

# Smartmessages User Guide Spring 2023

This is a user guide for the Smartmessages email marketing system, covering the practical aspects of getting around, creating templates, importing lists, and sending mailshots.

For in-depth technical information, read our online help pages at wiki.smartmessages.net

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# Getting started

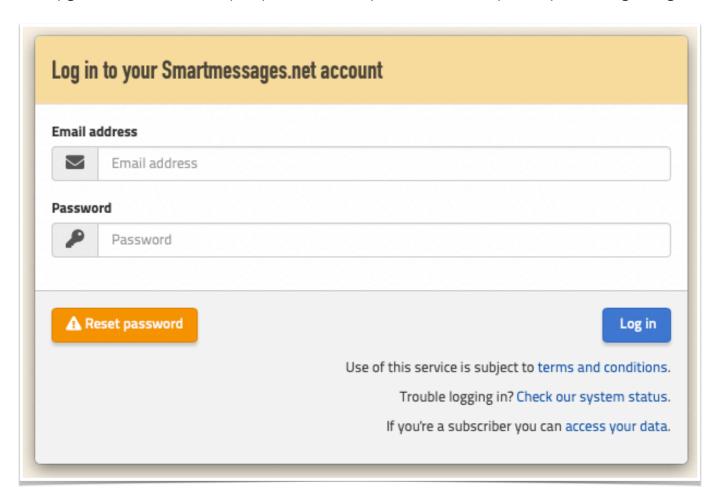
## Logging in

To get in to Smartmessages, go to the login page at <a href="https://www.smartmessages.net/login.php">https://www.smartmessages.net/login.php</a>

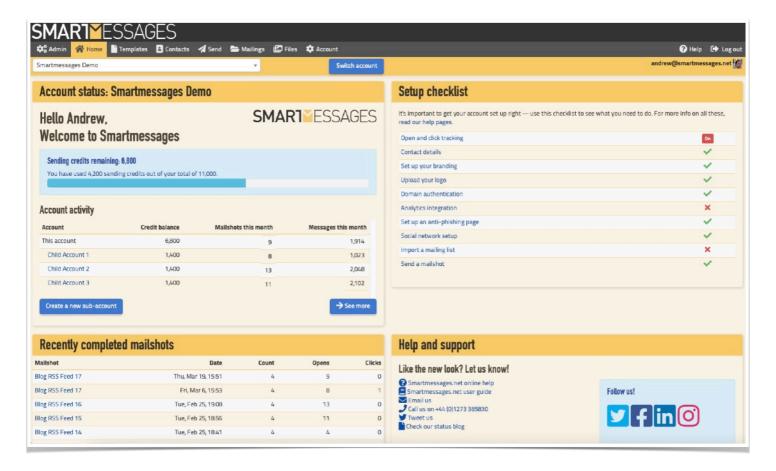
Enter your email address and your password, and click "Log in".

If you've forgotten your password, click "Reset password", fill in the reset form, and we'll email you a password reset link.

Because your password is used to protect not only *your* data, but also the data of *all your subscribers*, we enforce the use of strong passwords. Our password strength requirements are quite strict, so we strongly recommend using a password manager to generate and store your passwords – <u>1Password</u> is very good. Put it like this – if your password is easy to remember, it's probably not strong enough!



We don't ask you for cookie consent because we do not set any persistent or third-party cookies!



After you've logged in, you'll arrive at the home page.

As you can see Smartmessages uses a tab-driven interface, dividing things up into logical areas across the top tab bar.

This home page gives you a quick overview of your account status, your recent mailings, some pointers to help you improve your account setup, and links to feedback and support.

For detailed help and technical documentation, click the "Help" tab and you will be taken to our help pages at https://wiki.smartmessages.net/.

To log out, click the "Log out" button on the right.

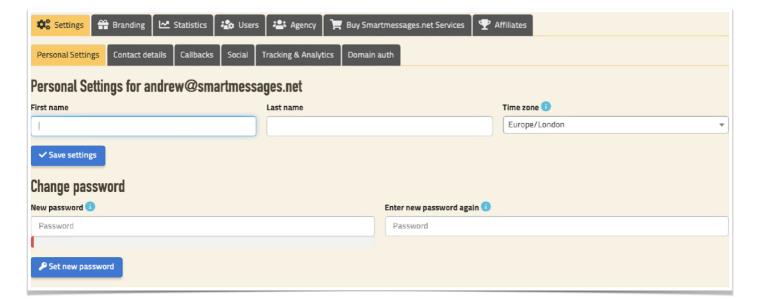
# **Account setup**

Before you send anything, it's important that your recipients know who you are, that your messages are sent in accordance with the law, and that your branding is maintained consistently, so click on the "Account" tab to configure your account.

There are several sections on the account settings page:

## **Personal Settings**

We like to know who you are so we can address you by name, and your recipients can know who you are too, so enter your name here.



#### Time Zone

When you schedule mailshots or view times for sends, opens clicks etc, the times are corrected for your time zone – but you need to ensure your time zone is set correctly here for that to happen. We default to the Europe/London zone. If your exact city isn't listed, pick the closest one in your zone, or a named zone (such as EST).

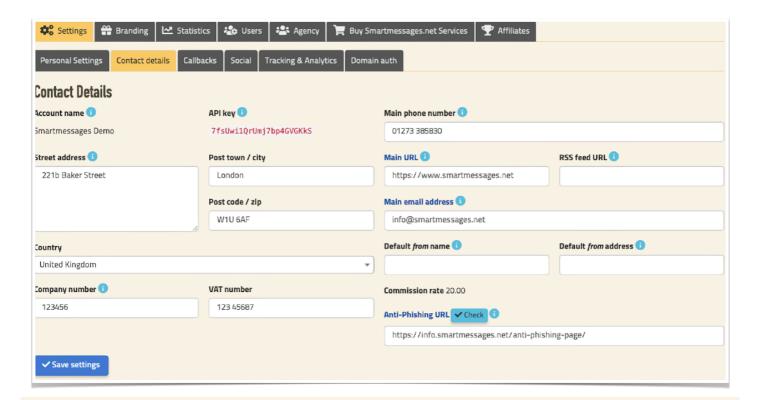
#### **Password Reset**

To set a new password, enter it twice (to ensure you don't make a mistake) and click 'Set new password'. If you forget your password, you can reset it from the login page – just click the "Reset password" button.

### **Account Details**

Complete your company details to provide important contact details. These details can be used automatically in email templates and all the customer facing screens.

UK legislation requires you to provide a postal address and company number (if you have one). Providing a default from name and address will save setting them manually on your mailshots.



#### **Account Name**

Generally we can't change your account name as it will break URLs for existing content that you may have already sent to your subscribers, but it may be possible in some cases. If you're interested in additional accounts for branding purposes, please contact us.

## **API Key**

You'll need this if you want to use our API that lets you automate, integrate and remote-control Smartmessages from your own systems. See our help wiki and GitHub repository for more info.

Read our help wiki for more info. https://wiki.smartmessages.net/

Find our Github repository here – <a href="https://github.com/Smartmessages">https://github.com/Smartmessages</a>

## Anti-Phishing URL

Some of your recipients may be rightly concerned whether messages sent through Smartmessages really come from you. Phishing (pretending to be someone else in order to gain personal information or access to their computer) is a persistent problem for any site that potentially holds personal data.

To dispel these fears we provide this non-technical measure to provides some reassurance that we are acting in good faith (i.e. that you really are using our services) and not pretending to be you. To do this you place a web page containing a link back to us somewhere on your own site saying that you are using our services (it doesn't need to appear anywhere in your own site's menus, just to be directly accessible on your domain), and we will point recipients there wherever we ask for personal details.

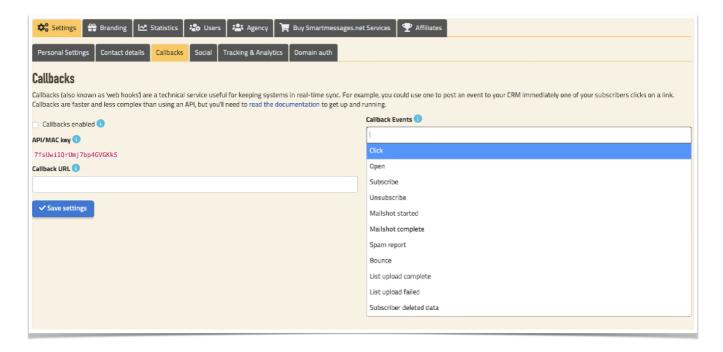
The domain should match the one you use for sending email, so if you send from 'news@example.com', your anti-phishing page should be somewhere on 'www.example.com'.

Because this is a complete closed loop (faking it would require compromises of both your site and ours), it provides a reasonable basis for reassurance.

You should also add our domain to your SPF record (see "Domain authentication") which provides further anti-forgery protection and can dramatically improve delivery rates.

### **Callbacks**

Callbacks are used to connect Smartmessages with other systems, providing efficient, near real-time synchronisation and feedback on a wide variety of events that occur within Smartmessages, such as open, click, subscribe, unsubscribe and mailshot completion.

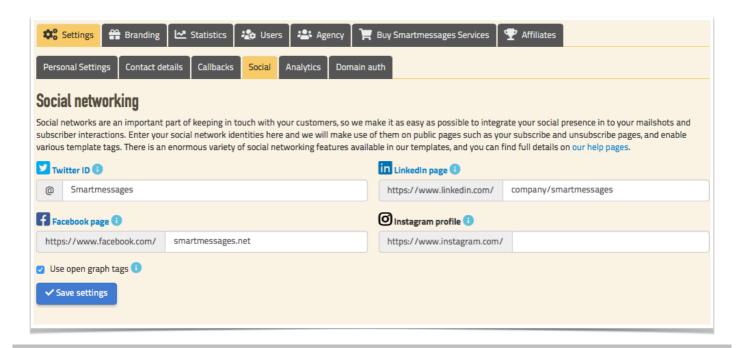


These options let you enable and disable callbacks (we will disable them if your callback handler stops working), set your callback URL, and choose which events you'd like to receive. Refer to our help pages for more details.

## Social Networking

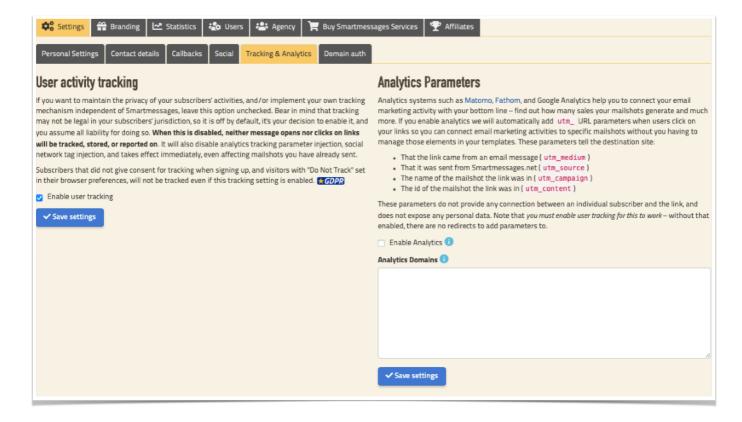
Here you can enable our social networking features. They will appear on public pages such as your subscribe and unsubscribe pages. Combine this with the social networking tags available in our template editor and whenever someone "likes" your email, then it will be published, tracked and the results recorded in reports.

We directly support 4 social media networks, others can be added manually. Full details of Smartmessages' social networking features can be found in our wiki help pages.



## **User Tracking**

The are two types of tracking, consent based and anonymised. The system default is no tracking, with a click of a button the tracking can be switched.



This means that you get user activity reports if the user has given consent to be tracked otherwise their tracking is anonymous and thus the report will not have their data but

With no tracking, there are no redirects from links, so the links go straight to their web destination when clicked thus making for simpler links, helping with spam filters and a slightly quicker response time and there is no ambiguity on consent for tracking.

Below is a matrix showing the tracking status and the effects:

Account tracking setting	Subscriber tracking consent	Effect
On	On	Fully tracked and identified
On	Off	Anonymously tracked
Off	On	Completely untracked
Off	Off	Completely untracked

When Do Not Track is included then the matrix expands. DNT is a setting in certain browsers which gives the obvious request to not be tracked:

Account tracking setting	Subscriber tracking consent	Do not Track	Effect
On	On	On	Anonymously tracked
On	On	Off	Fully tracked and identified
On	Off	On	Anonymously tracked (externally verifiable)
On	Off	Off	Anonymously tracked (externally verifiable)
Off	On	On	Completely untracked
Off	On	Off	Completely untracked
Off	Off	On	Completely untracked
Off	Off	Off	Completely untracked

## **Analytics**

Analytics lets you track what people do on your web site, what they look at, what they do and where they came from. You can use this to extract complete end-to-end return on investment reports on all your marketing channels.

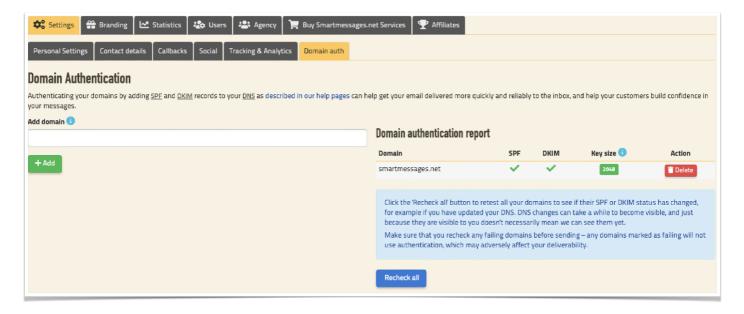
Enter the domains you want to add link tracking to e.g. 'example.com', one per line. Links to domains listed here will have Google analytics parameters added to all their clickable URLs dynamically, so you'll be able to see which of your visitors came from us, and which mailshots.

If you don't specify any, no tracking parameters will be added for any domain. It's up to you to implement the tracking code on the pages the links go to. **Note** that this is entirely independent of Smartmessages' built-in link tracking.

#### **Domain Authentication**

To combat the flood of spam and phishing emails, ISPs use authentication technologies to prove that messages are really from who they say they are from (using SPF) and have not been tampered with in transit (using DKIM).

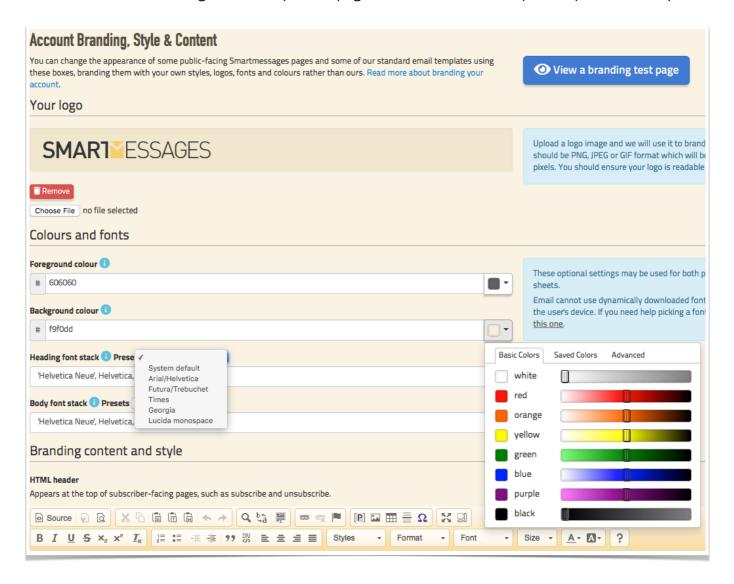
SPF & DKIM can improve your deliverability, we prioritise clients who have set these up. Many large ISPs such as Google, Yahoo and Hotmail take this very seriously. Without these measures, you messages may arrive slowly or not at all, especially with Yahoo! addresses.



Enter a domain that you send from, so if you send from newsletter@example.com, enter example.com and not www.example.com. This needs to be done for each domain that you use in a from address — so if you use newsletter@example.com and newsletter@example.net, you would need to set up both example.com and example.net. For more details of how to set up SPF and DKIM, refer to our help pages.

# **Account Branding**

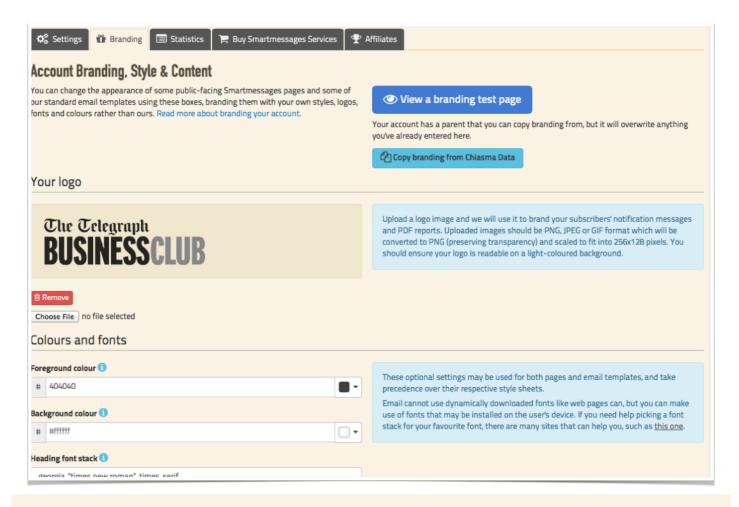
Your subscribers may visit pages that we host, typically subscribe, unsubscribe and landing pages. In order to maintain branding consistency, these pages can be branded with your corporate identity,



giving a consistent and professional styling to their interactions with you.

The same header and footer are used on all of these pages, so don't add page-specific text to them, for example don't put 'sorry to see you go' in your header, because it will also appear on your subscribe pages!

For these pages you can specify a header, footer and override style sheet under the branding tab. You can think of these pages as being constructed like a sandwich, with the header and footer being placed above and below the body of each page. We retain control of the page bodies because they have numerous legal and technical requirements.



#### Your Logo

Upload a logo image and we will use it on your public pages, subscribers' notification messages and PDF reports. Uploaded images should be PNG, JPEG or GIF format which will be converted to PNG (preserving transparency) and scaled to fit into 256x128 pixels. You should ensure your logo is readable on a light-coloured background.

## Your Styling

Use the company colours and type faces so that your recipients see your branding consistently displayed. As you can see the default settings work really well but this adds another level of personalisation across your emails and landing pages.

## **Email branding**

Our standard email templates (e.g. "Headed note") can be restyled in much the same way as web pages – provide a header, footer and style sheets and we'll use them in our standard email templates.

These are not used on custom templates, but you can pull them in using template tags in the template editor, which may help make your templates simpler and more consistent.

Remember to fill out your company details in your account settings as they are used in these templates. Our standard templates and also ones created in the template area can use your settings to ensure consistency on all mailings and also give you a library of ready-branded templates.

## **Privacy Policy**

You can stick with our standard privacy policy which will display as a default if there is a privacy link or you can add your own to our system or point at your own policy on your web site. As email systems are different from web sites, it is worth a look at our policy to check that you have a comprehensive policy for both.



# Telegraph Business Club Privacy Policy for Direct Marketing Communications

We respect our customers and subscribers and the privacy of their personal information. We endeavor to maintain subscriber information that is accurate. We only send messages to those that have consented to receive them. All messages we send contain an "unsubscribe" link so recipients can remove themselves from mailing lists. To provide full data protection compliance, subscribers may also access and update their personal data through a password protected area. All subscribe and unsubscribe requests are handled mmediately.

Our messages may use opening and click-through tracking that measures the responses generated by the emails we send.

# **Images and files**

Smartmessages includes image hosting for all the images you use in your templates. You can upload JPEG, GIF and PNG image formats, and also PDF documents. You can upload them to us manually, or automatically if you upload a zip file with html and images or by clicking the import images under the html editor window in the template module. You'll find your imported images under the files tab.

To import images, click the "upload" button, select one or more images on your computer, and it will start uploading automatically. You can also drag and drop images from your computer directly into the file area on this page.



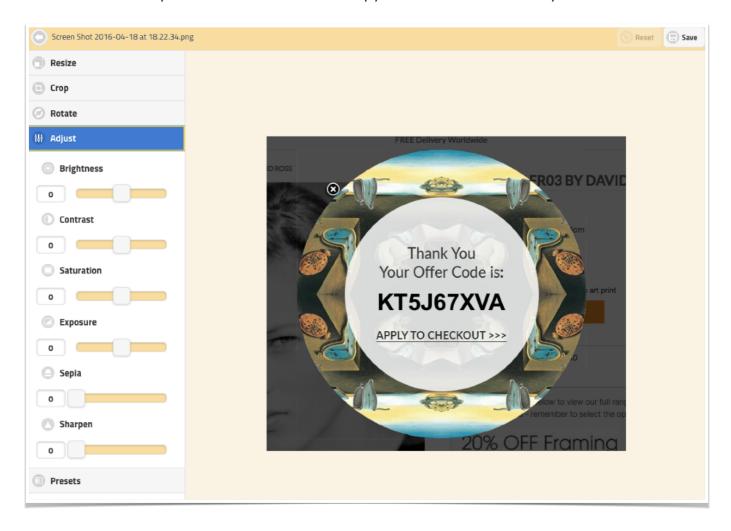
While you can upload files containing spaces in their names, we recommend you don't as it makes their resulting URLs much more complex.

At the bottom of the page you'll find the root URL of your content area which you'll need to refer to images you have uploaded from your templates and branding. In the example pictured you'll see a green arrow image called arrowr.png; combining that filename with the root URL gives a complete URL of https://www.smartmessages.net/content/smartmessages/images/arrowr.png.

You can create folders to keep your files tidy and manageable, and use drag and drop to move files between them. You'll need to add the folder name to the end of the root URL to target the images within them.

When editing a mailshot, you'll see the same file manager when you click the "insert image" button.

Clicking one of the function buttons or right-clicking an image will show a menu of additional functions, You can upload, view, download, edit, copy, move, rename or delete your files.

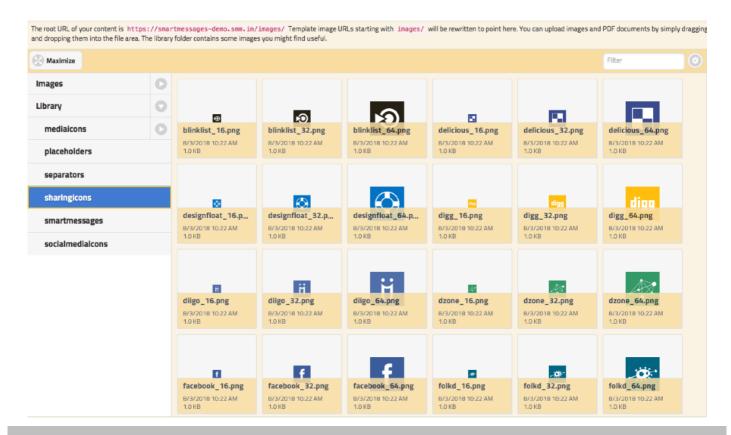


Under the edit feature, you can resize, crop, rotate, adjust the image such as brightness, contract, etc. There are also presets that can be applied to the image.

Warning –If you upload a new version of an existing graphic, bear in mind that your subscribers may not see it immediately because it can be cached by their web browser or email client. The solution for this is to use a different name and adjust your template to match. This is why we recommend creating sub-folders to minimise the chance of using the same name for an image.

## The Image Library

We have created a library of high quality basic artwork for use in emails, covering social media icons, separator lines, media type icons, and so on.



## Serving images securely

Like everything else on Smartmessages, the images you upload here are accessible using secure TLS encryption (HTTPS), and you'll need to use secure URLs for any images that you use in your header and footer since most of the branded pages are also served over TLS. If you link to any images on your own site (for example a logo), you should also use encryption in order to avoid security warnings or missing images in browsers. We don't provide any support for unencrypted connections – they will always be redirected to their secure equivalents.

## **PDF Uploads**

PDF documents can be uploaded so that they can be linked to from an email. This is the best way of providing a PDF as only the people who want it need to download it, rather than wasting capacity sending it to everyone, and it's also more likely to trigger spam filters.

# **Contacts and Mailing Lists**

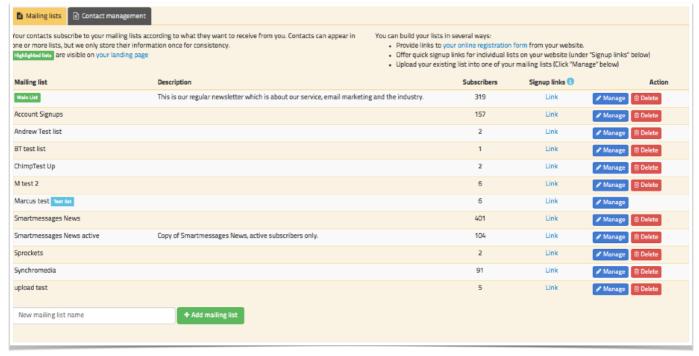
You'll find all your lists and contacts under the contacts tab. Under "Contact management" you'll also see statistics about the number of people your account knows about, along with unsubscribes, bounces, spam reporters, all of which you can download.

#### Your test list

One of your lists can be designated as a test list. Your test list is a bit special:

- It's limited to 16 subscribers.
- It's selected automatically when creating a new mailshot to reduce the chances of sending to the wrong list.
- Your test list cannot be deleted.
- Mailings to test lists get higher sending priority and they have no cancellation grace period, so you'll receive tests faster.
- When you click the "Send a test" button when editing a mailshot, it automatically sends a mailshot to your test list without you having to stop editing.

Click on the manage button to work with a list. You can download all your data on a per list basis, upload lists, and perform list management tasks, such removing inactive users.

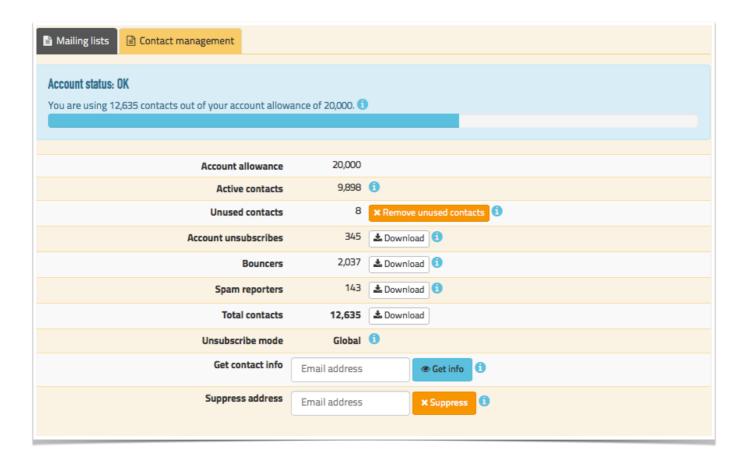


## **Contact Management Overview**

Smartmessages accounts are controlled by email credits, either monthly credits or yearly credits. You'll find a breakdown of how the contacts in your account are used under the "Contact management" tab. This count includes:

- Subscribers to mailing lists
- Addresses that have bounced
- Addresses that have unsubscribed
- Addresses that have reported spam
- Addresses that you have suppressed manually (e.g. if they asked to be removed from lists via phone)
- Account administrators

It's possible that some of your contacts don't fall into any of these categories (for example if you upload a list and then immediately delete it), and you can delete them from your account by clicking the 'remove unused contacts' button.



It's important that the bouncers/unsubscribers/spam-reporters are kept since they are used to suppress addresses when you upload a list, since it's a legal requirement to maintain the preferences of your subscribers, and persisting in using bouncing addresses may cause deliverability problems for the rest of your lists.

One feature of Smartmessages is that we share bounce information across all our customers – so if an address hard-bounces for one customer, that information will be used to suppress across all customers. This means you can improve the quality of your list just by uploading it to us, without sending anything!

### Unsubscribe mode

The Unsubscribe mode determines how we handle unsubscribe requests:

- When it's **per-list**, unsubscribe requests and suppressions are handled separately for each list, so if someone is subscribed to two lists and they unsubscribe from one of them, they are only removed from that list, and only prevented from being uploaded to that single list in future; any other subscriptions are left untouched.
- When it's **global**, unsubscribe requests are applied account-wide. If someone is subscribed to two lists and they unsubscribe from one of them, they are unsubscribed from all lists and prevented from being uploaded to any list in future.

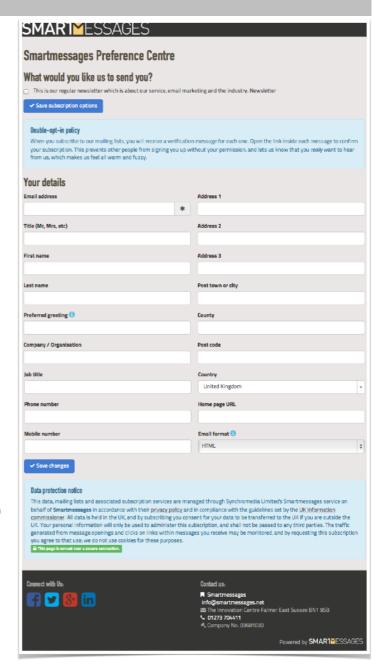
The unsubscribe mode is global by default, and permission management is kept simple by this approach. We control this setting and can turn it off on request, however we will only do so if you can demonstrate that you are handling your unsubscribes externally in a satisfactory way since it has large implications for your own data-handling infrastructure and processes.

## **Online Registration Form**

We provide a straightforward landing page that allows your subscribers to see (a requirement for UK data protection act and EU legislation compliance) and edit their personal data, and also control all their subscriptions together. The same form can be used for data capture for new subscribers. If you've set up your account branding, your header, footer and styles will be used on this page.

Lists that can be seen by the public, which you can see here on the registration form in the box titled "What would you like us to send you?", are shown in bold on your contacts page where their visibility can be toggled on and off. The mailing list name and description set on the mailing list page are used here (see below).

Many of our customers want to use their own web forms to submit information to our subscription processor, and that's also easy to do – full technical details and examples are on our help pages on the Smartmessages web site.

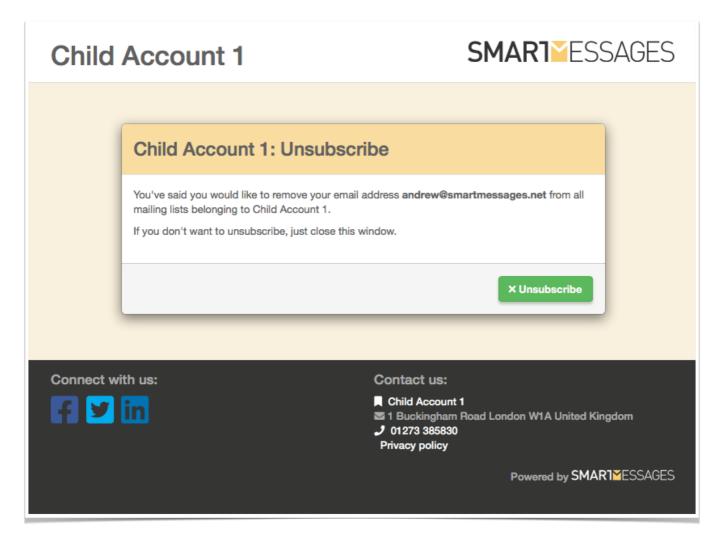


## **Unsubscribe Options**

There are several ways that unsubscribe requests can be handled, in order of complexity:

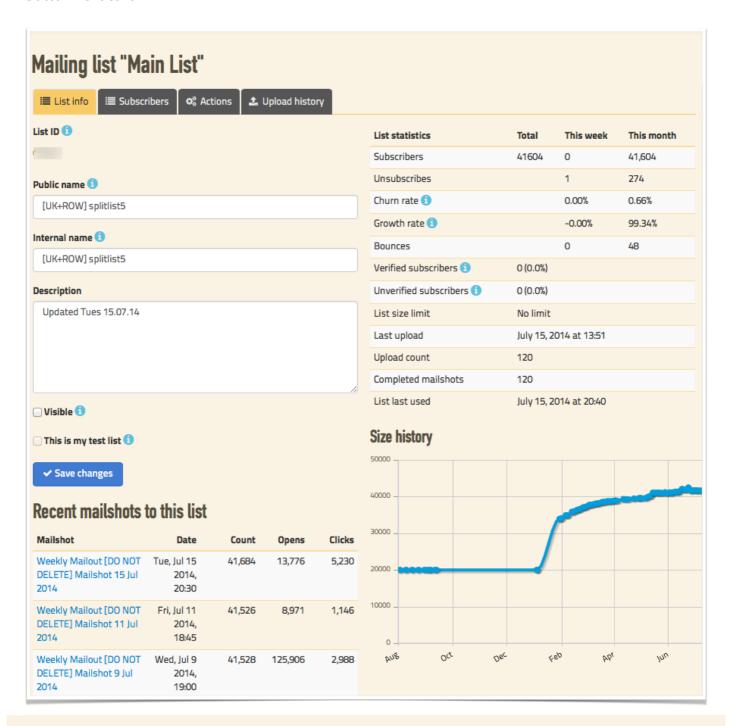
- A link to our standard unsubscribe page (generated and inserted automatically in templates)
- The online registration form mentioned above.
- Via your own custom form that uses our standard unsubscribe processor
- Via your own custom form that uses our API.

See our help pages for technical details. https://wiki.smartmessages.net/



## **Mailing List Information**

From the contacts page you can see the details of any individual mailing list by clicking the 'manage' button next to it.



#### **List Names**

Your lists can have two names, one for the public to see and the other for internal identification. You can also add a description to help identify the purpose of the list, which is also visible to the public.

## Visibility

Choose wether the list is visible to the recipients or not on the online registration form. The name of the list will be visible to your subscribers as well as the description.

The list ID and Sign up page give you the details needed to create a subscription form different from the standard form.

#### **Test List**

Use this check box to select this list as your test list. See above for what makes test lists special. Test lists are limited to 16 subscribers.

#### **Recent Mailshots**

This gives a quick overview of your past mailings to this specific list.

#### **List Statistics**

This covers the key information for the changes of the list such as unsubscribes, subscribes and bounces.

## **List Size History**

The graph shows you how your list has changed in size over time.List of Subscribers

## Viewing your list of subscribers

You can page through the list of subscribers on your list. Using the search feature, individuals can be found in an instant. Their details can be viewed and edited and they can be unsubscribed from the list.

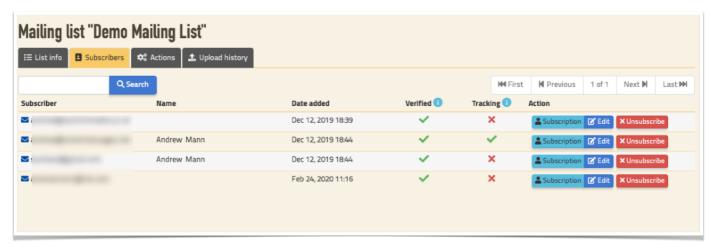
## **Subscription Data**

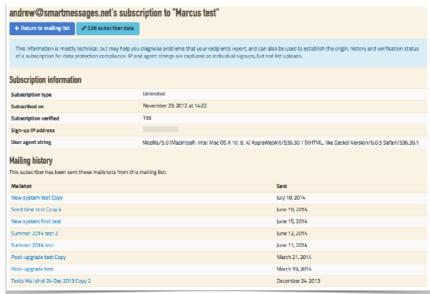
Find out key data about each contact, date of subscription, dates of mailings, view on what machine, with the IP address and confirmation of subscription.

## **Edit Contact Details**

Click on edit and you can see and change any contact details you wish.

Personal details such as name, title address, custom fields and also subscription data is shown, this is very useful when an individual whats to know how they got on to list, what hey have been sent, when they unsubscribed ,and which lists they are currently on.





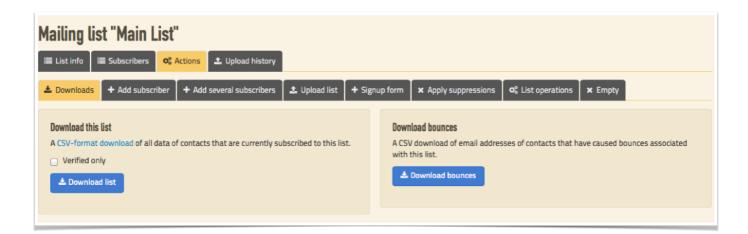
You can unsubscribe a contact from multiple lists here, but note that subscribing via this route will result in double-opt-in messages being sent to the subscriber.

### **Download lists**

### Individual list downloads

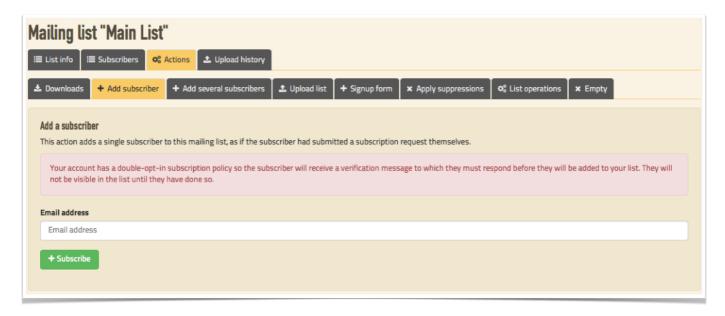
Download your list with a choice of verified or all the addresses and if you want a list of all your bouncing addresses.

To download all lists for the account, go to Contact Management page under contacts (All the sending addresses, the unsubscribes, the bounces and spam.



## **Add Subscribers**

Add individual contacts to your list and also lists of contacts with a copy & paste. Note that how these work varies slightly, and may require users to respond to opt-in confirmation messages.



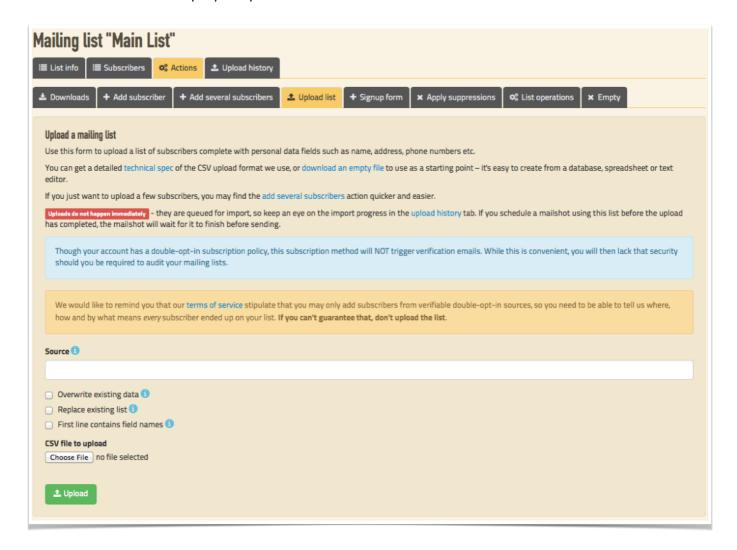
## **Uploading lists**

## Preparing your list for import

Small lists with just emails and names can be pasted straight in to the simple importer. Bigger lists with more contact information need to use the full import process, full details below.

Your data is better to be in the right import format, so please read the notes on our upload format linked from the "Upload" action tab on any mailing list's page.

Having said that the importer will automatically look at the titles of each column and check the right order, or re-order to simplify the process.



We use the standard 'CSV' (Comma Separated Values) plain-text data interchange format for list imports. This is easily exported from programs like Microsoft Excel, Apple Numbers, and MySQL, as well as other email services such as MailChimp (see our other notes for MailChimp compatibility).

There are two ways to get your list in the correct format for an upload.

- 1. Download the file format example which is found the mailing list actions window. You can provide any subset of the fields listed on the first line, so long as you include 'emailaddress' and remember to check the 'field names on first line' checkbox on import.
- 2. Go to the account tab, then the settings tab, and you can set a default field import order.

Either set your own field import order (under the Account tab, at the bottom of the setting page) or go to the contact list you wish to upload to, click on the "Manage" button

Now go to the "Upload a list" tab, choose your list file, if you have downloaded the empty file with the default field format then check the "First line contains field names" checkbox, (this refers to the column names (first name, last name, email address, etc) which can be seen at the top of each column in a spreadsheet (like Excel), this data is not a recipient and therefore needs to be disregarded on upload and finally click the "Upload" button.

## Simple list importer

This is a simplified importer that allows you to simply paste in a list of email addresses and names.

- 1. Click the 'Contacts' tab.
- 2. Click the 'Manage' button next to the list you want to import into.
- 3. Click the 'Actions' tab.
- 4. Click the 'Add several subscribers' tab.
- 5. Paste or type in email addresses you want to add, one on each line
- 6. Click 'Save changes'

You can also specify recipient first and last names as well as addresses in this form, just separate them with commas, like this:

bob@example.com,Robert,Sponge
carol@example.net,Carol,Christmas

## Full list importer

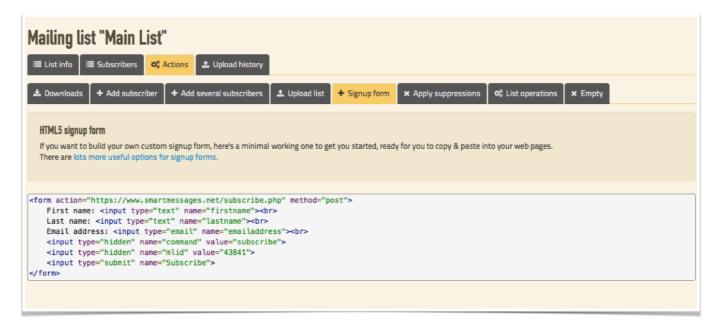
If your data is ready to import (You might like to know that we support MailChimp's list export format without any modifications), follow this sequence:

- 1. Click the 'Contacts' tab.
- 2. Click the 'Manage' button next to the list you want to import into.
- 3. Click the 'Actions' tab.
- 4. Click the 'Upload list' tab.
- 5. Enter a descriptive line for the source of this import, for example "Export from CRM"
- 6. Select the 'first line contains field names' checkbox
- 7. Choose the file you want to upload
- 8. Click 'Upload'

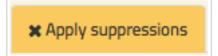
Because large lists can take quite a while to import, they do not happen immediately, but are processed in a queue. You can monitor the progress of your upload under the "Upload history" tab, and you'll also find any errors relating to the upload there too (for example if we couldn't read the file you provided).

## Signup Forms

The Signup Form tab provides a ready—to-use HTML form that you can copy and paste into your own web pages. This is the simplest way to use your own forms, and there are lots of more useful options



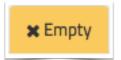
available described on our help pages.



The actions tab on any mailing list has several other options.

The "Apply suppressions" list tab enables you to do a batch unsubscribe from a list, rather than go to each individuals details and

click the unsubscribe button. This is useful if you have an existing suppression list you need to apply to your list or account. Note that suppressions are persistent – suppressing an address will mean that they will also be suppressed from any future uploads.

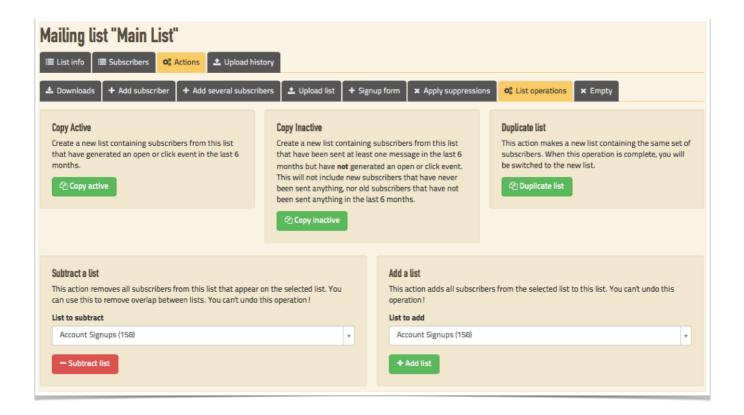


The "Empty" tab allows you to remove all subscribers from a list but keep the list of unsubscribes relating to it, unlike deleting a list which will delete the live list & also the unsubscribes relating to it. Emptying a list does not add suppressions for the

deleted subscribers.

## **List Operations**

There are several ways of creating lists using the results of prior mailshots, or applying simple arithmetic to create the list you want. Remember that there is no limit to the number of lists a contact can be on – we still only count each contact against your account limit once.



## **Duplicate list**

As it suggests – this simply duplicates a list, creating a new list containing the same subscribers. After this operation you will be switched to the new list.

## Copy active

This creates a new list containing only subscribers that have opened or clicked a message in the last 6 months. Note that this will result in an empty list if you have no tracking enabled.

## Copy inactive

This creates a new list containing only subscribers that have not opened or clicked a message in the last 6 months. This will not include new subscribers that have not been sent anything, nor old subscribers that have not been sent anything in the last 6 months. To paraphrase, this will create a list of subscribers that are unresponsive, but only if they have been given a chance to respond.

### Subtract a list

This removes subscribers from the current list that also appear on the selected list, removing overlap between lists, which can be useful in trying to avoid sending duplicate messages to the same subscribers.

#### Add a list

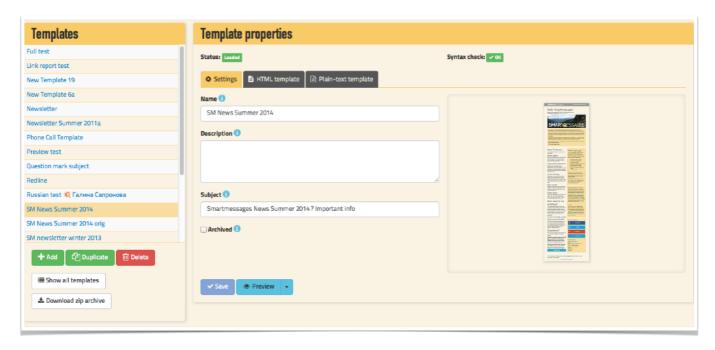
Simply merges two lists, resulting in a list that contains everyone that was on either or both lists, without duplicates.

# **Templates**

Templates are used to determine how a mailshot looks to your subscribers. Their personal info is merged with the template to generate each individual message.

The templates tab is intended for use by those that are familiar with HTML, and always shows you the HTML code so you can see exactly what's going on – if you're a web developer, you'll be at home here. If you're not up to speed on HTML, don't worry about it – you can use a simple word-processor-style editor when sending a mailshot using a standard template, so you don't need to use this page at all.

In either editing location, you can make use of our testing tools to ensure that your template and content looks and works like it should, and we strongly recommend that you do so!



## Adding templates

Click the "Add" button to create a new template, then paste in your HTML, click save, and your template is ready to use!

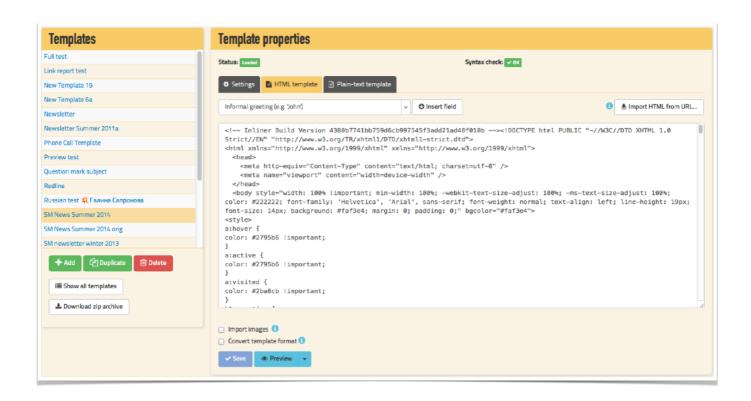
Remember that email is not the web – so HTML4 transitional markup, tables for layout, font tags and no CSS are the order of the day to have it work across most email clients. You can work with regular CSS styles, and then check the inline box so that document styles are converted to inline styles when sending.

Be aware that we apply filtering to templates for security reasons – for example we strip out all scripts, iframes and event attributes. This should not affect normal templates, but be aware that it's happening.

The open tracking uses an image which is automatically added to an email if it isn't already there as well as an unsubscribe link. The code can be found in the drop down list of dynamic fields.

The drop down menu which contains the dynamic fields (like shortcodes, if you're familiar with WordPress) is the key to personalising emails.

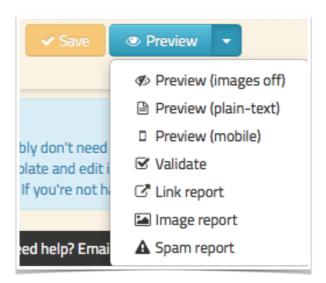
Apart from unsubscribe and open tracking codes, the web version link, and all the shortcodes for your account, your list, and subscriber personal data are found here.



#### **Email Tools**

There is a collection of tools to help you check that your template is correct, these tools are so simple to use and really make a huge difference to polishing the email by spotting all the little details that need to a tweak.

- Preview how your message will look, with or without images
- Preview how your plain-text message will look.
- Preview how your email will look on a mobile.
- Validate Checks to see if your HTML passes W3C validation if your message contains incorrect markup, it's likely to fall apart in less tolerant clients.
- Link Report this checks all the links in your email for format, validity and that they are working.
- Image Report a list of all the images in your email and if they are working or incorrectly sized.
- Spam Report Score your template with the industry-standard SpamAssassin filter to check if it could be considered spam.



### **Dynamic Content**

You can add dynamic fields or macros that will expand when they're sent, and you can see these in the drop down menu. The snippets of code for linking to a web version, tracking openings and unsubscribe link are added automatically if they are not already present when the template is saved.

To add a dynamic field or macro, choose the one you want in the drop down menu, and click the "Insert dynamic field" button and it will appear at the current cursor position in the editor.

To use a custom piece of data such as a discount code which is different for each recipient, follow these points:

- Upload the discount codes using a CSV through the contacts module, ideally the file will contain two fields, the email address and the custom field, this will mean no other data gets touched when uploading. Having uploaded, check a subscriber has some data in the required field.
- There are two places to work on a template, in the template module, add a dynamic field from the drop down on the html page or when working in the mailings module then from the SM tags drop down.
- To check it is working, send a test email if it looks good then send out to your list.

Most of the dynamic fields are self-explanatory, but two in particular are worth mentioning: [[\$subscriber.informal\_greeting|default:"Reader"]] and [[\$subscriber.formal\_greeting|default:"Reader"]]. You should use these instead of tags like [[\$subscriber.firstname]] as they provide additional intelligence when data is missing.

[[\$subscriber.informal\_greeting|default:"Reader"]] tries to use someone's first name, then tries title and surname, then a default value — so a tag of [[\$subscriber.informal\_greeting|default:"Subscriber"]] might output "John", "Mr Smith" or "Subscriber" depending on what data is available for that particular recipient.

[[\$subscriber.formal\_greeting|default:"Reader"]] is similar, but tries the "Mr Smith" variant first. Both forms are overridden by the presence of a "Dear" field which is there for cases when subscribers preferred form of address does not involve their name, such as a nickname ("Stinky Pete") or formal name ("Mr President").

# **Dynamic Subject**

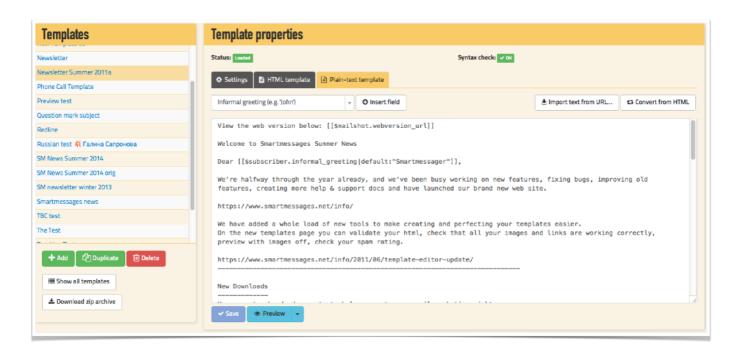
The subject line is also a complete dynamic template – you can use all the same tags as are available in the plain text editor, with the obvious exception of the [[\$message.subject]] tag!

You can also use a whole host of fun unicode characters called emojis, though these will only appear correctly in certain email clients.

### Creating a plain text version

Simpler, older email systems, and those used by the deaf or visually impaired can benefit from the availability of a plain-text version of your email, free of the complexity of HTML markup.

A quick start is to use the Convert from HTML template button if you already have an html version saved, then edit it until ready.



You may find it easier to copy the converted version and edit it in your own text editor, then paste it back in when you're finished – but remember to save!

You can do the same with your plain-text version, or you can use the button to create one automatically from your HTML version – we use a full text-based HTML renderer for this operation that's able to preserve (with some limitations) multi-column and table-based layout, not just a dumb tag-stripper!

Have a look at how your plain text version looks be choosing the plain-text preview in the drop down menu.

#### **RSS**

RSS stands for "Really Simple Syndication" and is a means of providing stories and articles in a fixed format that's easy to process. For example, the posts in a blog are usually accessible as an RSS feed.

RSS is a great way of automating email creation – you can just determine your formatting, write an introductory paragraph, then have the bulk of your content pulled from your blog dynamically instead of having to reformat it manually every time.

To include a RRS feed look for the tag in the drop down menu, or just type [[rss]] tag to your HTML template where you want the feed to be rendered. This is what is added:

Then edit the RSS snippet source, to determine how each item from your RSS feed is going to look in the email. The snippet is repeated and populated for each story pulled from the RSS feed.

You can create emails which use the different categories from the RSS feed and thus organise the email per subject. See our online examples to see exactly what can be done.

Note that you don't determine which feed and how many stories are going to be presented until you send a mailshot – this is because the same template can be used to send RSS feeds from any source.

# Creating reusable templates

Rather than building a new template from scratch every time you want to send a new mailshot, you can create a shell template and edit content within it without having to touch the template. When you create a mailshot, the template is copied into it, so you can make changes to it in the mailshot without affecting the original template.

## Creating a variation on a template

Choose the template and click the duplicate button. Now you can work on the new copy to create a different template or to keep a base version if you are changing things but might want an original to go back to.

# Why don't my templates don't look right?

We find that in the vast majority of cases, it's because they contain malformed HTML, for example missing closing tags, incorrect nesting, or just invalid markup like putting one p tag inside another.

We strongly recommend that you use a validation service (like the W3C one we provide) to check that your HTML syntax is right. Beyond that, consider that variation between mail client applications (Outlook, Apple Mail etc) is far greater than between web browsers – it may look OK in your browser, but completely wrong in Outlook or gmail.

There's no substitute for testing in these cases.

# **Archiving Templates**

After you've been using your account for a while, you may find your list of templates gets too long to manage easily – you could take this as a hint to explore our reusable templates, but you can keep things tidy by archiving old templates.

Choose the template in the left hand list, now check the archive button and hit save. The template will now not appear in the template list unless you click "show all". Hiding templates speeds up the template editor & keeps things tidy. Archived templates are also hidden when you're on the send page so they keep that tidy too.

# **Download Templates**

To get a complete copy of all your templates, including the images, then click the Download zip archive – this creates a zip file with a folder structure so that all your emails are easy to deal wiSending mailshots

- 1. Click the mailings tab and either create a new mailshot or "Copy & edit" an old mailing.
- 2. Select a template from the drop down menu or by clicking on template gallery and choosing the template you want.
- 3. Add the new content, it is easier to have already loaded the images, type or copy in the text. You can now check your email with the tools on the drop down menu attached the preview menu. You can also send a test.
- 4. Under the Management tab, name the mailshot to help you to identify the mailing later on, and choose the campaign folder you would like to save it in. This lets you organise related mailings into folders (new campaign folders can be created on the mailings page). When creating a new mailshot, the campaign folder will default to your test campaign.
- 5. Click the Next Step button or click on the "To" tab.
- 6. Choose who to send it to either a mailing list or a single email address. When choosing a list, the option for a continuous mailshot appears. This is like an auto responder which will send a message to a recipient when they are subscribe to the list, but will not send anything to existing subscribers.
- 7. Click the Next Step button or click on the From tab. Add a from name & address. It's best to use a dedicated email address (e.g. not your general "info@" address) to avoid getting holiday/ autoresponder/maintenance emails and allow subscribers to reply directly to you. The "BCC to me" feature sends you a copy of every email in the mailshot beware of this as you will receive a message for everyone on your list!
- 8. Click the Next Step button or click on the Subject tab. Add the email subject here unless it is already included with the template. Remember that subject lines may also be dynamic, and you can use all our template tags in them. There is an option for an A/B split test, more on this below.
- 9. Click the Next Step button or click on the "When" tab. Schedule it for right now, or a time in the future. When you select "Now", it actually includes a short grace period of a minute or so to allow you to cancel it in case you scheduled it accidentally.

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- 10. Click the Next Step button or click on the Final Check tab. This is a very important screen because it tells you if you have the details of the mailshot including if the email is correctly written.
- 11. If you're sure it's all ready to go, click the big blue "Send now" (or "Schedule for sending") button at the bottom of the page.

Always take a moment and clearly read the details of your mailing before sending – you can't "unsend" an email!

## **Sending Overview**

- Click on the mailings tab. Create a new mailshot in the campaign folder you want to store it
  in.
- 2. Select a template. Add your new content. Click 'next step'
- 3. Name your mailshot. Click 'next step'
- 4. Enter a subject line. Click 'next step'
- 5. Select who you want to be the recipients.
- 6. Click the 'Final Check' tab.
- 7. Check the details, carefully, this is a critical moment. Click 'Send now'.

After scheduling you will be returned to the mailings page. You may need to refresh the page to see the mailshot's status, i.e. if it's been sent.

#### **Extra Features**

### A/B Split Tests

Under the subject tab, this feature can be enabled – You will need a list of at least 10k but to make it work it's best then 50k or larger is recommended.

Set the extra subject line and choose the delay before the system chooses the better performing email based on opens.

#### **HTML CSS Inliner**

Work on your templates with your css and body sections, click the inliner box and the styles will be inlined as the email is sent.

#### **Continuous Mailshots**

Under the To tab, choose a list to send to, then you can also choose a continuous mailing. This will stay active and when contacts added to the list, they will be sent an email. This is very similar to an



auto responder.

# **Testing Emails**

It's vital that you test your mailshots. Fortunately our testing tools make this straightforward:

- 1. Create a test list under contacts, selected the list as your test one, you want the email to be sent to you to check how it looks in email clients. You need to include recipients with emails such as yahoo, google, hotmail, etc.
- 2. When editing a mailshot, click the "Send a test" button and a test will be sent to your test list and stored in your test campaign folder.
- 3. Check the emails, both plain-text and html and all the links. (Make use of the link checker in the preview button menu).
- 4. Make any changes you need to your template.
- 5. Click "Copy & edit" on the mailings page to create a new copy which is ready to work on.
- 6. Edit the copy, make any content changes you need and retest until perfect.

When you're happy with your tests you should only need to change who the real mailshot is sent to; altering other information at this stage is likely to lead to mistakes – if you do want to change things, retest before sending.

When you've got your email perfect:

- 1. Click the copy & edit button on the mailings page.
- 2. Choose a name for the mailing, think about this in relation to ongoing mailshots, so it easy to recognise later on.
- 3. Choose the campaign it will be stored in.
- 4. Choose the list and send now or schedule the send time.
- 5. The mailings page needs refreshing to monitor the mailshot status.

## **Sending Status Indicators**

The mailings page shows the state of each of you mailshots. Here is a list of the different states for mailshots:

Unsent	After creating a mailshot, the status will be unsent.
Scheduled	Having created a mailshot and set it to send now or later, the status is set to scheduled.
Sending	When the mailshot is being sent, the "Sending" status is displayed and the number of sent and yet-to-be sent messages are shown.
Sent	When your mailing has been sent, the status is set to sent.
Active	When the mailing has been set up as a continuous mailshot, the status is shown as "active". Messages are sent when contacts are added to the list.
Pausing	After you ask a mailshot to pause, it can take a little while for all our sending engines to stop, and so it will show as "Pausing" until it has reached the "Paused" state.
Paused	After a mailshot is paused, you can either stop the send or allow it to continue and complete normally.
A/B split pause	The "A/B split pause" state is when the test portion of a mailshot with an A/B split has been sent and it is waiting for the results back before continuing.

## Reminder!

Only send when you have done your tests, checked your links, subject, text, graphics, etc.

When creating your final mailshot, make sure you don't touch any of your content, just the mailshot name, campaign, list and send time. That way you can be sure you're sending what you've tested.

Once an mailshot reaches its appointed send time, it goes out extremely quickly. If you make a mistake, you may be able to pause it, but you will have to be very quick – a mailshot to 1,000

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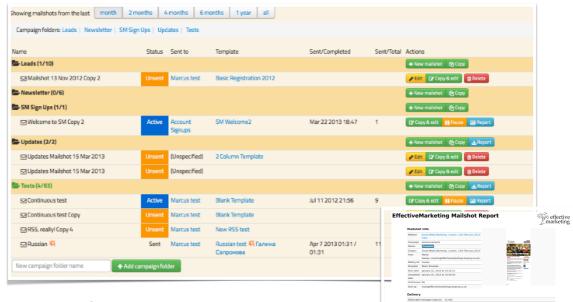
recipients will go out in just a few seconds! The fundamental rule here is only send when you are absolutely sure it is correct. By not testing, mistakes are made, and they are your own responsibility.

# Mailshot management

To see a list of your mailshots, click on the mailings tab.

By default, this page shows mailshots sent in the last month. This helps you focus on your current mailings, reduces clutter, and speeds up the display of the page. If you want to see mailshots from further back then choose the number of months or click "all mailings" to see everything.

- Campaign folders can be created so that multiple mailshots, including tests, can be neatly managed.
- You can change the names of campaign folders and mailshots by just clicking their names.
- You can delete mailshots and campaigns, but be aware that we can't recover them if you do.
- To delete a campaign, select show all and the delete button will appear this is so it's clear exactly which mailshots you are deleting. We can disable deletion to protect your data from being deleted by mistake.
- If you do want to delete anything, we suggest you download reports for them first so you have a fixed record.



- Click on the name of the list in the "sent to" column to visit the list's page under the contacts tab.
- The Sent/Completed column shows you when the mailshot was sent and when it completed.
- Click on a "Copy & edit" button to make a complete replica of a mailshot. This is a key part of the testing process, this avoids mistakes creeping in when multiple changes are done

and not tested.



# Reports

Our reports offer a detailed insight into your mailshot's performance after sending but will only include user data when the tracking is switched on under the analytics module. If a recipient hasn't given consent to be tracked then the tracking is anonymous, the same as if they have DNT - Do Not Track switch on in their browser.

View a report by visiting the mailings page, then click the "Report" button next to the mailshot you want to look at. You will see an overview of the mailshot with top-line stats, and you can go to a more detailed view or download an Excel or PDF version of the report.

The large green "Send another mailshot like this one" button lets you clone this mailing, creating a new mailshot with the same settings and content that you can edit before sending. This is the same function as the "Copy & edit" button on the mailings page.

### **Excel Report**

The downloadable Excel report is a complete version of the report, containing all the top-level information about the mailshot.

It is ideal for creating your own reports and using your spreadsheet skills to display the results.

Email address	Bounce code	Bounce type	Bounce reason	Timestamp
bluebell cottage@hotmail.co.uk	10	hard	Hard bounce	30 Nov 2012 12:01
duffells@online.de	10	hard	Hard bounce	30 Nev 2012 12:01
dylan@dylanf-e.co.uk	10	hard	Hard bounce	30 Nov 2012 12:06
s d thaddicott@notmaik.co.uk	10	hard	Hard bounce	30 Nov 2012 12:01
reulaeb42@aol.com		hard	Hard bounce	30 Nov 2012 15:54
shona2508@hotmail.co.uk	10	hard	Hard bounce	30 Nov 2012 12:01
sonal_p1@hotmail.com	10	hard	Hard bounce	30 Nov 2012 12:00
suzegraham@man.com	10	hard	Hard bounce	30 Nov 2012 12:00
hysmillymail.com	10	hard	Hard bounce	30 Nov 2012 12:14
em tattum@veg.co.uk	20	soft	Soft bounce - General	30 Nov 2012 12:00
mandle.clumck@barolays.com	20	ecft	Soft bounce - General	30 Nov 2012 12:02
austiniewiatilitri ritemet.co.uk	21	soft	Soft bounce - DNS failure	30 Nov 2012 12:00
hridgetjelater@goglemail.com	21	eoft	Soft bounce - DNS failure	4 Dec 2012 17:52
orucehard elfyshoo.cl.uk	21	soft	Soft bounce - DNS failure	30 Nov 2012 12:00
colette@drawingendwriting.co.uk	21	eoft	Soft bounce - DNS failure	30 Nov 2012 12:00
sourherDot. them as absolut websfled as hub	21	floe	Selt bounce - DNS failure	30 Nov 2012 12:00
Stades@wnewwe.com	21	eoft	Soft bounce - DNS failure	30 Nov 2012 12:01
deceas@das.com	21	soft.	Selt bounce - DNS failure	30 Nov 2012 12:01
dwooldinyama,myzen.co.uk	21	ooft	Soft bounce - DNS failure	30 Nov 2012 12:01
date@@faf.fa	21	soft.	Selt bounce - DNS failure	30 Nov 2012 12:02
hdfds@dsaaf.com	21	ooft	Soft bounce - DNS failure	30 Nov 2012 12:01
r (official orrespondence unit	21	soft.	Selt bounce - DNS failure	30 Nov 2012 12:01
/ogen@pindar.com	21	eoft	Soft bounce - DNS failure	30 Nov 2012 12:44
ilbrodia@anolab.ne	21	soft.	Selt bounce - DNS failure	30 Nov 2012 12:01
oc260144@hotalkl.co.us	21	ooft	Soft bounce - DNS failure	30 Nov 2012 12:01
sate@wodlands2.plus.com	21	soft.	Soft bounce - DNS failure	30 Nov 2012 12:01
scrmadohrsor654@gmolLoo.uk	21	ooft	Soft bounce - DNS failure	4 Dec 2012 18:86
mark@farmertests.co.uk	21	soft.	Soft bounce - DNS failure	30 Nov 2012 12:01
marxiconmob@goolemeil.com	21	floo	Soft bounce - DNS failure	4 Dec 2012 18:82
machinestal stagnarty, com	21	soft.	Soft bounce - DNS failure	4 Dec 2012 17:58
o, mocarro (Opindar, com	21	nont.	Seft bounce - DNS failure	30 Nov 2012 12:46

# **PDF Report**

The downloadable PDF is a complete version of the report, ideal for printing, sending to others or presenting in meetings.

If you have uploaded a company logo on the account settings page, the pdf will be branded with your logo.

# **Mailshot Overview**

Here you have the executive summary of the mailshot with the key results. Unique opens & clicks will more than often be 1, which is all the recipients opening & clicking but who have not given consent to be tracked and thus they are all called anonymous. You will also find other parts of the reports with anonymous as the recipient.

### Delivery

Here you can see how many messages were delivered.

You can download the bounce list for this mailing, and there is a breakdown of the types of bounces and top bounce domains.

Bounces are removed from the list automatically using an intelligent set of rules, so that emails aren't removed unless it is clear they are no good.



### **Bounce Report**

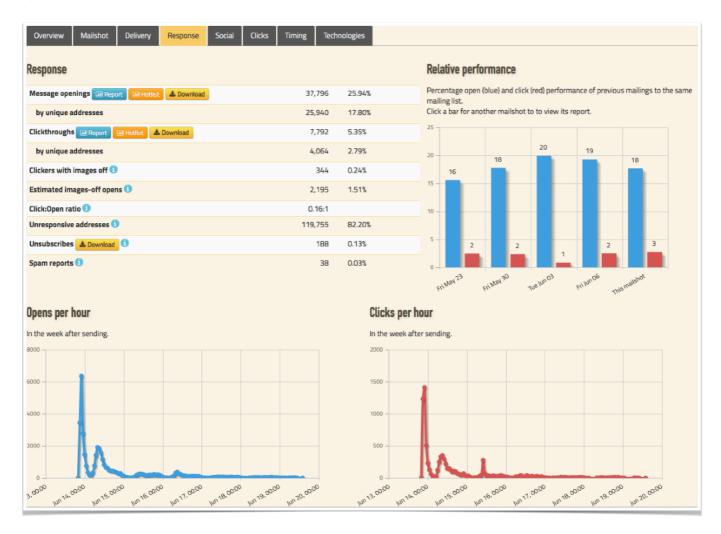
The bounce breakdown contains lots of insightful information about the state of your list, how fresh it is and which email services are rejecting your mailings.

Over time this will automatically be cleaned up by our system as it serves no one to send messages which do make it to a subscriber's inbox.

We expect to see lists with less than 1% bounce rates. The pattern of bouncing gives a clear indication of the history of the list. Such as when it was used or how it was created.

# Response

The response panel shows the number of times the email was opened, including recipients that opened it more than once.



The unique addresses shows the number of distinct individuals that opened it who have given consent to be tracked otherwise they are counted as anonymous.

The open:click ratio shows the proportion of recipients that clicked on links in the message having opened it, which is a useful measure of how interested recipients were in your message and what it linked to.

There is a relative performance graph which compares this mailshot to the last four mailings to the same list.

The opens and clicks per hour show you the pattern over time, these are normally pretty similar unless there is a holiday or a late send.

# Social Network Report

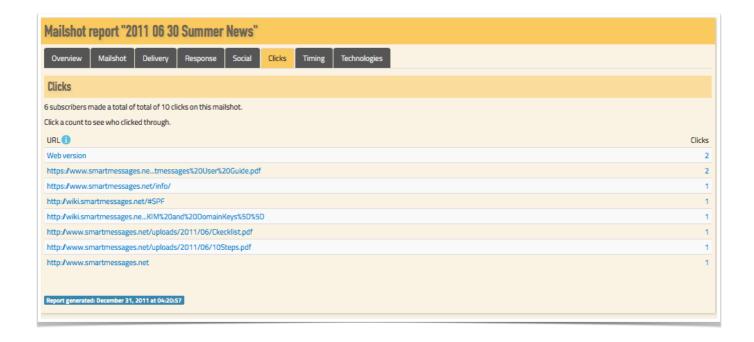
If your mailshot has been shared on social networks via the sharing buttons we provide, the results will appear here. Note that these relate only to this specific mailshot, not shares done from other sources.



# **Clickthrough Report**

The clickthroughs breakdown shows you the links in this mailshot and how many times they were clicked on. Links with no clicks are not shown. Click a click count to see a list of times and email addresses of those who clicked.

Occasionally links may be corrupted by external systems beyond our control.



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## **Report Graphs**

The timings show the time of day that messages were opened or clicked.

Generally the openings occur fairly soon after the send, but this will also vary according to your audience, time of day, day of the week and time of year.

# **Technologies**

Here you can see which browsers on what computers and the type of computer used to open the email.

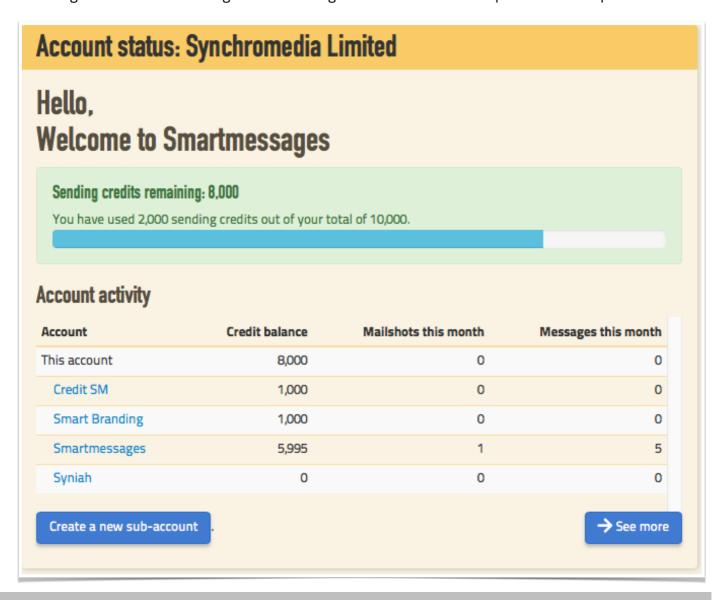
All lists have a different profile, one of the key things here is to check that your mailings are designed well to look good on the devices opening the mailshot.



# Multiple Account Management

#### Overview

With a simple two-tier, parent—child account structure, large organisations and digital agencies get a wide range of features to manage Smartmessages services across multiple clients or departments.



# **Setting up Accounts**

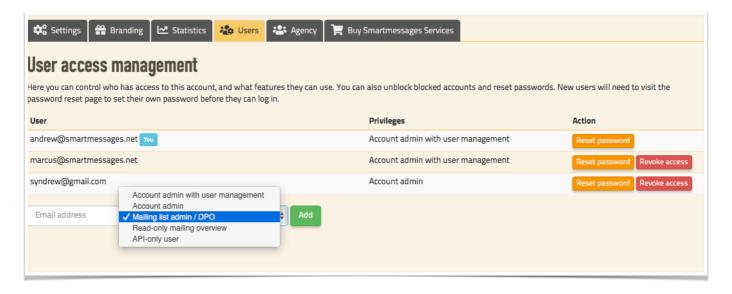
New child accounts can be created with a click.

The child accounts appear on the home page of the parent account, helping with navigation and oversight.

## **User Management**

Administrators can add new users and allocate them different levels of access appropriate for their role. They can help reset forgotten passwords and revoke access when needed. There are five different privilege choices:

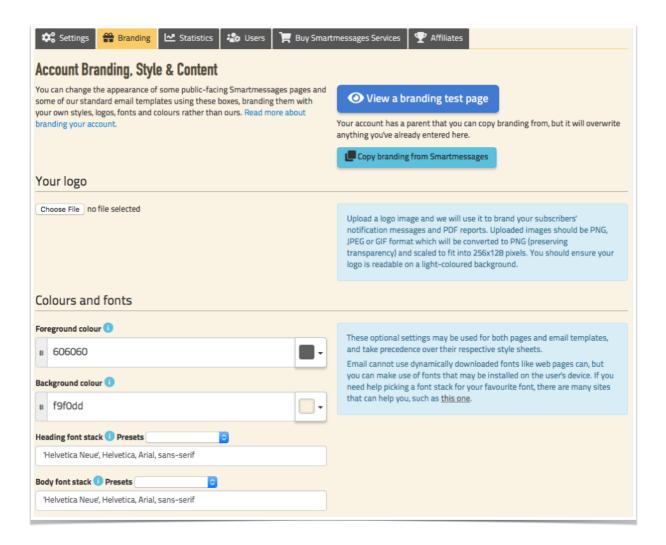
- Account Admin with user management can do everything and create users
- Account Admin can do everything
- Mailing List Admin/DPO Contact Management but cannot send
- Read only mailing overview Can only see the reports of mailings
- API-only user used when connected to other systems.



## **Account Branding**

A parent account's branding can be copied to a child account in one click, thus keeping the styling consistent across an organisation, saving lots of copying and pasting.

Branding controls cover the colour scheme, font stacks, custom headers & footers, and CSS for public-facing pages, such as subscribe and unsubscribe.

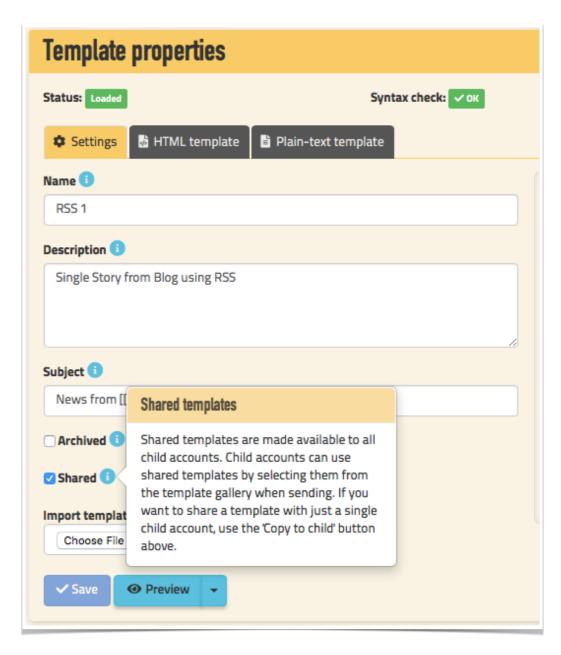


### **Template Features**

Templates can be imported from other email marketing systems with a couple of clicks, written from scratch (we don't get in the way of custom template developers), or they can be created from the standard templates.

Our standard templates pull information from the account, such as branding, colours, logos, company contact details, and social media links without needing additional work, so they act as a great starting point for good-looking templates with no effort.

A template in the parent account can be shared with all the child accounts which will inherit their branding and credentials from their own account, to populate the email template. This simplifies production and the control of templates. Also templates can be copied individually to a child account.



#### **Email Credits**

Email sending credits can be bought in chunks and distributed to child accounts by administrators.

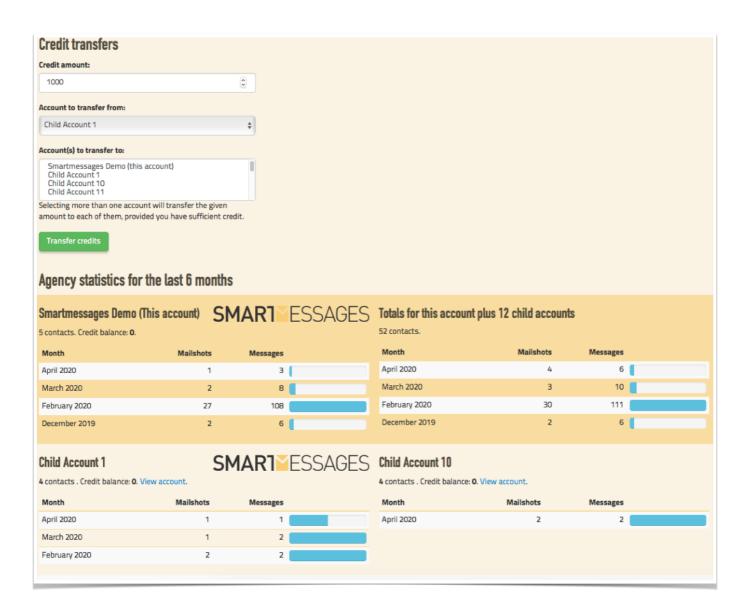
These credits last for a year and will expire if they are not used. Credits are used up by sending, or by being transferred to child accounts.

When purchasing, the cost per credit reduces as you buy more.

#### **Account Overview**

The agency module creates a single page where the parent account can see an overview of all the child accounts.

The information provided shows the credits allocated and the sending history with grand totals for all the accounts.

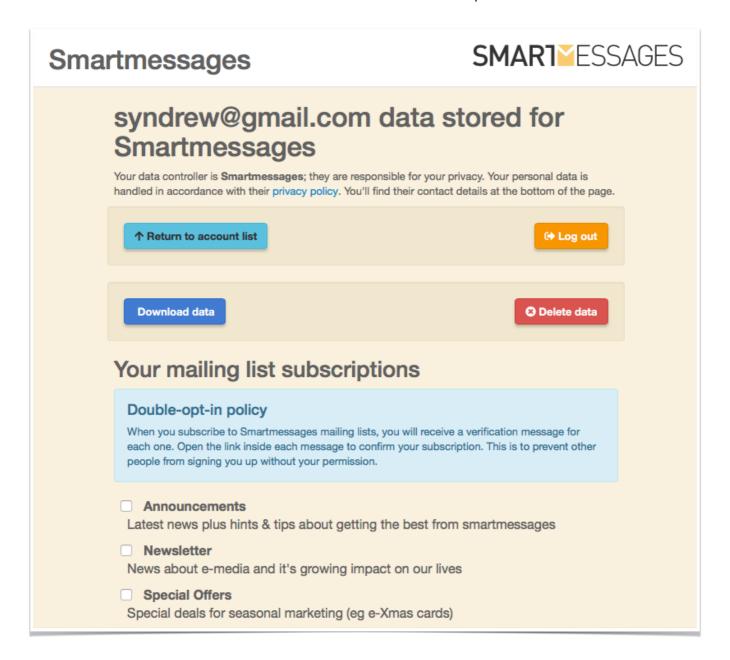


# **SAR – Subject Access Requests**

### **Automated Subject Access Requests**

Anyone can go to the subscriber page, and if we hold any data linked to their email address, they can log in and see all the data held on them on the Smartmessages system, across all of our customers. <a href="https://www.smartmessages.net/subscriber.php">https://www.smartmessages.net/subscriber.php</a>

All the data held can be downloaded, edited, or erased, as GDPR requires.



# Other Options

#### **Account Access**

You can have as many people as you like with access to your account, the administrator can add their email address and what level of access they require, so that they can send, look at reports, download lists and so on.

By default, the ability to delete things is disabled. If you want this switched on then we can do it immediately, but with the caveat that delete really means delete, and data can't be recovered!

# **Account Subscription Policy**

Our default subscription policy is double opt-in, compliant with most EU and US legislation. This means that when someone signs up for one of your lists, we send them an email containing a link which they must click before they are added to a list. We also have a "confirmed opt-in" which sends a similar email, but does not require a click. Generally we'll only allow confirmed opt-in if you can provide evidence that a double opt-in is performed elsewhere before data gets to us.

## **Account Unsubscribe Policy**

This can be per-list or account-wide, with account-wide being the default. With per-list, when someone unsubscribes from a list, they are only removed from that list – this allows recipients to, for example, subscribe to a newsletter while unsubscribing from special offers messages. The downside of this approach is that it requires careful attention to list handling outside Smartmessages if you're not going to accidentally send to people that have unsubscribed. For this reason, we default to account-wide unsubscribes – when someone unsubscribes from one list, they are removed from all lists.

Under either mechanism, recipients are suppressed appropriately when uploading lists, so subscribers don't end up back on lists they have already unsubscribed from. You can download these suppression lists on the contacts page, and it's a good idea to periodically use them to remove addresses from lists you hold outside Smartmessages.

#### **API**

Our API provides a way for you to write scripts to talk to Smartmessages, opening up endless possibilities for integration with external systems, such as CRM and monitoring. More unusually we also provide callbacks, enabling real-time, event-based sync between systems.

Smartmessages User Guide