.

Save for web. Play with quality to minimize overall size but retain good quality. Keep file sizes as small as possible to maximize site speed. Never make a banner over 80KB. Goal is under 40KB. Use jpg, png, or gif.

#### **Buttons**

## **Buttons: Assorted dimensions**

Some web image buttons are other dimansions, but standard sizes depending on where they belong. All images on a page need time to load. Try to keep them under 40KB if possible. Less is better.



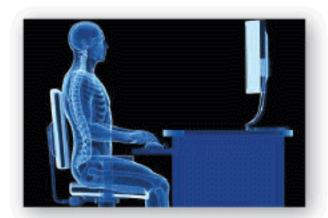


Landing Pages: Depending on assortment of product images use consistent size that would look best.

400px square -or -300 high x 400 wide.



Video: Screenshot from movie. 400px wide x 225px high



**Blog:** Article images also thumbnail buttons. **400px wide x 267px high** 



**Product Page:** Product Sheet button. **216px wide x 280px high** 



Specialty Area Category: Products only. 300px Square

#### **Website CTA Buttons:**

**Buttons that use code:** Copy buttons are AliMed Blue #0068b3 and on hover become AliMed Navy #12437e. **On homepage:** buttons are AliMed Cyan #00aeef. The bottom 2 buttons have an AliMed Blue hover #0068b3. Text is always white over dark backgrounds.

**CHOOSE OPTIONS** 

**CHOOSE OPTIONS** 

**SHOP PRODUCTS NOW** 

#### **Email CTA Buttons:**

**Buttons that use code:** Copy Buttons are #12437e with white text, no hover color change. They should be approx 56px tall, length varies (based on copy).

SHOP ALL INFECTION CONTROL

SEE THE ALISTRAP DIFFERENCE!

**SHOP NOW** 

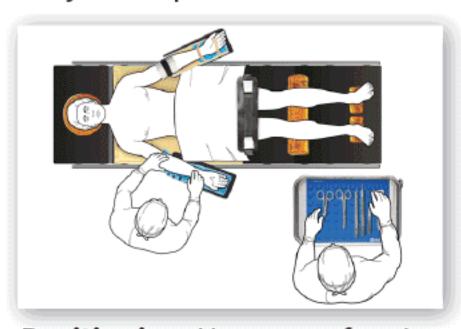
#### **Buttons**

## Web Buttons: 600px wide x 400px high

Most web image buttons are 600px wide by 400px high. Try to keep size of images as small as possible. All images on a page need time to load. Try to keep them under 40KB if possible. Less is better.



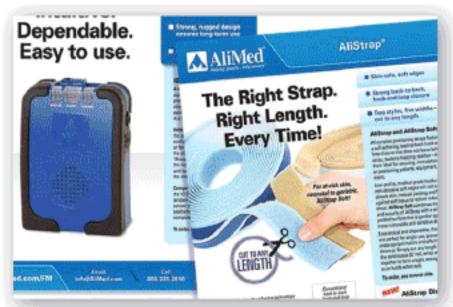
**Special Offers:** Use graphic or version of the sale banner.



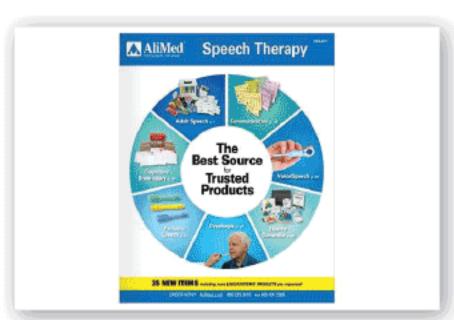
**Positioning:** Use crop of main graphic from page .



**Specialty Area:** Preferably an in-use image with person.



**Resources:** Use descriptive image or graphic.



eCatalog: Catalog Cover – centered like current buttons.



**FAQ:** Use appropriate related image or graphic.



**Free Samples:** Dynamic image of product.



**Specialty Resources:** Use appropriate image or graphic.



**Specialty Subpages:** Image or Graphic. Short copy if need to fill space.



Custom Products Button With Hover Effect: Repurpose existing code for hover effect. Use 2 images: (1) Illustration in 100% cyan. (2) Real Photo.

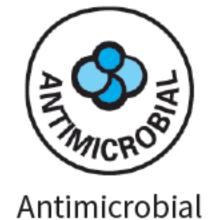
#### **Icons**

## Print Icons for digital media:

Most catalog icons are here: InDesign Library location: JOBS/Templates & Masters/Catalogs/Libraries. Unless a registered trademark, change text to Source Sans for all digital projects.

Unless it is a regularly maintained banner or email - no graphic should ever contain copy indicating a sale, price, or new item. It is too easily forgotten and then becomes obsolete.

















Pedi Sizes











PDAC Approved

Prescription Required

935492 signs ASTML (Industry standard)

5 year warranty

















## All Print to Digital Content: (For Graphics and Text on all Channels)

Never use page numbers, prices, references to catalog locations, and do not use "View at AliMed.com". Words like NEW should be used at discretion, only on short term graphics, with predetermined end dates.

#### **Images**

## **Resource List Pages:**

Resouce pages with lists for links:

2 image examples with shadows.

Top overlapping at an angle.

Fade to white on right.

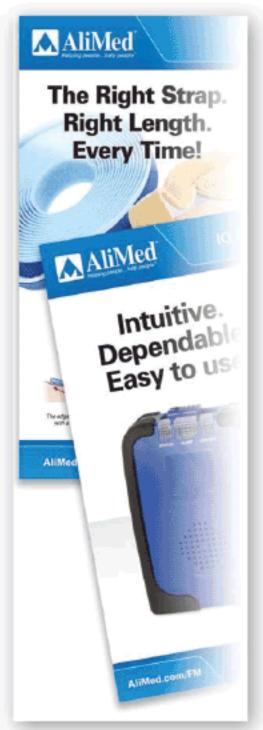
Float left on page.

Use code on existing pages to keep correct column widths.

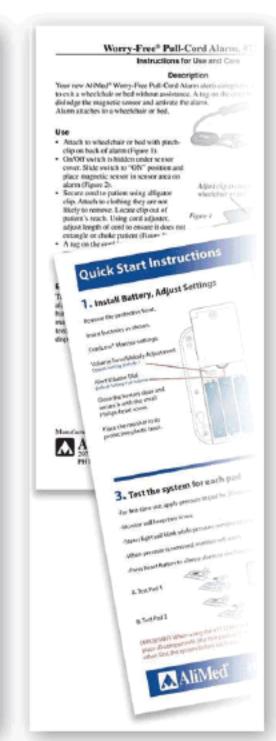
Use existing image as a template if needed.

300px wide x 903px high









## **News/Press Releases:**



News Release Logo: Copy logo from a pre-existing news release for consistent size.

366px wide x 161 px high

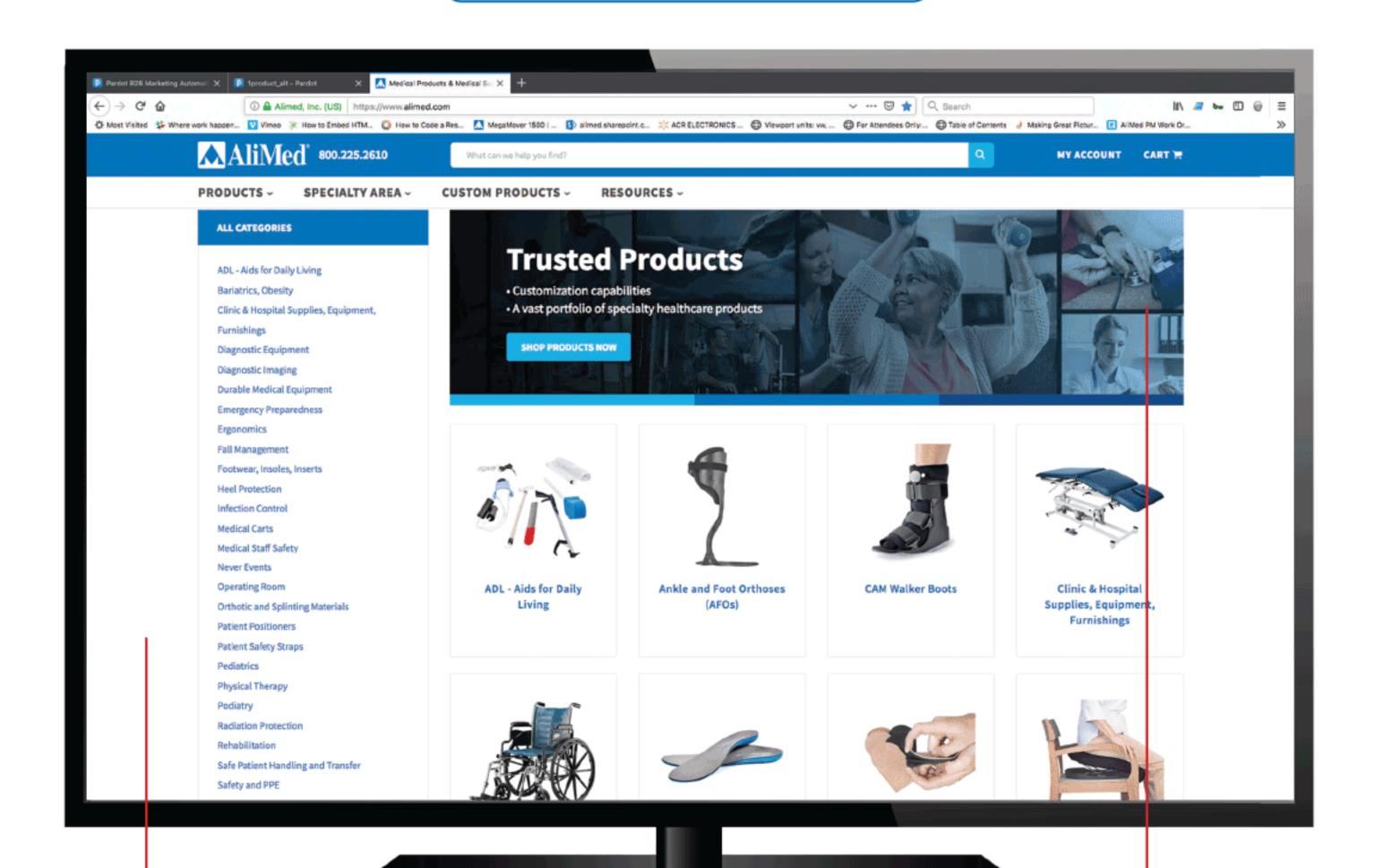


News Release 2nd Logo:
If a second logo is needed in a press release.
366px wide by any height – Resized by template.

Landing Page Images: Sizes vary depending on layout.

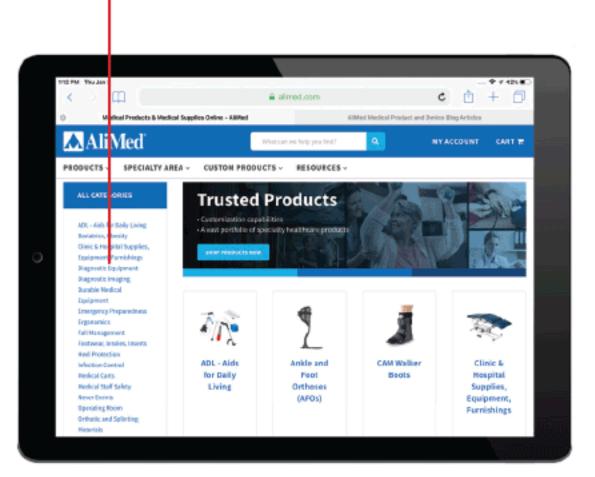


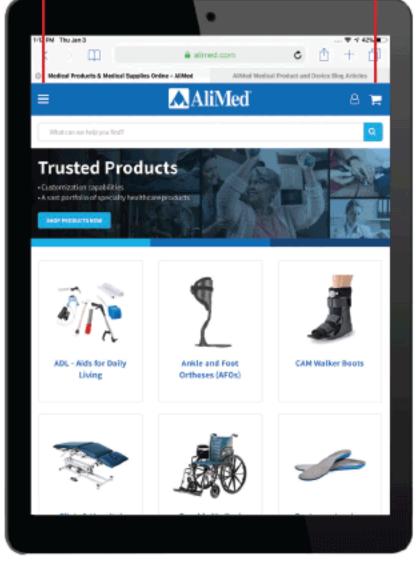
#### **Home Page**



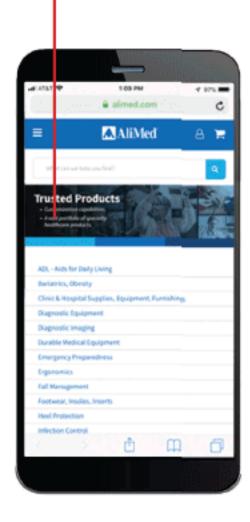
Homepage showdown appears on computers and wide devices and fills phones. Hamburger menus are used on narrow devices instead of nav bar categories.

Easily recognizable icons replace copy on narrow devices.





2 banners are built for the homepage.
A smaller one is used for small devices like phones.

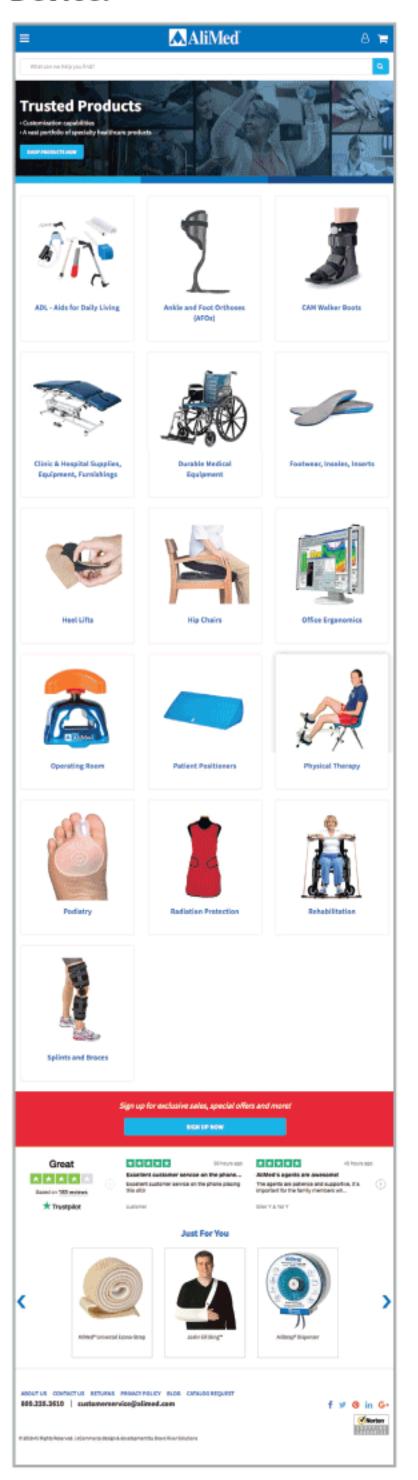


## **Home Page**

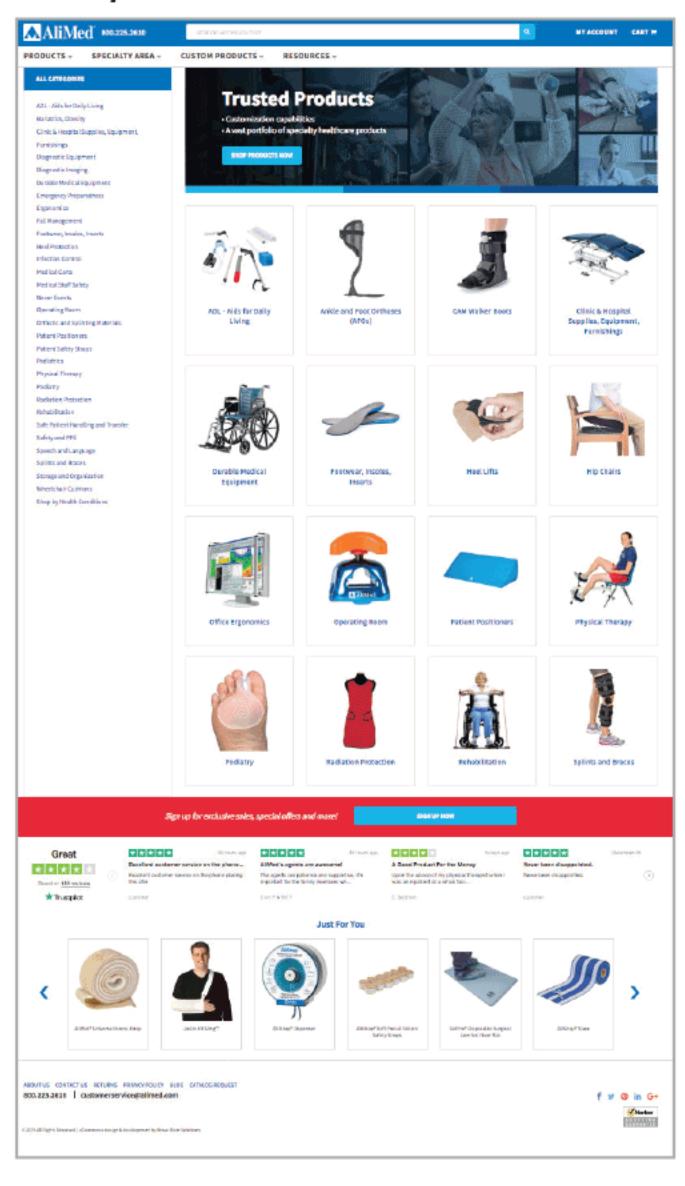
#### Phone:



#### Device:

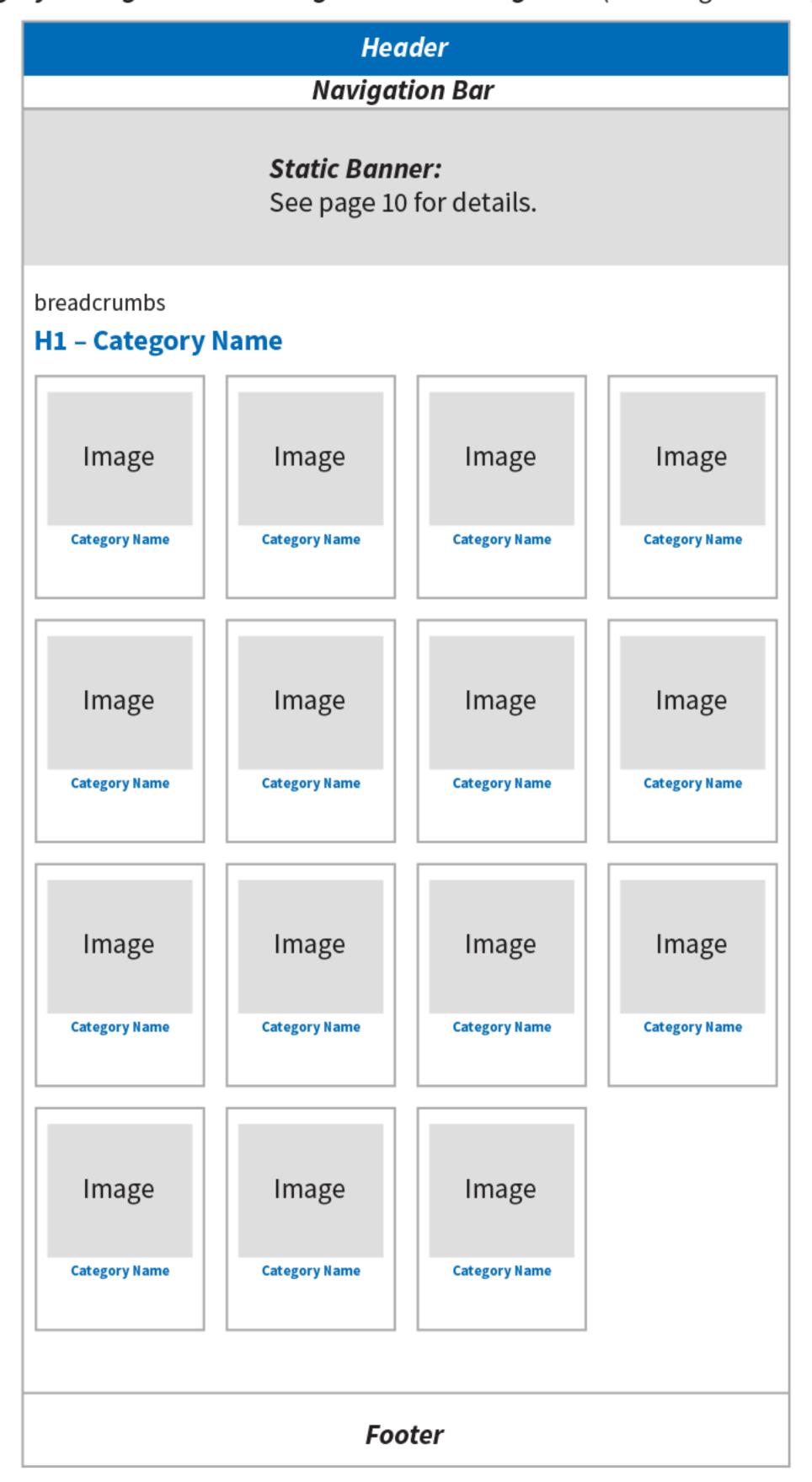


#### Desktop:



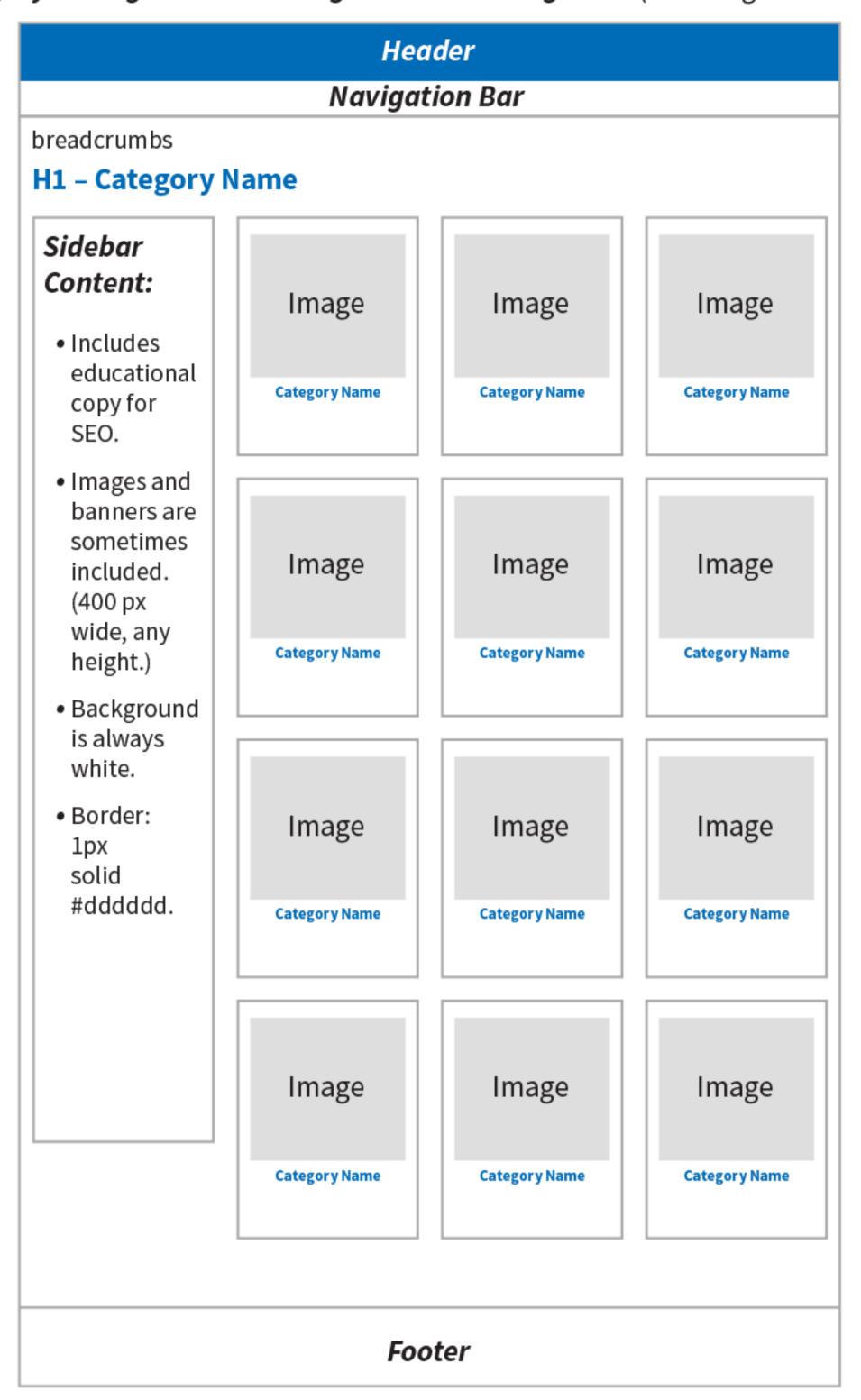
## **Category Pages\***

4 Columns Across or 3 Rows Across with Sidebar: Static Banners & sidebars are goal for all categories. Responsive pages: Columns reduce. Smallest screen 1 across, banner disappears. Boxes shadow on hover. CMS: Store > Category Manager. Use to change or create categories. (Cat Images show products only.)



## **Subcategory Pages\***

3 Rows Across with Sidebar or 4 Columns Across: Static Banners & sidebars are goal for all subcategories. Responsive pages: Columns reduce. Smallest screen 1 across with sidebar below. Boxes shadow on hover. CMS: Store > Category Manager. Use to change or create categories. (Cat Images show products only.)

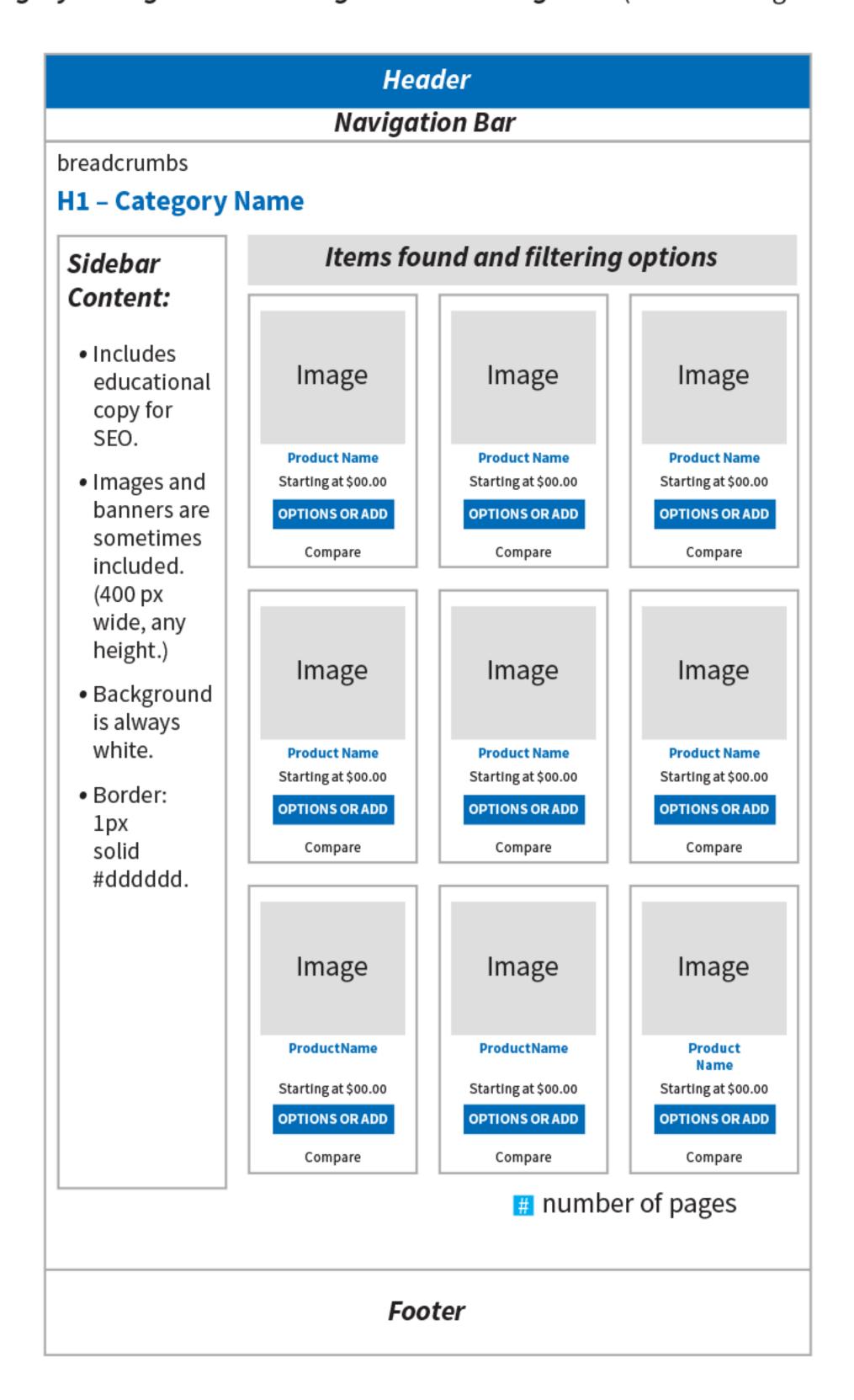


<sup>\*</sup>Category and Subcategory pages share a template. Hierarchy is the only distinction.

## **Category Product Pages**

**Product Level Category:** Sidebar optional. Click within product border to go to product page. Compare option. **Button Options:** 1) Add to cart: directly 2) Choose Options: if more than 1 sku.

**Responsive pages:** Columns reduce. Smallest screen 1 across with sidebar below. Boxes shadow on hover. **CMS: Store > Category Manager. Use to change or create categories.** (Product images show product only.)



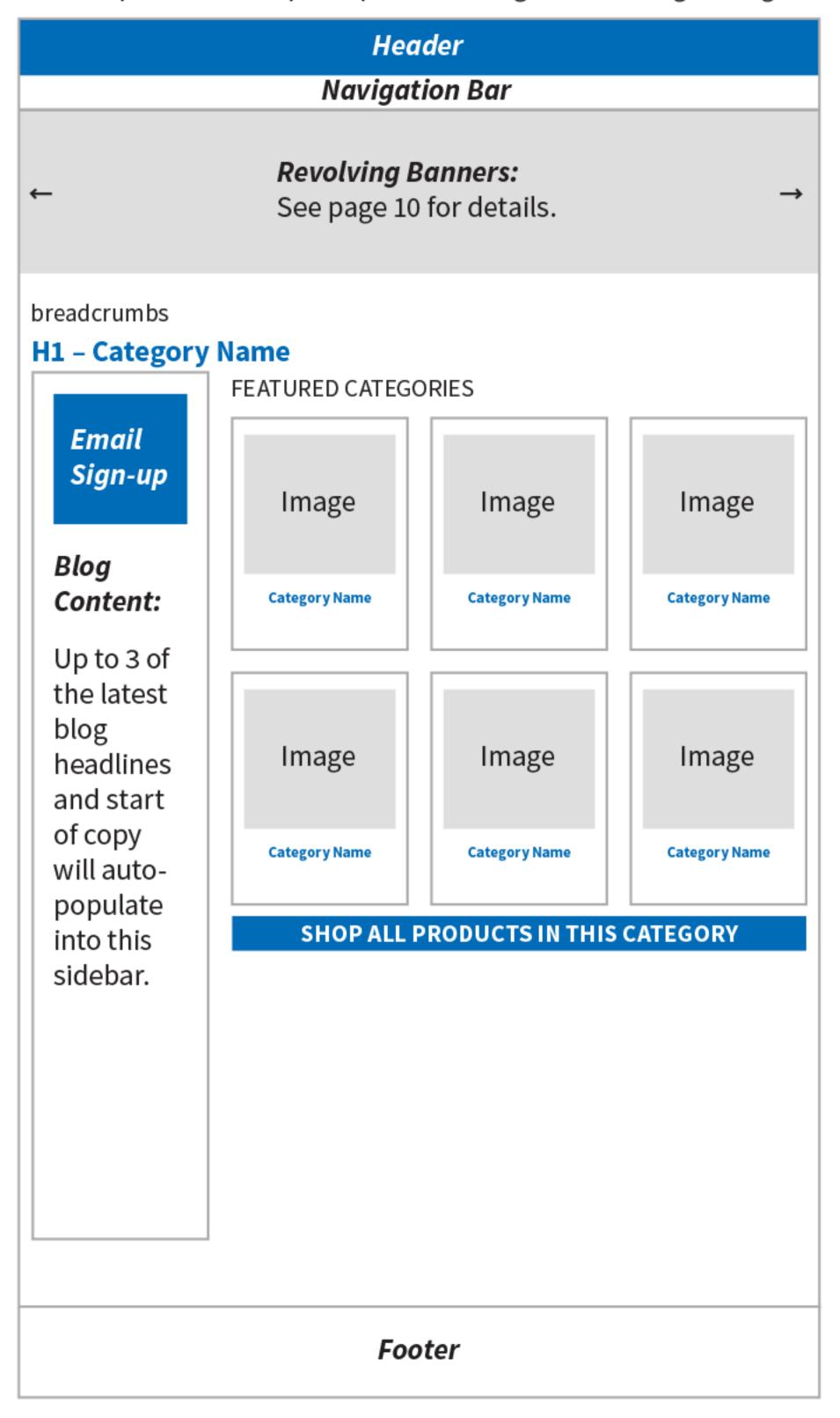
## **Specialty Pages**

Categories for Target Customer Groups: 3 banners (max). Would prefer 9-12 featured categories.

**Responsive pages:** Columns reduce. Smallest screen 1 across with sidebar below. Boxes shadow on hover. Banner stays but gets smaller.

CMS: Content > Add New Page or View Pages. Page Layout: Specialty Layout.

These pages are specific templates that require specific coding. Use existing coding as a reference.



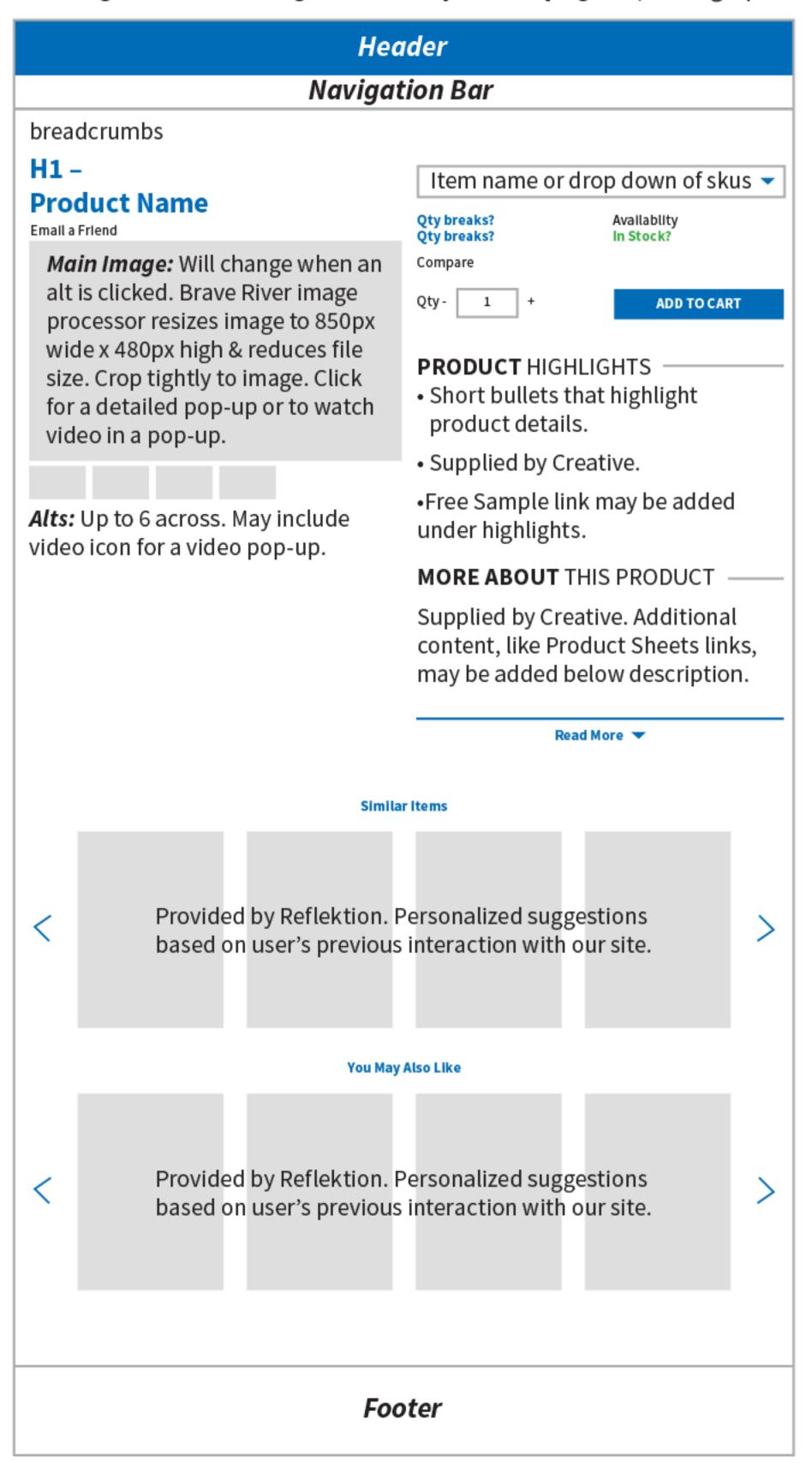
#### **Product Pages**

**Product Level Category:** Sidebar optional. Click within product border to go to product page. Compare option.

Button Options: 1) Add to cart: directly 2) Choose Options: if more than 1 sku.

Responsive pages: Columns reduce. Smallest screens are 1 across with sidebar below.

CMS: Store > Product Manager. Use to change or create product pages. (Pricing updated through AX.)



#### **Resource Pages**

- 2 Main Resource Landing Page Layouts: Reuse existing code if possible to keep consistent "template".
- 1. The basic buttons across. 2. Two columns: image on left with right fade; link list on right.

Responsive pages: (1) Columns reduce. Smallest screen 1 across. Boxes shadow on hover.

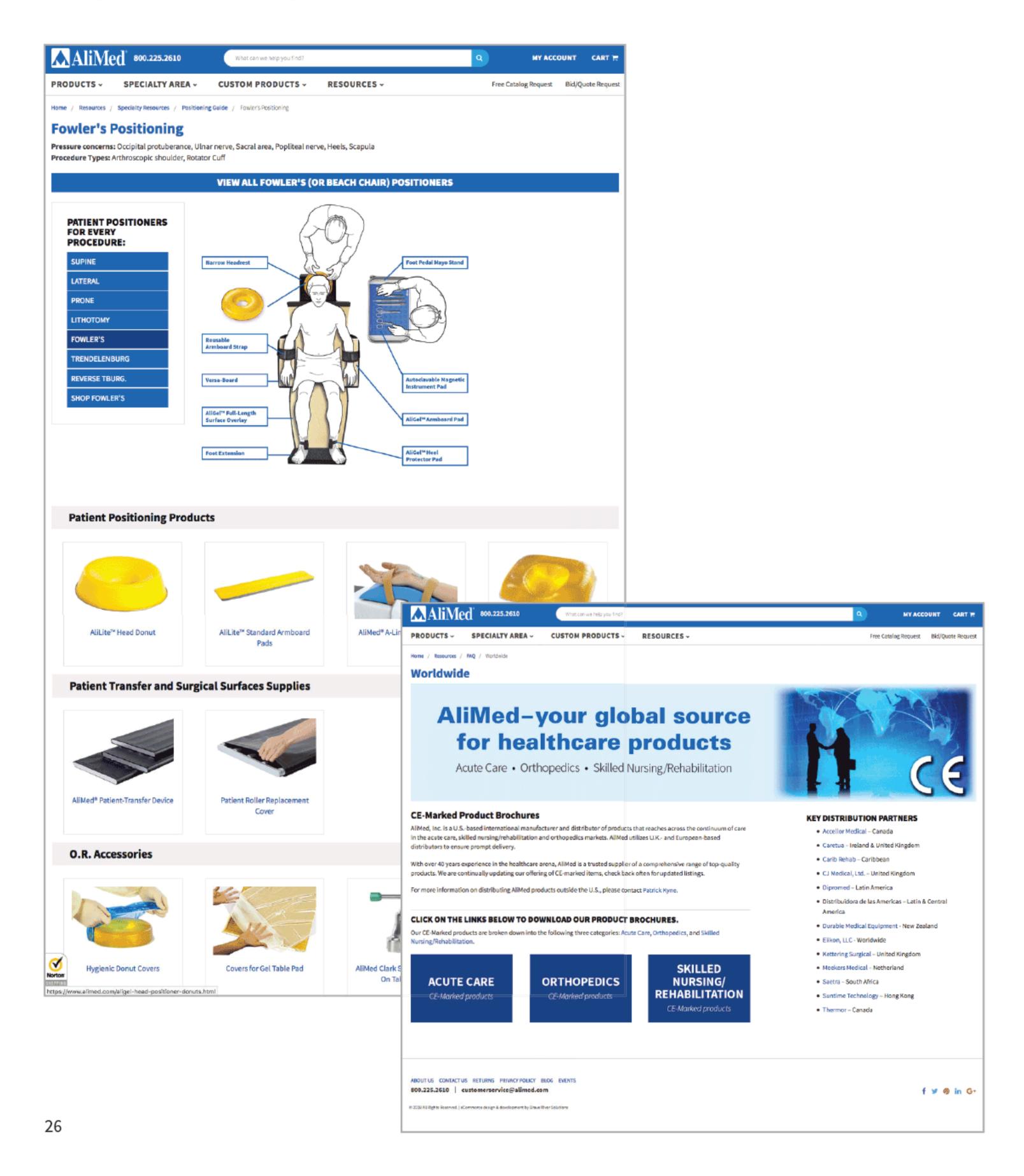
CMS: Content > Add New Page or View Pages> Page Layout: Single Column Template.

If linking a page to a resource page it must be manualy added.



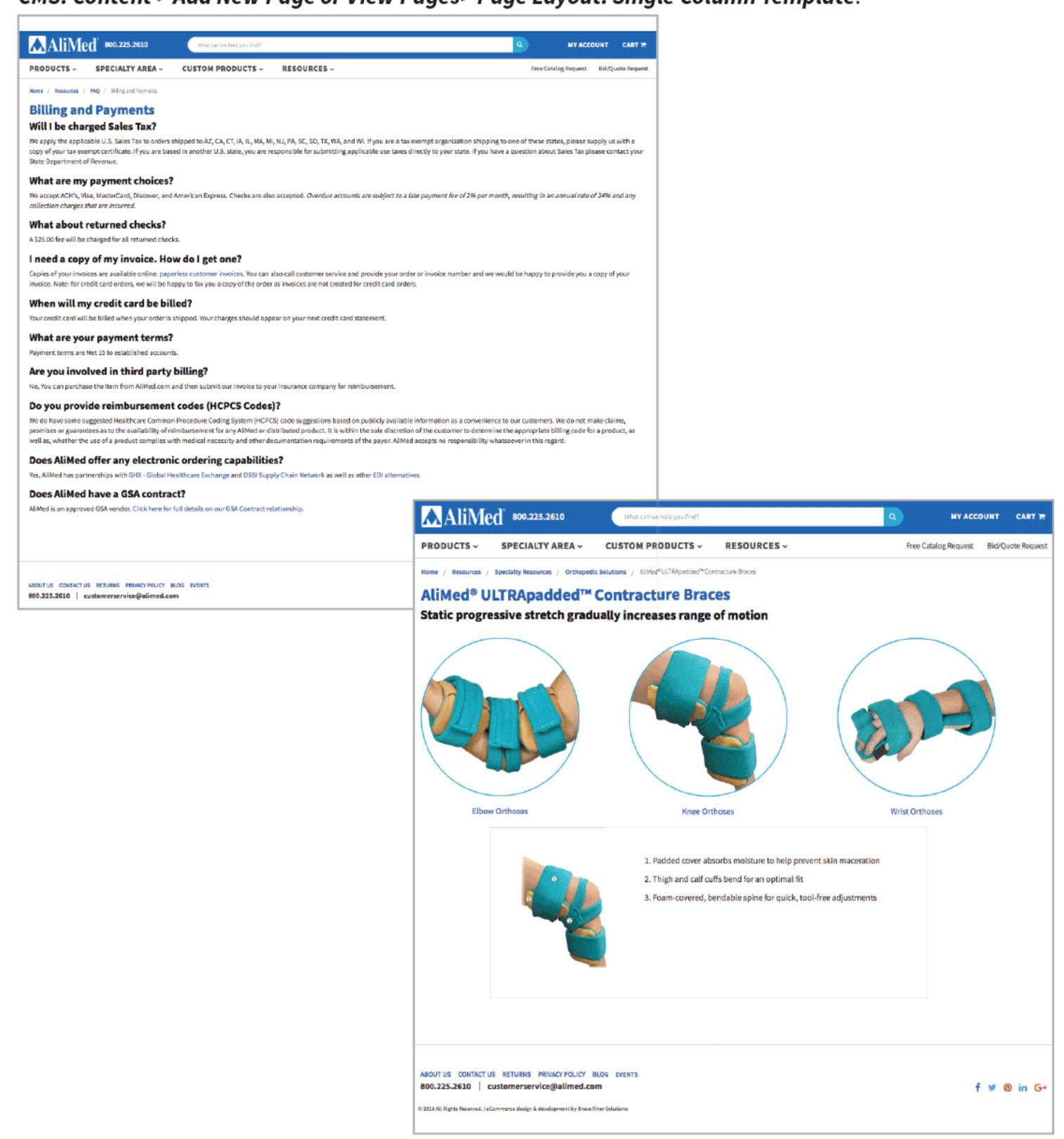
### **Landing Pages**

Landing pages can be unique if there is a purpose. Or they can be templated like resource pages. (Page 25.) All pages must be built/designed to be responsive and be an extension the AliMed brand.



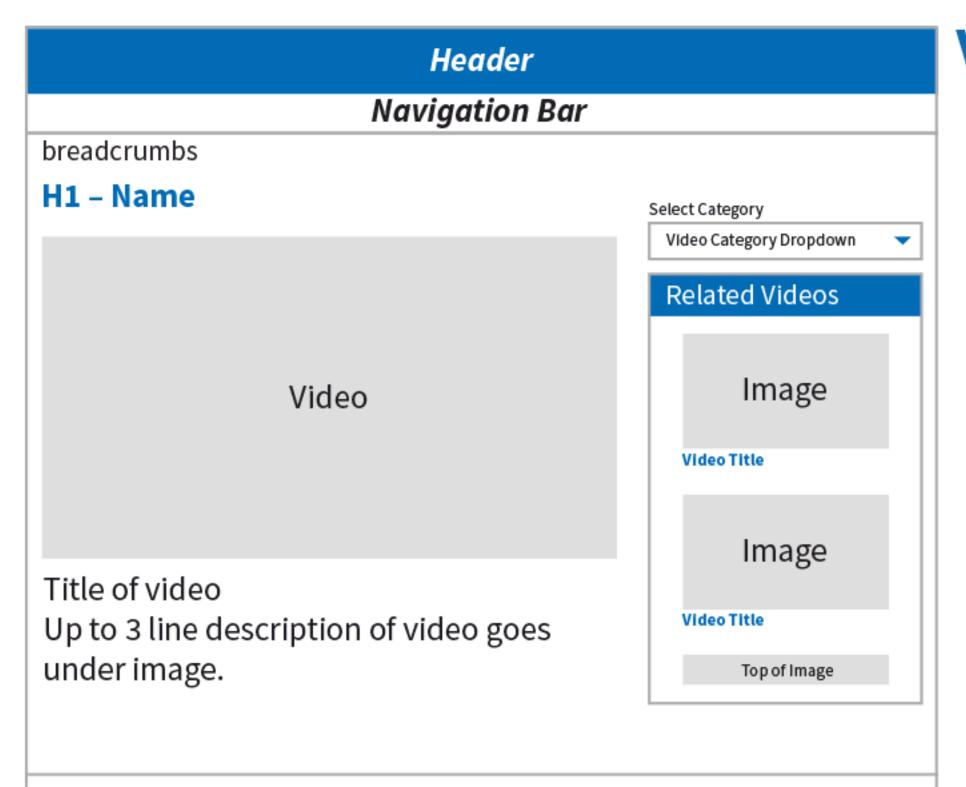
#### **Landing Pages**

Reusing elements will help maintain the AliMed.com look and feel: Add shadows on hover to boxes. Try to reuse column widths. If possible resize responsive at the same widths. Never change font sizes with css. CMS: Content > Add New Page or View Pages> Page Layout: Single Column Template.



#### Video

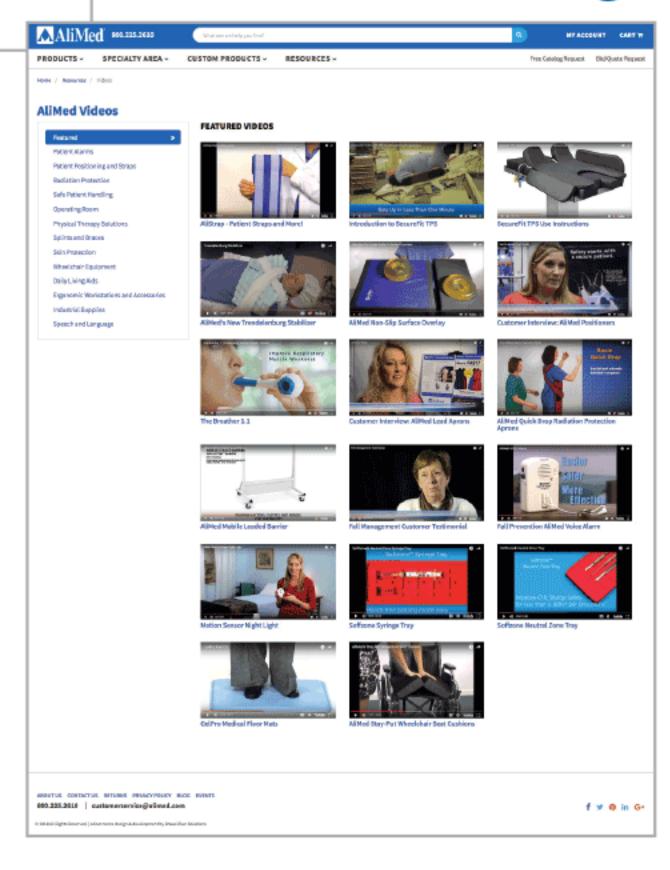
**CMS:** Multimedia > Videos: After uploading video to YouTube you can add a new video. Enter info into boxes provided and the information will populate where it needs to go – filling required predetermined templates automatically.



Footer

## **Video Page**

## **Video Main Page**



#### **Blog/Articles**

CMS: Content > View Articles: Create new using Blog Layout. Do not "Allow Comments" or "Show Authored By" - uncheck them. DO NOT upload image in Page Image. Image is added in code. DO add image in Article Preview Image – it adds blog to the main Blog Page. Use existing code on old blogs unless a new layout is requested or needed.



SIGN UP NOW

Hand Protection: Why it Matters

#### **Custom**

CMS: Content > View Pages. If adding to the custom page reuse existing code.

Button With Hover Effect: Use 2 images: (1) Illustration in 100% cyan. (2) Real Photo.

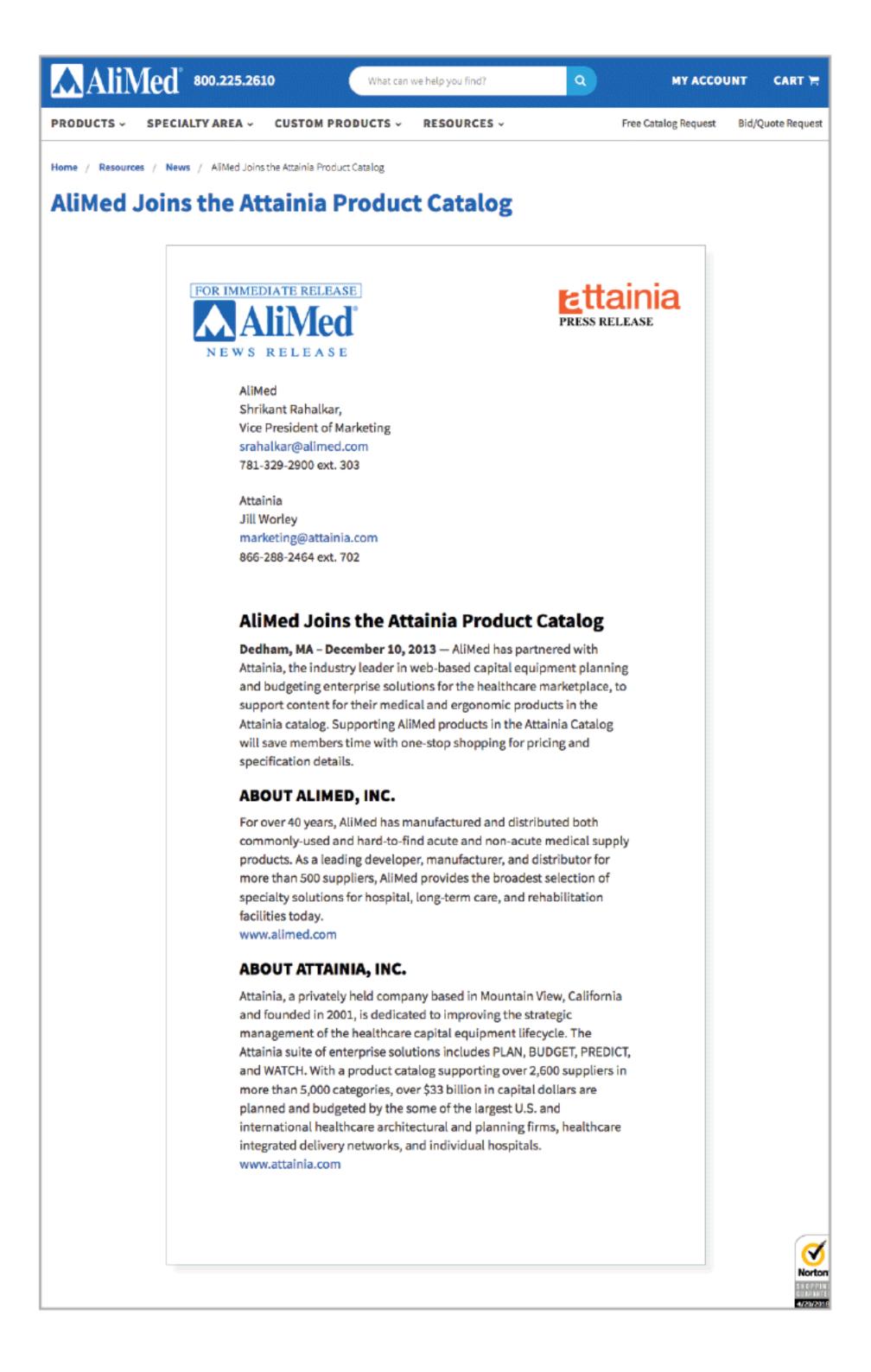
All other elements are set up to resemble a 4 column Resource Page.



#### **News/Press Releases**

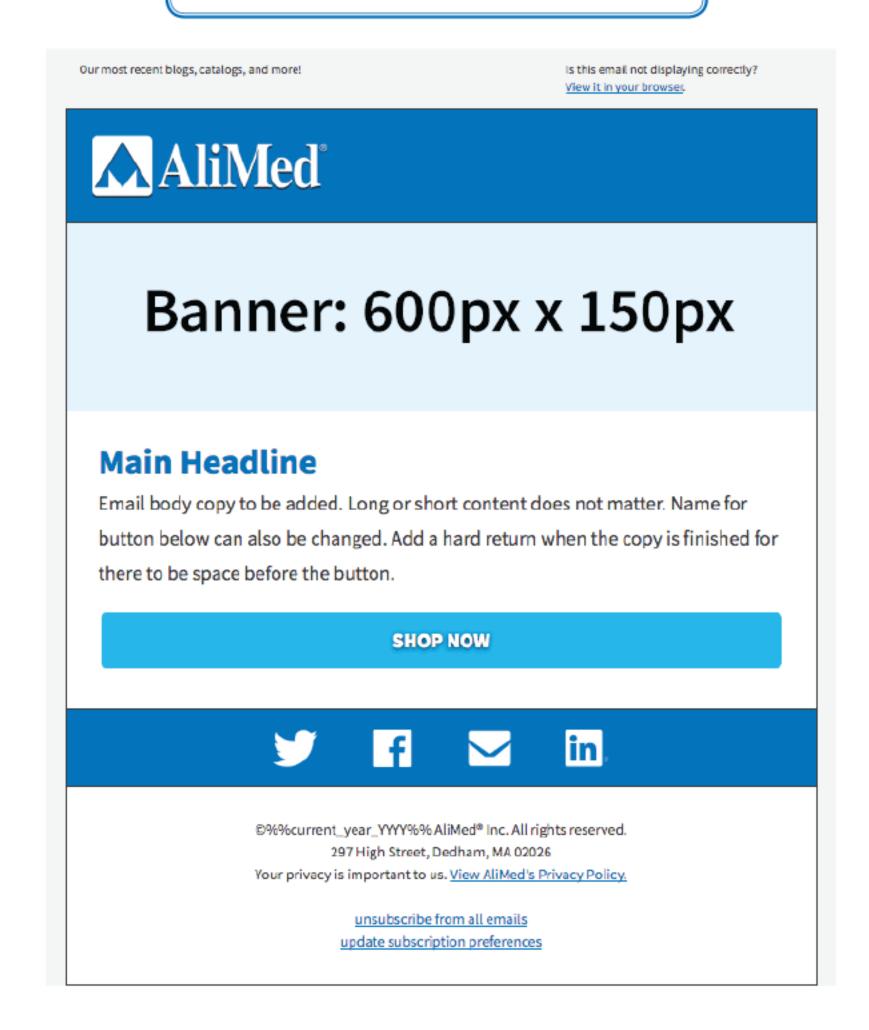
#### CMS: Content > Add New Page or View Pages> Page Layout: Press Release.

Page image is News Release logo. (Copy from an existing page and reuploaded with browse button.) Add heading. Page content will be 2nd logo if one exists. Second Block is Contact info. Third block is copy.





## 1 Product/Promotion



## 1 Product w/alt

Our most recent blogs, catalogs, and more!

Is this email not displaying correctly? View it in your browser.



## Banner: 600px x 150px

#### Extremely gentle. Exceptionally strong.

- Soft, skin-safe hook-and-loop immobilizes even your most combative patients
- Avoid unforeseen complications like line pulling or restless or agitated movement
- Keep patients and staff safe from pre-op to post-op for better outcomes

**Image** 250px x 150px

**SHOP NOW** 









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#### 2 Products

Our most recent blogs, catalogs, and more!

Is this email not displaying correctly? View it in your browser.



## Banner: 600px x 150px

#### **Main Headline**

Email body copy to be added. Long or short content does not matter. Name for button below can also be changed. Add a hard return when the copy is finished for there to be space before the button.

#### **SHOP NOW**

## Image 250px x 150px

#### **Product Name**

Lorem ipsum dolor sit amet consectetur incididunt ut labore et dolore magna aliqua elit sed do eiusmod.

SHOP NOW

## Image 250px x 150px

#### **Product Name**

Lorem ipsum dolor sit amet consectetur incididunt ut labore et dolore magna aliqua elit sed do eiusmod.

SHOP NOW









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## 2 Products w/ Bullets

Your budget: Use it, don't lose it

Is this email not displaying correctly? View it in your browser.



## Banner: 600px x 150px

#### Capitalize on your capital spending budget

Plan your year-end purchases now and make the most of your remaining budget. With a variety of flexible ordering and payment options, AliMed makes it easy to manage your end-of-year spending.

## Image 250px x 150px

#### **Patient Positioning**

- SecureFit® TPSPositioning System
- Gel Positioning Sets
- Soft Rollboards
- A-Line Support Splint

## Image 250px x 150px

#### O.R. Accessories

- Leg Holder
- Patient Safety Straps
- Bariatric Nissen Straps
- Bariatric Straps









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## 3 Products/Newsletter

Our most recent blogs, catalogs, and morel

Is this email not displaying correctly? View it in your browser.



## Banner: 600px x 150px

#### **Main Headline**

Email body copy to be added. Long or short content does not matter. Name for button below can also be changed. Add a hard return when the copy is finished for there to be space before the button.

#### **SHOP NOW**

Image 150px square

#### **Product Name**

Lorem ipsum dolor sit amet consectetur incididunt ut labore et dolore magna aliqua elit sed do eiusmod.

SHOP NOW

Image 150px square

#### **Product Name**

Lorem ipsum dolor sit amet consectetur incididunt ut labore et dolore magna aliqua elit sed do eiusmod.

SHOP NOW

Image 150px square

#### **Product Name**

Lorem ipsum dolor sit amet consectetur incididunt ut labore et dolore magna aliqua elit sed do eiusmod.

SHOP NOW









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#### **4 Products**

Our most recent blogs, catalogs, and more!

Is this email not displaying correctly? View it in your browser.



## Banner: 600px x 150px

#### **Main Headline**

Email body copy to be added. Long or short content does not matter. Name for button below can also be changed. Add a hard return when the copy is finished for there to be space before the button.

#### **SHOP NOW**

#### Image 250px x 150px

#### **Product Name**

Lorem ipsum dolor sit amet consectetur incididunt ut labore et dolore magna aliqua elit sed do eiusmod.

SHOP NOW

## Image 250px x 150px

#### **Product Name**

Lorem ipsum dolor sit amet consectetur incididunt ut labore et dolore magna aliqua elit sed do eiusmod.

SHOP NOW

## Image 250px x 150px

#### **Product Name**

Lorem ipsum dolor sit amet consectetur incididunt ut labore et dolore magna aliqua elit sed do eiusmod.

SHOP NOW

### Image 250px x 150px

#### **Product Name**

Lorem ipsum dolor sit amet consectetur incididunt ut labore et dolore magna aliqua elit sed do eiusmod.

SHOP NOW









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## **Catalog Drop**

Our most recent blogs, catalogs, and more!

Is this email not displaying correctly? View it in your browser.



#### **JUST RELEASED!**

## Order your FREE catalog today!

#### Catalog Cover Image: 400px x 470px

- Rotate cover to -5°
- Add drop shadow at 45°
- Change dimensions in pardot pop up box or code to force the image to be 250px wide by 294px high.

#### 2018-2019

#### Name of Catalog might be very Long or Short

#### Inside:

- xx new products
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