

PAThrive Partnership

Situation

HIV care has improved tremendously over the past several decades. People are living longer and healthier lives than was thought possible when the disease was first identified. Still, there continues to be a lingering stigma towards people living with HIV and a lack of widespread, easy access to care in many areas.

PAThrive Partnership is an organization that provides HIV care, treatment, and resources to patients in 13 northwest and north-central counties in Pennsylvania. Through Pennsylvania Western University, its sponsoring institution, PAThrive engaged TDC as its agency of record to enhance and evolve its brand identity, improve its ability to communicate its capabilities, and strengthen its outreach, online presence, and awareness of offerings throughout the communities in its service area.

Solution

The purpose of this advertising effort was to reach two separate yet equally important groups—those living with HIV and those at high risk for contracting HIV.

The overall messages to be shared among both audiences was "if you are living with HIV, or are at risk of getting HIV, you are not alone" and "PAThrive provides a wide range of free/low-cost treatment and prevention services in northwest/north-central PA—contact us to set up an appointment and get connected to care."

Our first step was to upgrade the visual impact of PAThrive's website and to enhance the site's user experience, functionality, and content. Secondly, we developed and launched a traditional and digital communications plan in PAThrive's service areas to generate awareness and facilitate appointments. For the creative campaign, TDC produced :30 and :15 secondTV spots, launched a search engine marketing campaign, created and deployed digital banner and social media ads, developed information cards for PAThrive's new PrEP and STI clinics, and designed a poster promoting testing services.

Result

PAThrive was extremely pleased with the body of our work and the overall creative direction of the assets we developed. Furthermore, it was highly appreciative of our assistance in guiding it through the development and refinement processes for the website and marketing materials.

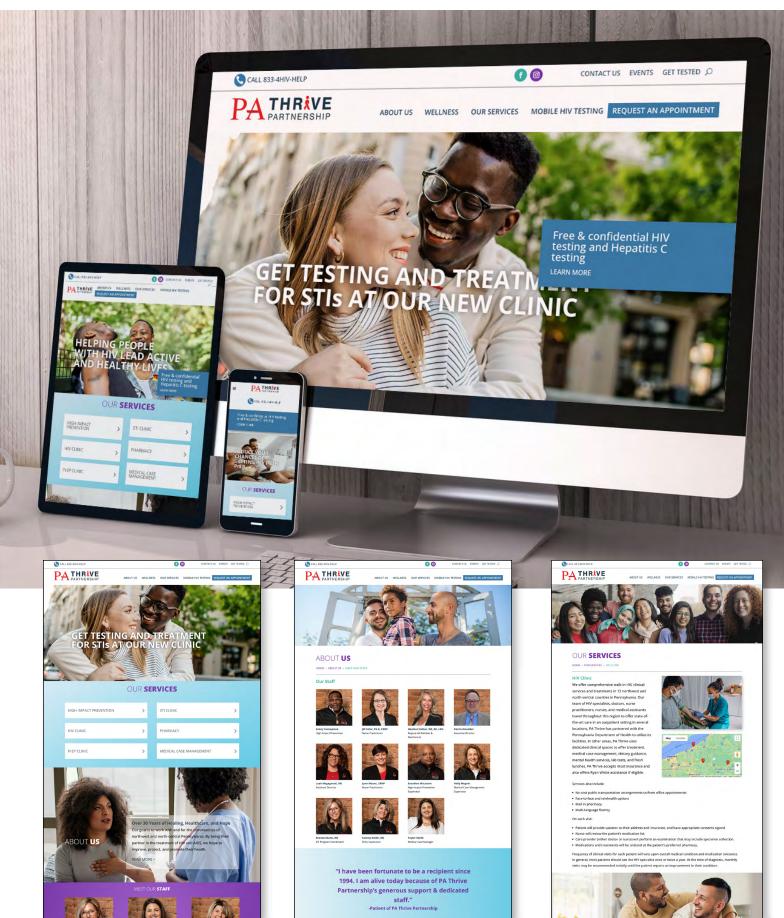
- campaign theme and look-and-feel
- schedule and media plan

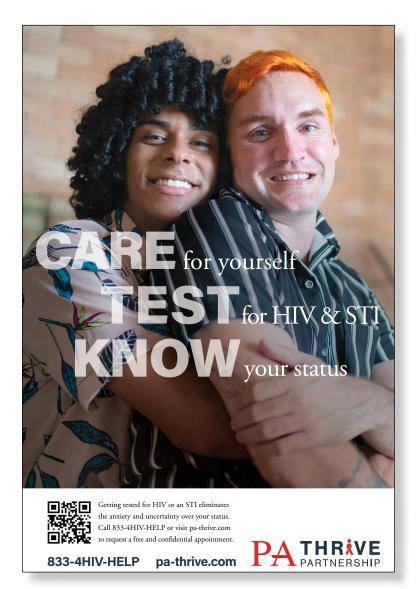


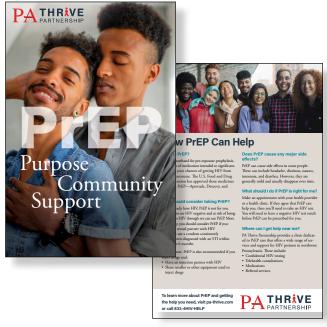
PA Thrive Partnership 2023-2024 Schedule and Media Flowchart

	Oct-23					Nov-23				Dec-23				Jan-24				Feb-24				Mar-24						Ap	r-24		May-24				Jun-24				
MONDAYS>	2	9	16	23	30	6	13	20	27	4	11	18	25	1	8	15	22	29	5	12	19	26	4	11	18	25	1	8	15	22	29	6	13	20	27	3	10	17	24
Campaign Materials & Agency Costs																																							
Planning																																							ĺ
Design and develop new website																																							ĺ
Concept and create one TV spot and companion																																							ĺ
Create four digital banner ads																																							İ
Design and layout two info hot cards																																							ĺ
Design and layout one poster or sign																																							İ
Create 10-15 social media graphics																																							<u> </u>
Monthly website maintenance																																							
Account management, reporting, monitoring																																							
Miscellaneous direct project expenses																																							
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Traditional Media	ľ																																						İ
Cable TV																																							i
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Digital Media & Social Media	ľ																																						İ
Targeted display & retargeting (5.5 months)	1																																						
Search engine marketing (5.5 months)																																							
Facebook & Instagram advertising (5.5 months)																																							
Facebook boosting (5.5 months)																																							
Grindr & Jack'd advertising (5.5 months)																																							
Printing	ĺ																																						İ
Printing of two info hot cards	1														1																I								i
Printing of one poster or sign															1																I								i
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