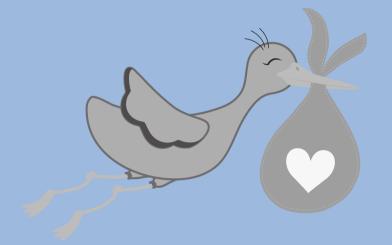
How we recovered from the traffic crisis of a Sports Betting website in 1 year

Data from Google Search Console:

- From 27k to 238k Clicks
- From 2.25M to 22.3M Impressions
- From 22.4 to 12.7 Average Position

Data from Google Analytics:

- 406.22% More Users
- **403.65**% More Sessions
- 529.33% Goal Completions
- From 1 333 to 3 152 Goal Completions {registrations}







Our Story

The most serious challenge for us was faith! The belief is that without any external financing we can develop a successful SEO company and relationships with colleagues from all over the world, from a small country like Bulgaria.

Nikola, Dido and Bobby have visited over 40 countries around the world in the last 4 years to learn from the best in the industry, which costs more than 30% of the company's revenue, but we do not consider it a cost, but one of the most valuable investment in ourselves - in our knowledge.

The knowledge we gain as we learn every day, communicating with colleagues around the world and sharing experiences. The result is that we are currently the largest fully SEO agency in Bulgaria providing livelihoods to 16 families and they are all part of one large family, the Serpact family.





Our Team







Our Achievements

A video shot by us was added to an official YouTube Channel of Google: serp.ac/6yu 2

Serpact was approved to attend and present its case-study at the official Google Dance 2018 event at Google Zurich: serp.ac/6279e

3

We won European Search
Awards 2019 in Gaming niche
with this project: serp.ac/22ebc





Who we are



Nikola Minkov CEO



Dido Grigorov Head of SEO



Borislav Arapchev
SEO Strategist





SerpAsk & SerpCast serpask





At the end of 2018, we launched a webinar series called SerpAsk serp.ac/2d66e, where we invite 1 international and 1 Bulgarian digital marketing specialist each month with a focus on SEO. We now have over 30 webinar shots with experts like (here are some of them arranged chronologically):

For the convenience of the audience, we also created an audio version in a podcast form called SerpCast: serp.ac/p78 on Google Play Music, Spotify, Castbox, Deezer.





Project Summary

How we recovered from the traffic crisis of a Sports Betting website in 1 year

••••••

Duration: 1 year

Location: Worldwide

Niche: Gambling Affiliate

Data from Google Search Console:

- From 27k to 238k Clicks
- From 2.25M to 22.3M Impressions
- From 22.4 to 12.7 Average Position

Data from Google Analytics:

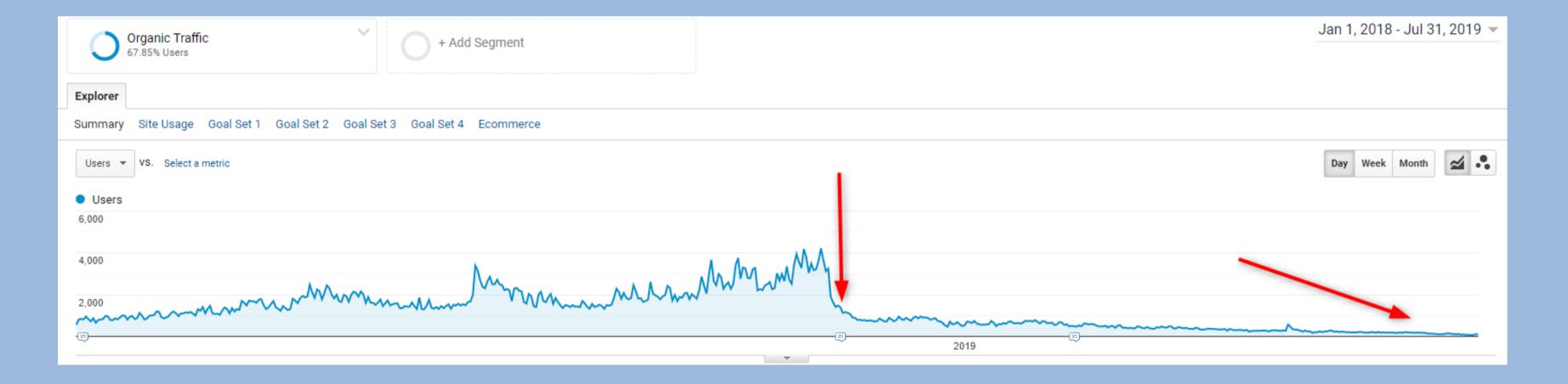
- **406.22**% More Users
- **403.65**% More Sessions
- 529.33% GoalsCompletions
- From 1 333 to 3 152 Goal Completions {registrations}





Long Story - Short

The client contacted us with a huge decrease of the organic traffic after a Google update!

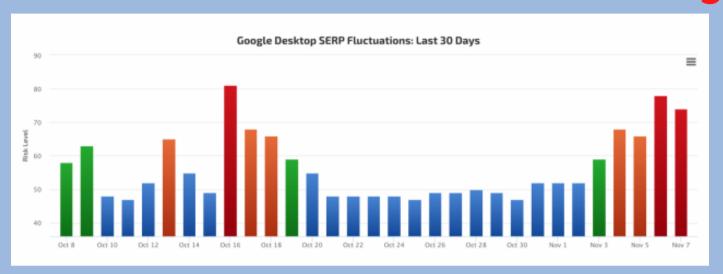


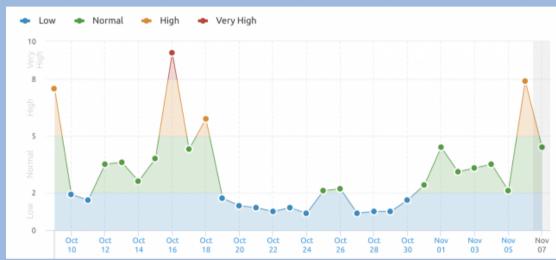


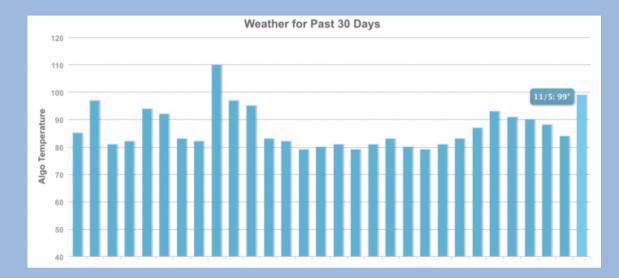


Google Search Algo Update

- Not Confirmed / Maybe?



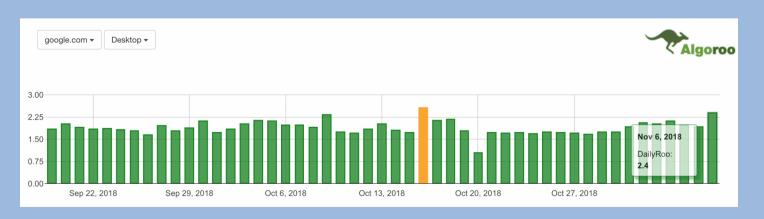
















Target

- To Remove an Algorithmic Google Penalty
- To Improve Website Performance
- To Improve Content Quality
- To Boost Website Organic Traffic







Audience

Users looking for reviews about bookmakers to make a decision which one to choose for betting.







Plan:

Full Technical SEO Analysis

Improve performance, internal link structure, UX and loading speed, Structure Data;

Comprehensive Content Audit and Content Marketing Strategy

Content strategy development covering the user intent in the organic search and answering users questions in the form of blog topics.

Link Profile Analysis

Spammy Backlinks Check and Unnatural Inbound Links.





Full Technical SEO Analysis





















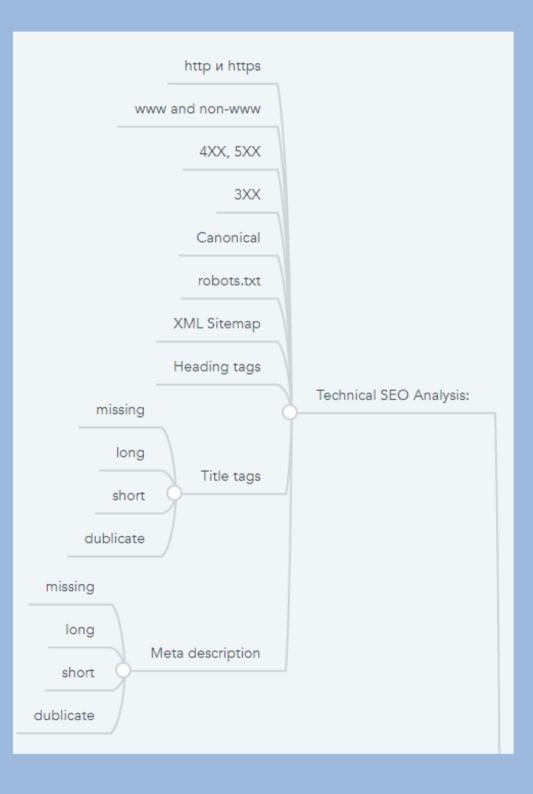


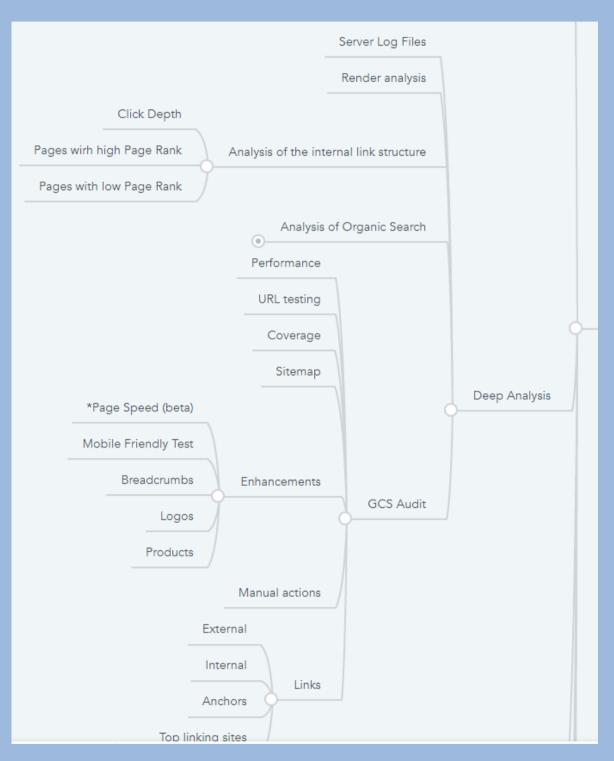


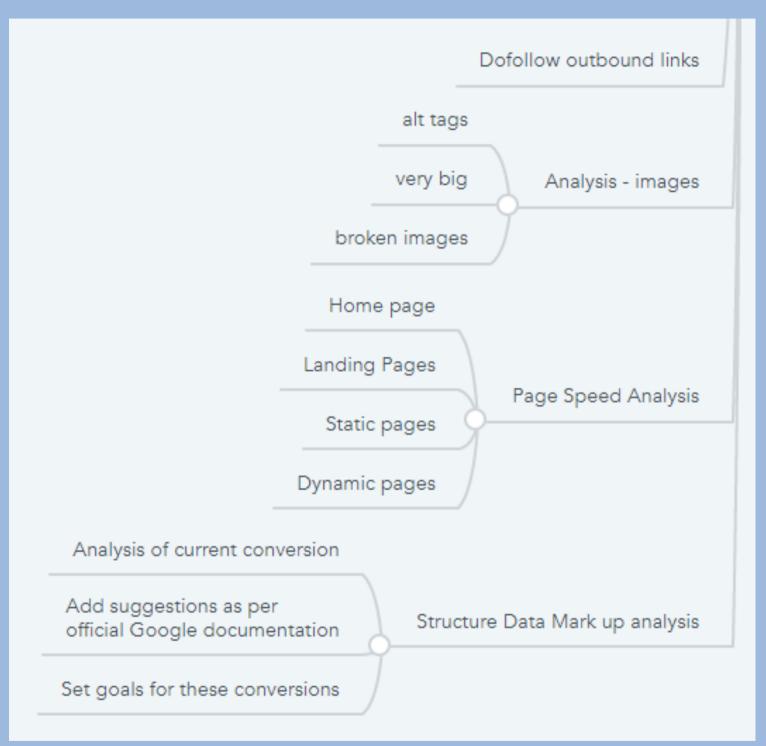




Technical Audit Plan (mindmap)











Server .log Files / Internal Links

Server Log Files

Render analysis

Click Depth

Pages wirh high Page Rank

Analysis of the internal link structure

Pages with low Page Rank





Server .log Files

- Missing Googlebot Mobile
- A lot of 4xx Errors
- A lot of 3xx Redirects
- Few 5xx Errors



Path	All Googlebots	Googlebot Mobile	Googlebot	4xx	Зих	2xx	1000	5xx	Num Events *	Average Bytes	Average Response Time (ms)	Googlebot
▼ 🗁 https/	15034	0	2036	214	1037	13782	0	1	15034	15485	0	12998
▼ 💺com/	15034	0	2036	214	1037	13782	0	1	15034	15485	0	12998
▶ ■ wp-content/	2811	0	0	82	176	2553	0	0	2811	29752	0	2811
► men/	1197	0	244	1	29	1167	0	0	1197	19106	0	953
► lim work/	294	0	1	51	0	243	0	0	294	4020	0	293
tv-programa-machove/	147	0	83	0	0	147	0	0	147	18206	0	64
▶ team-logos/	140	0	0	0	4	136	0	0	140	2779	0	140
▶ 🛅 prognozi/	135	0	23	0	12	123	0	0	135	12050	0	112
► teglene-na-pari-ot-efbet/	132	0	7	0	0	132	0	0	132	7592	0	125
► strategii/	104	0	24	0	0	104	0	0	104	13215	0	30
► iii rykovodstvo/	99	0	24	0	8	96	0	0	99	16527	0	75
► 🖿 registracia-akaunt-v-efbet/	75	0	1	0	0	75	0	0	75	7974	0	74
► lim khachanov-djokovic-prognoza-09-07-2018-wimbledon-tuk/	70	0	0	0	0	70	0	0	70	5741	0	70
► m winbet/	59	0	10	0	0	59	0	0	59	32919	0	49
► l bet365/	58	<u></u>	18	0	0	58	0	0	58	40884	0	40





Internal Links 1.

Search ancho	Search anchor bet365										
Unique links:	3492 Checked links: 149643 Diffrent anchors: 5883										
					EXTERN/	ц					INTERNAL
Last Crawled	Link	Anchors	Links	breadcrumbs	head	languages	footer	body	sidebor	others	Links
17/07 13:57	bet365/	43	3266	0.1%	93.1%	0.1%	×	6.6%	×	0%	50
17/07 13:31	bet365/poker/	9	3053	0%	99.5%	ж	×	0.5%	ж	M	40
17/07 13:48	bet365-oferta-za-nova-smetka/	5	1561	0.1%	×	X	×	1.5%	98.4%	×	38
17/07 13:49	en/bet365/	12	389	0.3%	92%	1.3%	×	5.9%	ж	0.5%	58
17/07 13:49	en/bet365-mobile-app/	6	372	0.5%	95.7%	0.8%	×	3%	ж	×	55
17/07 13:56	en/bet365-bonus-code/	6	368	0.3%	96.2%	0.3%	×	3.3%	X	×	51
17/07 13:27	novini-bet365/	3	83	60.2%	×	ж	DE	21.7%	18.1%	M	60
17/07 13:21	de/bet365-mobile-app/	4	46	2.2%	87%	8.7%	×	2.2%	ж	X	27
17/07 14:03	bet365/bonusi/	23	40	2.5%	2.5%	2.5%	30	85%	IX.	7.5%	37
17/07 13:21	bet365-mobile-app/	11	25	4%	16%	16%	×	60%	ж	4%	43
17/07 13:48	registraciq-nova-smetka-bet365/	12	16	6.3%	×	ж	×	93.8%	x	×	38
17/07 14:03	et/bet365-eesti/	4	16	6.3%	50%	31.3%	×	12.5%	ж	×	14
17/07 13:56	hu/bet365/	3	15	6.7%	60%	33.3%	×	Ж	ж	×	13
17/07 13:57	promqna-na-zalog-v-bet365/	2	14	7.1%	×	×	×	42.9%	50%	×	39
17/07 13:57	bonus-loqInost-bet365/	2	14	7.1%	×	×	×	42.9%	50%	×	39
17/07 13:57	bet365-sazdai-zalog-opciq/	2	14	7.1%	×	×	*	42.9%	50%	×	38
17/07 13:57	bet365-novini-na-jivo/	2	14	7.1%	×	×	×	42.9%	50%	×	39
17/07 13:48	bet365/kazino/	8	14	7.1%	×	×	36	85.7%	ж	7.1%	37
17/07 13:21	et/bet365-mobiilirakendus/	3	14	7.1%	50%	28.6%	×	14.3%	ж	×	12
17/07 13:31	bet365-cash-out/	7	13	15.4%	×	×	100	76.9%	ж	7.7%	36
17/07 13:57	zalozi-sabitie-bet365-ot-mobilno-ustroistvo/	2	12	8.3%	×	×	*	33.3%	58.3%	×	39
17/07 13:57	limitirane-bet365-akaunt-prichini/	2	12	8.3%	×	×	×	33.3%	58.3%	×	39
17/07 13:57	zalozi-prava-kolonka-bet365-akumulator/	2	12	8.3%	×	×	×	33.3%	58.3%	×	37
17/07 13:57	siguren-zalog-bet365-parvi-golmaistor/	2	12	8.3%	×	×	×	33.3%	58.3%	×	38
17/07 13:57	bet365-specialni-oferti-mondial-2018/	2	12	8.3%	×	×	36	33.3%	58.3%	×	38
17/07 14:03	de/bet365/	3	12	8.3%	41.7%	41.7%	×	8.3%	×	×	29
17/07 14:03	en/bet365-virtual-sports-betting/	3	10	10%	×	×	×	90%	ж	×	49
17/07 13:48	affiliates/bet365/	3	9	11.1%	×	×	×	88.9%	×	×	38
17/07 13:21	en/bet365-live-betting-review/	2	9	11.1%	×	×	×	88.9%	ж	×	49
17/07 13:20	en/bet365-basketball-betting/	2	9	11.1%	×	×	×	88.9%	×	×	49
17/07 13:20	en/bet365-horse-racing-betting-review/	2	9	11.1%	×	×	×	88.9%	×	×	49
17/07 13:20	en/bet365-tennis-betting-review/	2	9	11.1%	ж	×	×	88.9%	Ж	M	49





Internal Links 1.1.

- With Own Crawler
- Anchor Text Analysis
- Number of Internal Links per page
- We sepparate all Types of Internal links in: Breadcrumbs, Head, Languages, Footer, Body, Sidebar, and Other Types.
- How many External Links pointing to the page.
- Types of the Anchor Texts;



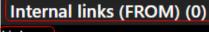


Internal Links 2.



Anchors to this article						
Anchors	breadcrumbs	head	languages	footer	body	sidebar
bet365 mobile app(1)	x	х	х	х	100% 1	х
това ревю за мобилната версия на bet365(1)	x	х	x	x	100% 1	x
мобилната версия(1)	x	х	x	x	100% 1	x
мобилно приложение(1)	x	х	x	x	100% 1	x
мобилната версия на bet365(1)	x	х	x	x	100% 1	x
bet365 мобилна версия и апликации за android и ios (2020)(1)	x	х	x	x	100% 1	x
мобилна апликация на bet365(1)	x	х	x	x	100% 1	x
мобилно приложение на bet365(1)	х	x	х	x	100% 1	х

External links (TO) (8)		
Link	Anchor	Location
mobilni-zalozi/	bet365 mobile app	body
mobilni-zalozi/	това ревю за мобилната версия на bet365	body
bet365/poker/	мобилната версия	body
bet365/	мобилно приложение	body
bet365/	мобилната версия на bet365	body
bet365/	bet365 мобилна версия и апликации за android и ios (2020)	body
sravnenie-efbet-ili-bet365/	мобилна апликация на bet365	body
sravnenie-1xbet-ili-bet365/	мобилно приложение на bet365	body

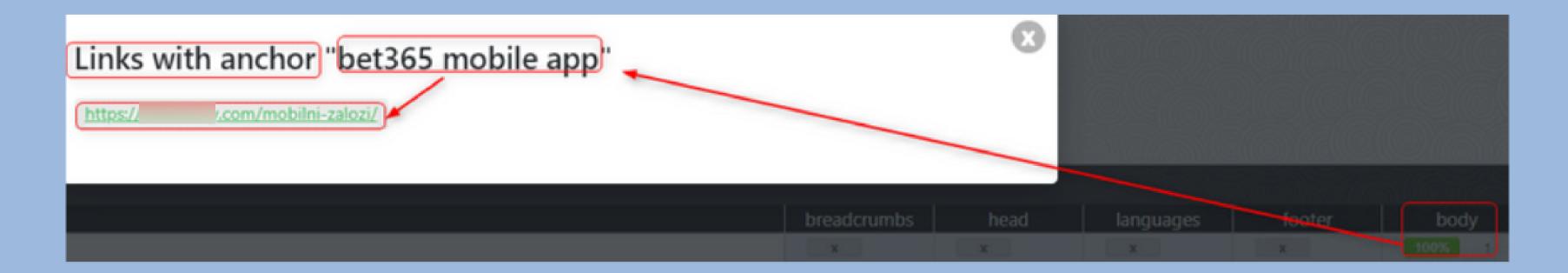






Internal Links 2.1.

- We can check all types of Anchor Texts for every URL type in the website: Breadcrumbs, Head, Languages, Footer, Body, Sidebar, and Other Types;
- We created a simple formula with limitation written on "R" to calculate Page Rank for every Single Page;







Internal Links 2.2.

We built our own tool for internal links analysis

Example of "R"

```
library("igraph")
# Swap out path to your Crawler All Outlink CSV. For Windows, remember to
change backslashes to forward slashes.
links <- read.csv("C:/Documents/all-outlinks.csv", skip = 1) # CSV Path</pre>
# This line of code is optional. It filters out JavaScript, CSS, and
Images. Technically you should keep them in there.
links <- subset(links, Type=="AHREF") # Optional line. Filter.
links <- subset(links, Follow=="true")
links <- subset(links, select=c(Source,Destination))
g <- graph.data.frame(links)</pre>
pr <- page.rank(g, algo = "prpack", vids = V(g), directed = TRUE, damping =
0.85)
values <- data.frame(pr$vector)
values$names <- rownames(values)</pre>
row.names(values) <- NULL
values \leftarrow values[c(2,1)]
names(values)[1] <- "url"</pre>
names(values)[2] <- "pr"
# Swap out 'domain' and 'com' to represent your website address.
values <- values[grep1("https?:\\/\\/(.*\\.)?domain\\.com.*", values$url),]</pre>
# Domain filter.
# Replace with your desired filename for the output file.
write.csv(values, file = "output-pagerank.csv") # Output file.
```





Render Analysis

- We found some rendering anomalies
- Detailed analysis was performed
- Some external blocking scripts were found



Последни прогнози:

- Здраво закъсалият отбор на Монако приема лидера ПСЖ
- Селта посрещат отпушилия се Реал Мадрид
- Милан ще се пробват да нанесат първа загуба за Ювентус в Серия А
- Прогноза за мача на Барселона срещу Реал Бетис
- Манчестър Сити и Манчестър Юнайтед в градско дерби с голям заряд

Спортни прогнози, ревюта за букмейкърите: Efbet, Bet365, Betfair, Sportingbet и Pinnacle Sports. Бонус за всеки букмейкър в интернет.

0

0

0

0

Навигация

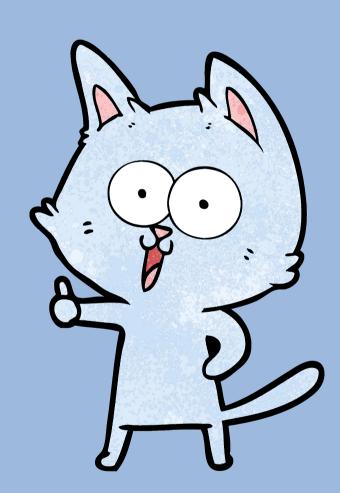
- Букмейкъри
 - Elber
 - Bet365
 - Bettall
 - winde
 - · Direction
 - TALLET
 - Pinnacle
 - Национална Лотария
 - Epportsython
 - Sportingbet
 - Евробет
 - Еврошанс

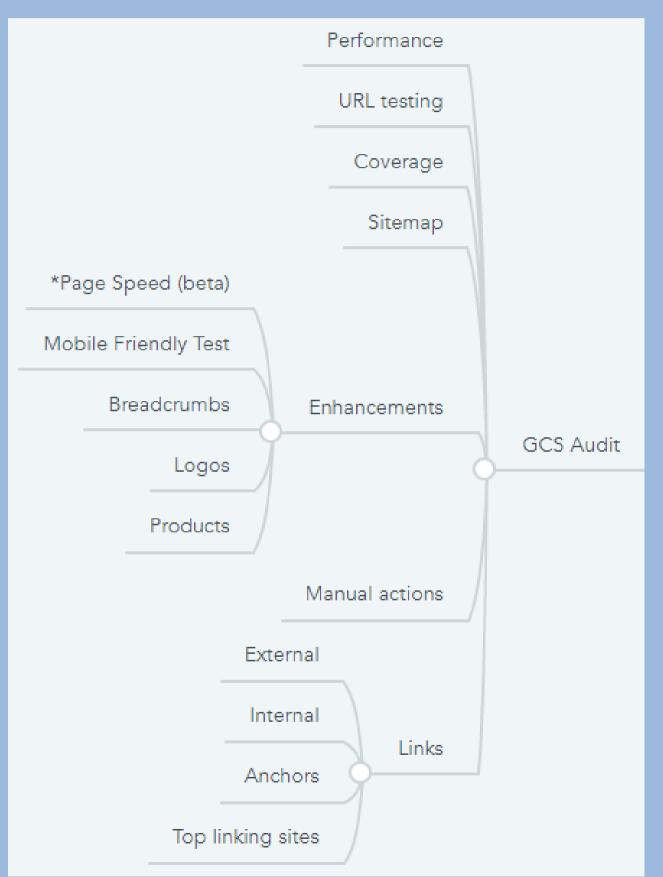


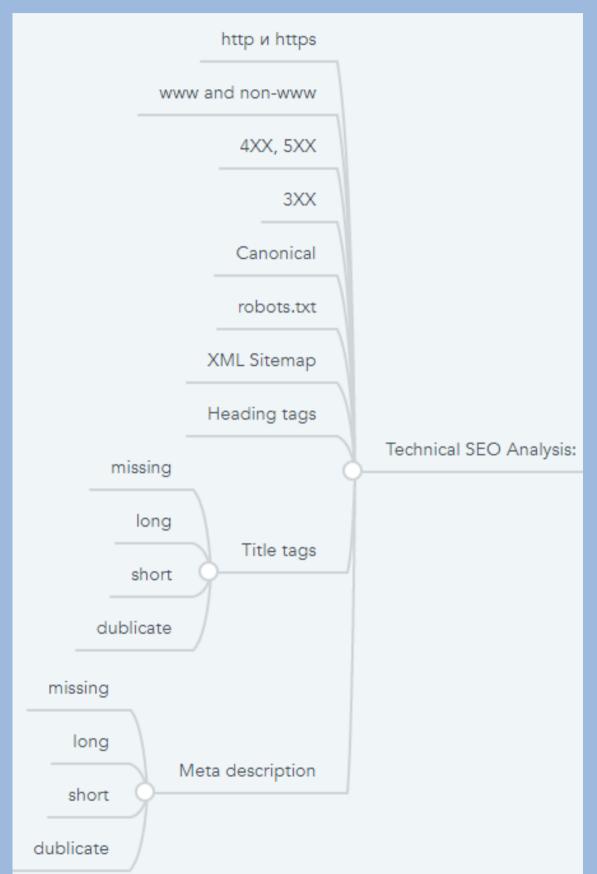


Technical SEO Audit 1.1.

On-Page SEO Audit
 Steps and Criteria





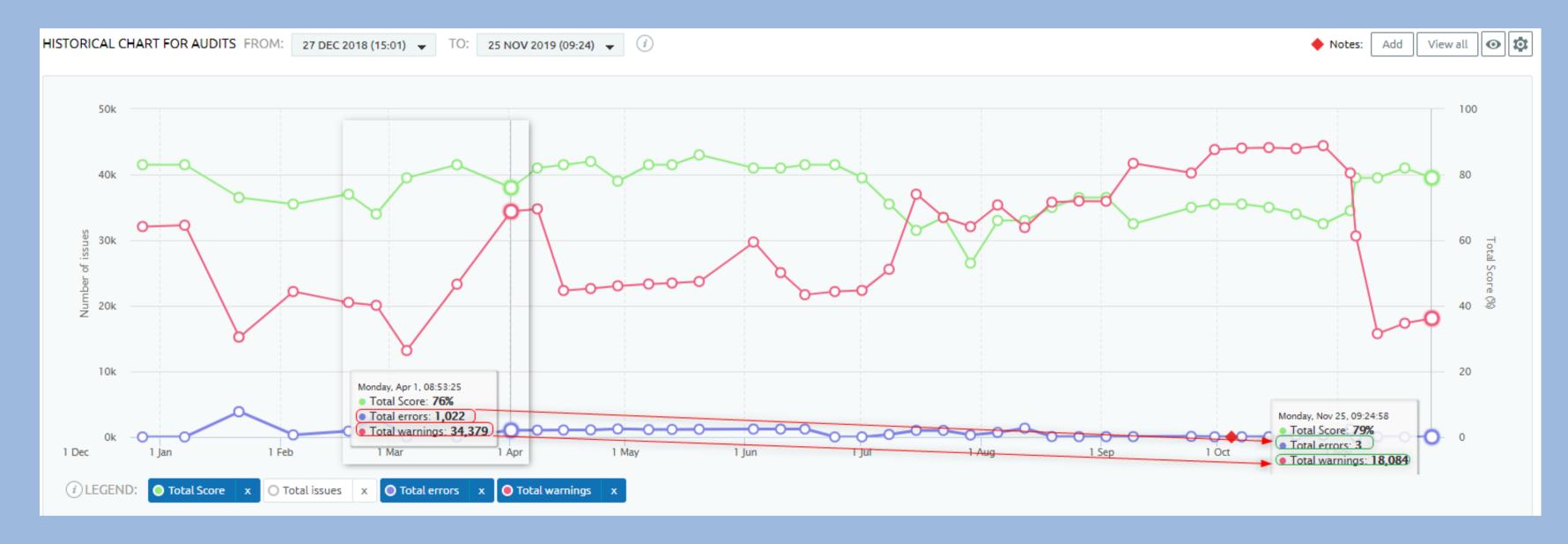






Technical SEO Audit 1.

- From 1 022 Errors to 3 Errors
- From 24 379 Warnings to 18 084 Warnings







Redesign & Page Speed Optimization

Redesign



We started with redesigning on the site layout and elements. The entire code has been rewritten and cleared out, in particular: HTML, CSS, JavaScript, JSON-LD, RDFa were added too.

Page Speed Optimization

2

In the process of rewriting, we improved the loading speed. We've raised it 3 times!

3 We

Website Architecture

The overall structure of the website was completely reorganized and reworked as well for better semantics, UX and architecture.



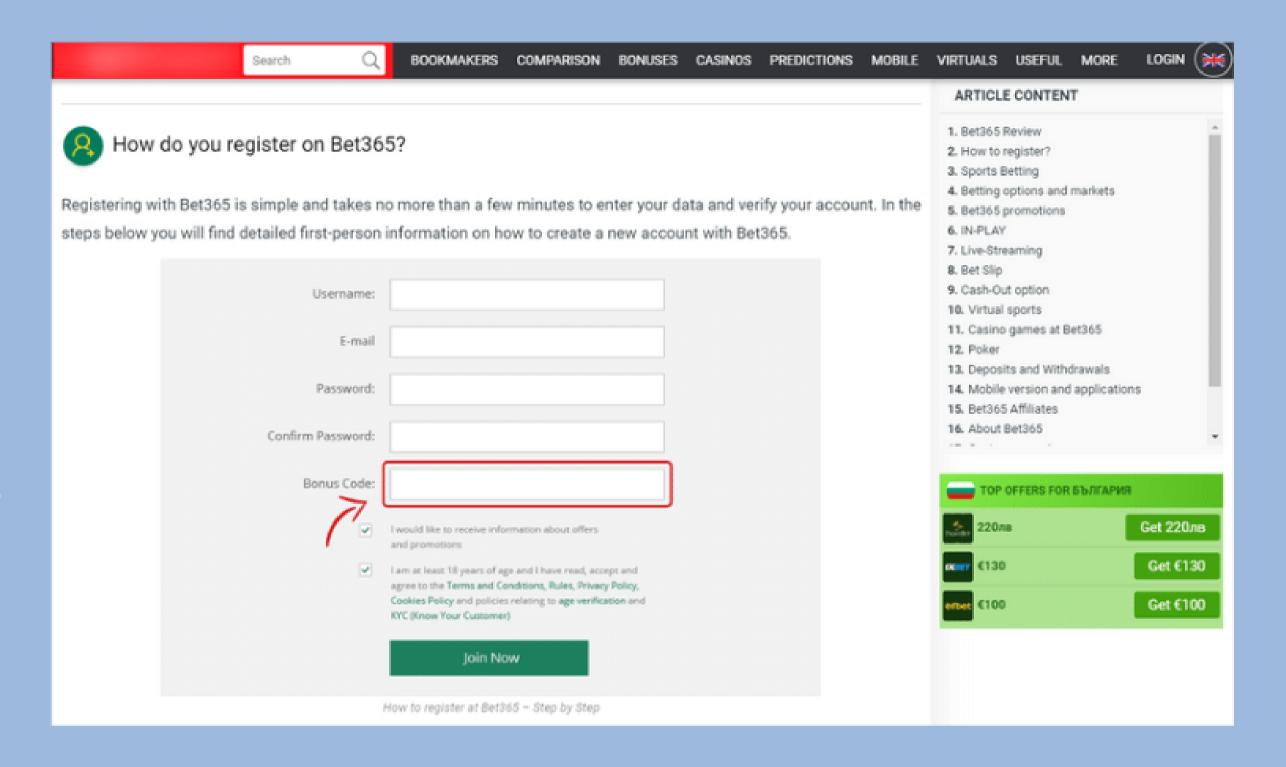


Redesign 1.

Redesign



Website layout version in 2018.





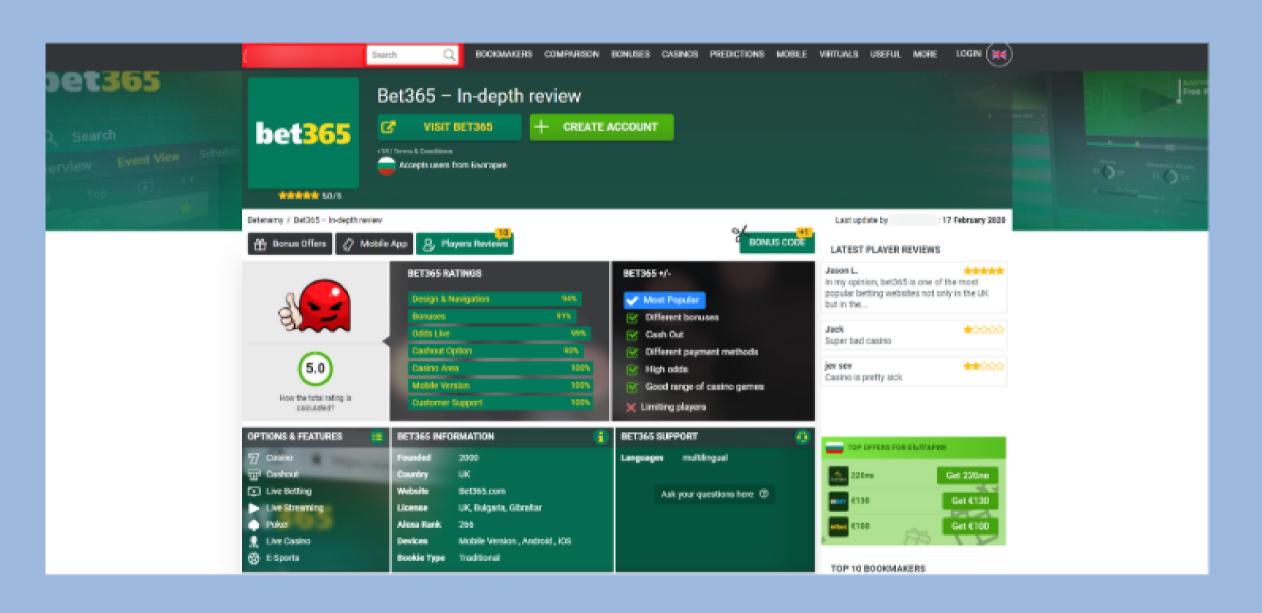


Redesign 1.1.

Redesign

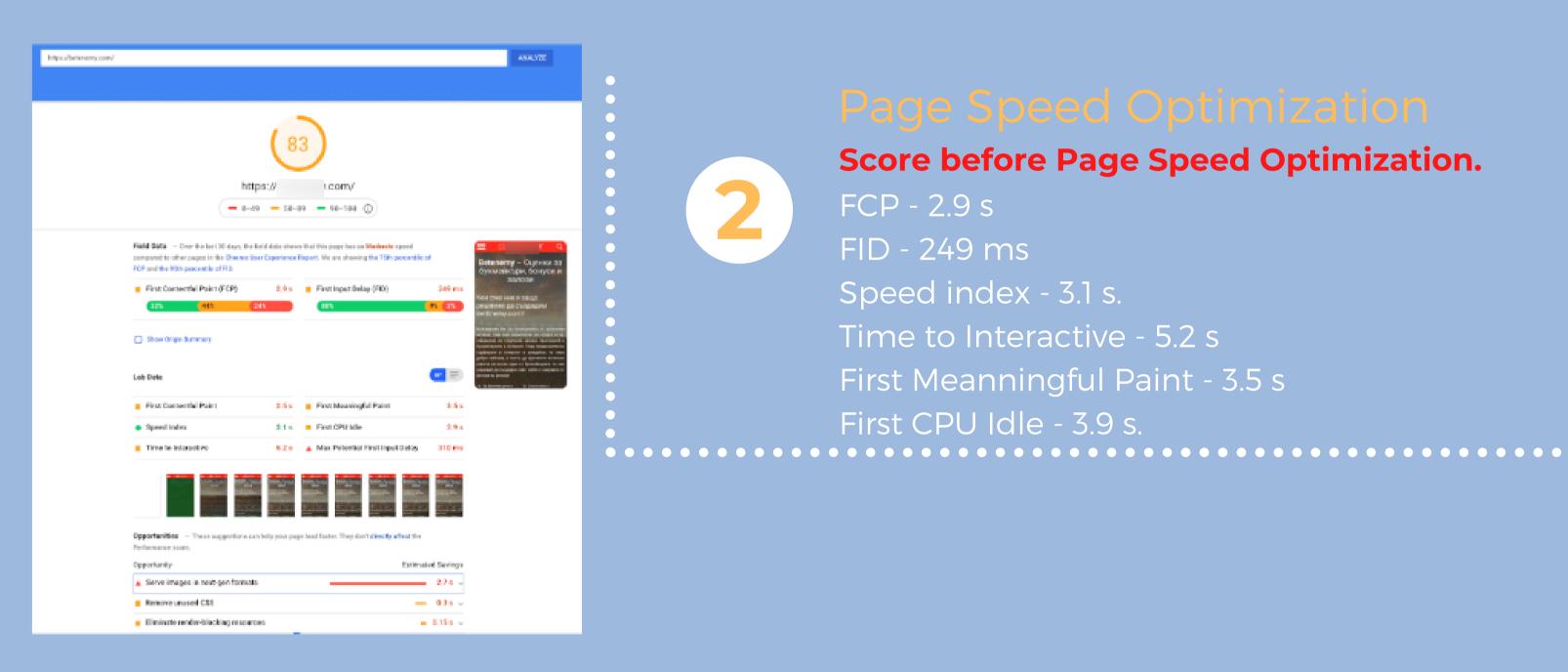


Website version after Redesign.









Score before Page Speed Optimization.

FCP - 2.9 s

FID - 249 ms

Speed index - 3.1 s.

Time to Interactive - 5.2 s

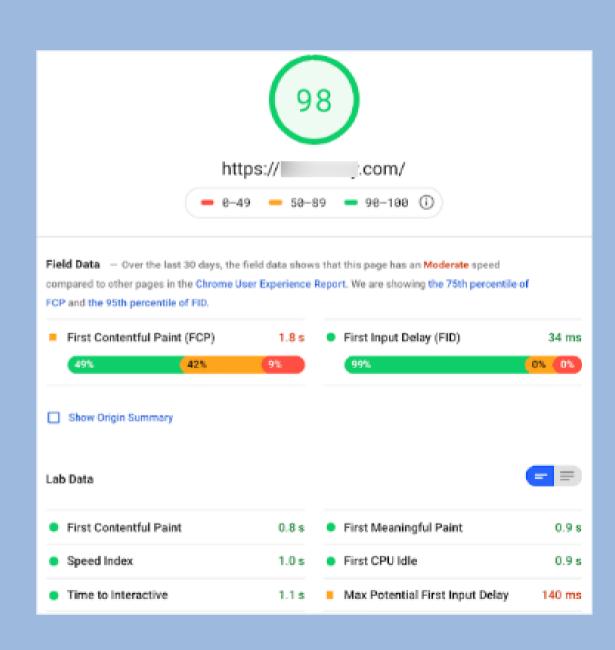
First Meanningful Paint - 3.5 s

First CPU Idle - 3.9 s.





Page Speed Optimization 2.2.



Page Speed Optimization

Score after Page Speed Optimization.

FCP - from 2.9 s to 1.8 s

FID - from 249 ms to 34 ms

Speed index - from 3.1 s to 1.0 s

Time to Interactive - from 5.2 s to 1.1 s

First Meanningful Paint - from 3.5 s to 0.9 s

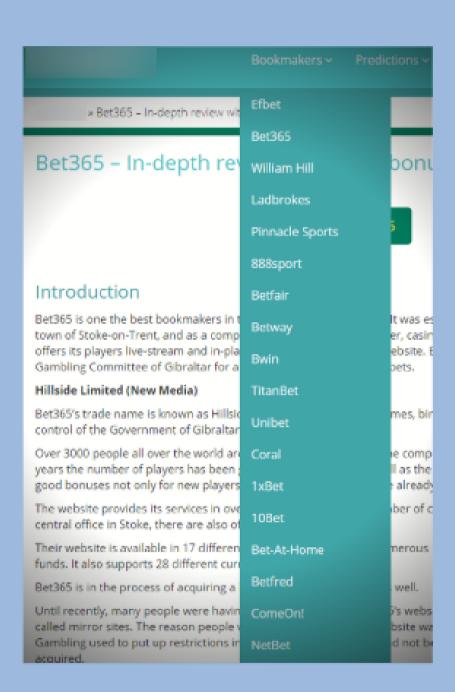
First CPU Idle - from 3.9 s to 0.9 s

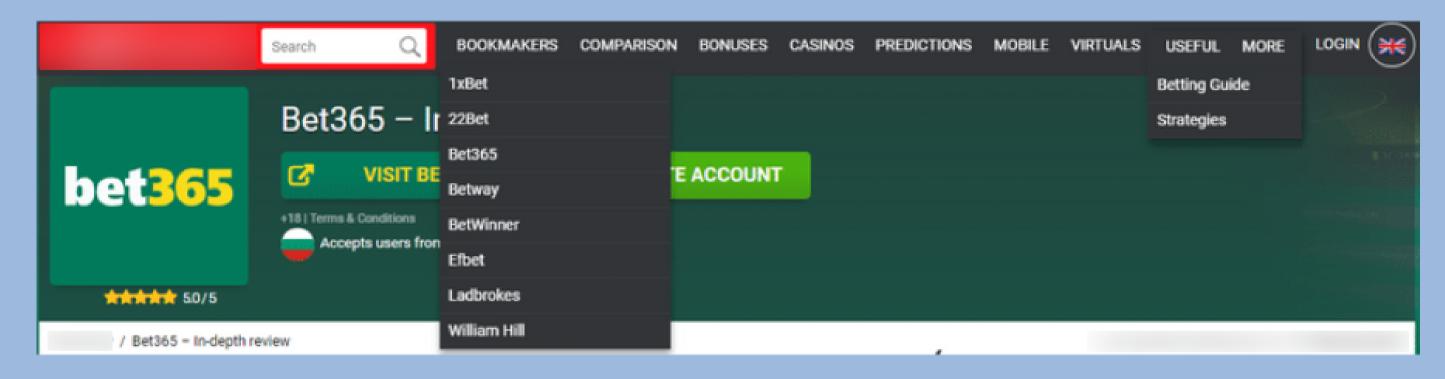
•••••••••





Redesign & Page Speed Optimization





3

Website Architecture

The overall structure of the website was completely reorganized and reworked for better semantics, UX and architecture.

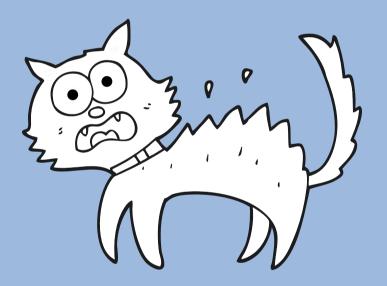




Other and releated critical

Technical SEO Issues

- We have resolved a major DNS issue 4 websites shared the same DNS address!
- About 150 000 dynamically generated internal links with the same anchor were fixed.
- We fixed the whole Schema.org mark-up, debugging it type by type.

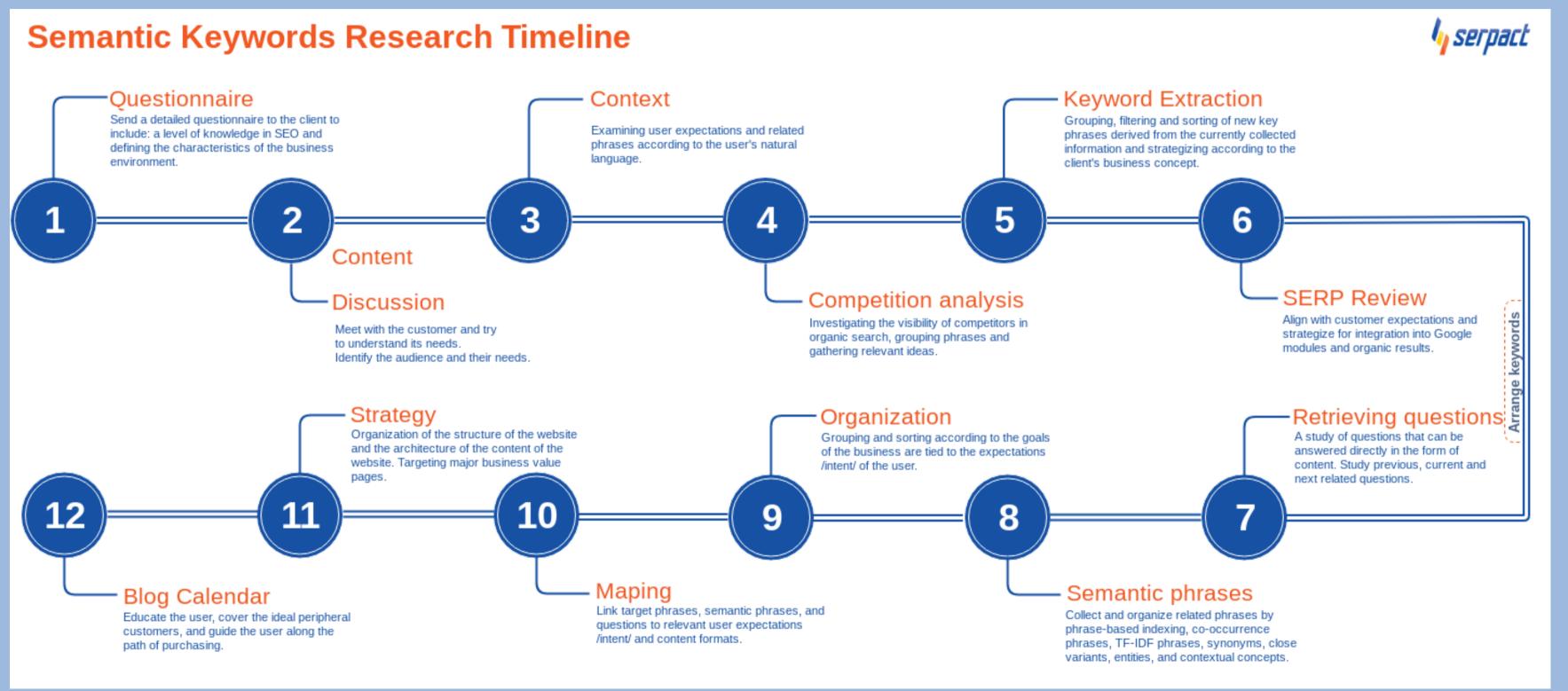


- 1257 Duplicate Titles
- 12 152 Broken Internal Links
- About 200 pages with similar pages were removed and redirected.





(Content Marketing Strategy)







Results 1-4

(Content Marketing Strategy)

We conducted a comprehensive research and analysis of keywords, phrases and questions used by potential customers. All phrases were organized into a main semantic core and subcores.

2

We used these semantic cores and sub-cores and created a document on the structure of the current content on the website.

3

As a result: current content was expanded and some additional sections were added.

The main part here is the Bonuses and Mobile sections. During the research process, we found that bonuses are very popular and attractive to the user, mobile versions or mobile apps as well, so we decided to make a special section on the website, enriched with information how to use bonuses, how to install mobile apps, what features they have, etc.





Results 5-8

(Content Marketing Strategy)

••••••

5

We found many orphaned pages with little-to-none content. They were combined or removed and relevantly redirected.

6

The content of almost ¾ of the pages was extended and enriched.

7

All pages were semantically optimized one by one.

The whole internal link structure was reworked

with natural anchors implemented between the

pages



Results 9-12

(Content Marketing Strategy)

9

100 bookmaker reviews with over 5K words content based on Content Marketing Strategy were written.



More than 100 reviews for bookmakers' mobile applications with over 3K words each based on the Content Marketing Strategy were written.



Over 50 betting manuals with over 3K words each based on Content Marketing Strategy were prepared.

Unique content for each page.





Results 13-16

{Content Marketing Strategy}

....13

Predictions for each football match each day are prepared every day.

Use of interactive elements on any custom-designed page.

15.....

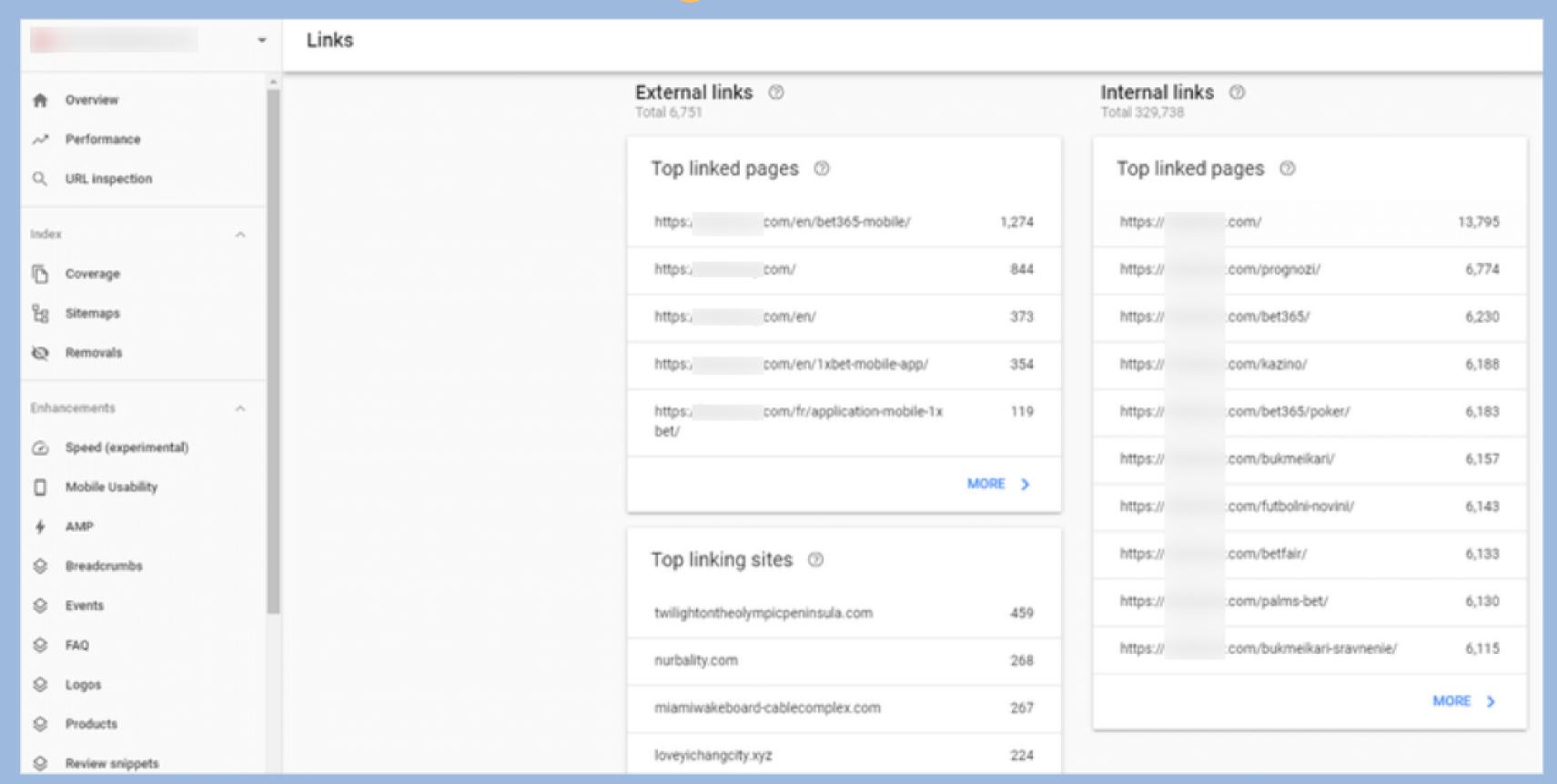
Personalized design for each page according to the bookmaker was applied.

Summary and Ratings were added.





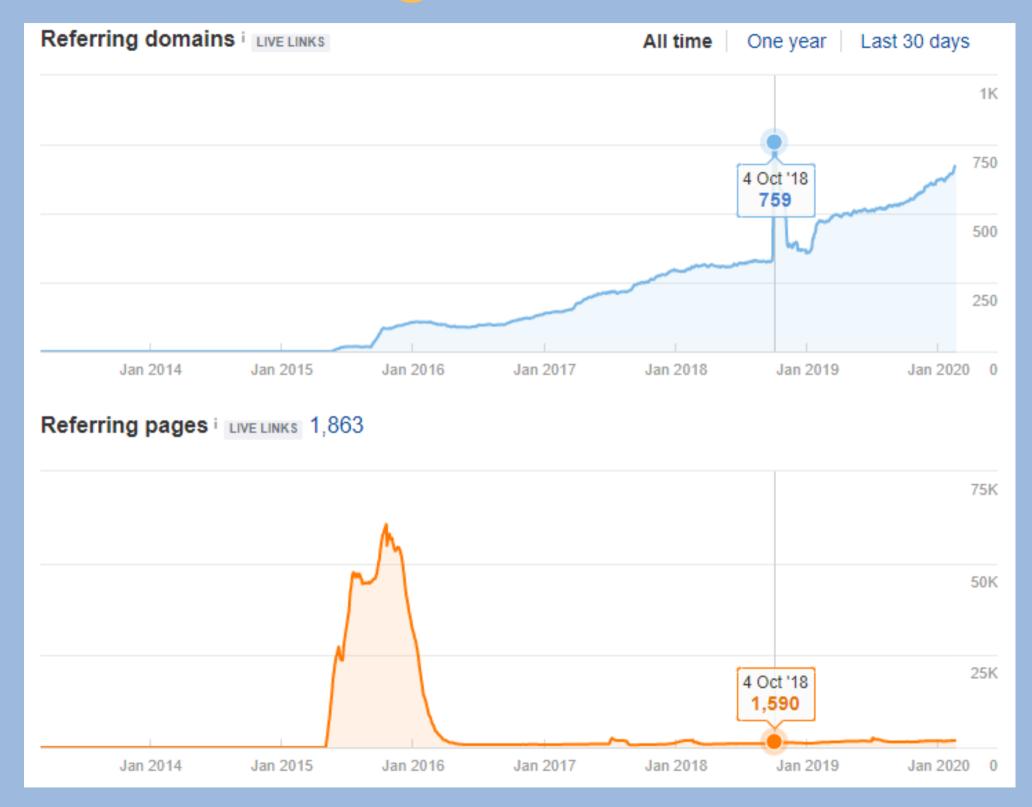
Link Profile Analysis 1.







Link Profile Analysis 2.







Link Profile Results from Analysis 1-4

User-generated Spam - About 500 Spammy comments published on the website pages were removed.

2

Manipulative structured data, marked up content invisible to users and against the structured data guidelines were removed.

3

Over 1500 Unnatural Inbound Links were disavowed aggressive link-building tactics, such as link-buying or link schemes - website was a victim of a massive Black-hat. 10 Unnatural Outbound
Links were removed -Cross
affiliate links between other
similar websites of the
client.





Link Profile Results from Analysis 5-8

5

725 pure spam links were disavowed as well. - Links to webiste from sites with huge volumes of scraped or stolen content, gibberish content or repeated violations of Google's guidelines.

6

20 Links from websites with no or bad design were disavowed too.

7

15 Links from directories were removed too.

8

About 120 links from Malicious pages were disavowed.





The result:

- Clear link profile with editorial and naturally earned links.
- High authority websites in the link profile left.
- Good ratio between the different anchor phrases.
- Better established brand.
- Continuous outreach campaign:
 - Betting Bloggers Outreach
 - Active Players / Blogger outreach
 - Media websites contacts and outreach
 - Organization Websites Outreach





General results:

Data from Google Search Console:

- From 27k to 238k Clicks
- From 2.25M to 22.3M Impressions
- From 22.4 to 12.7 Average Position

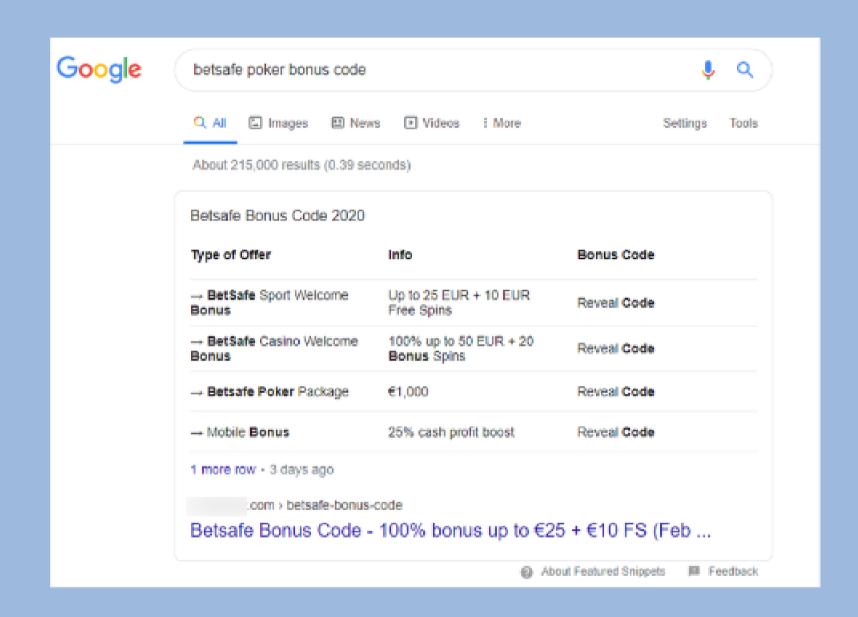
Data from Google Analytics:

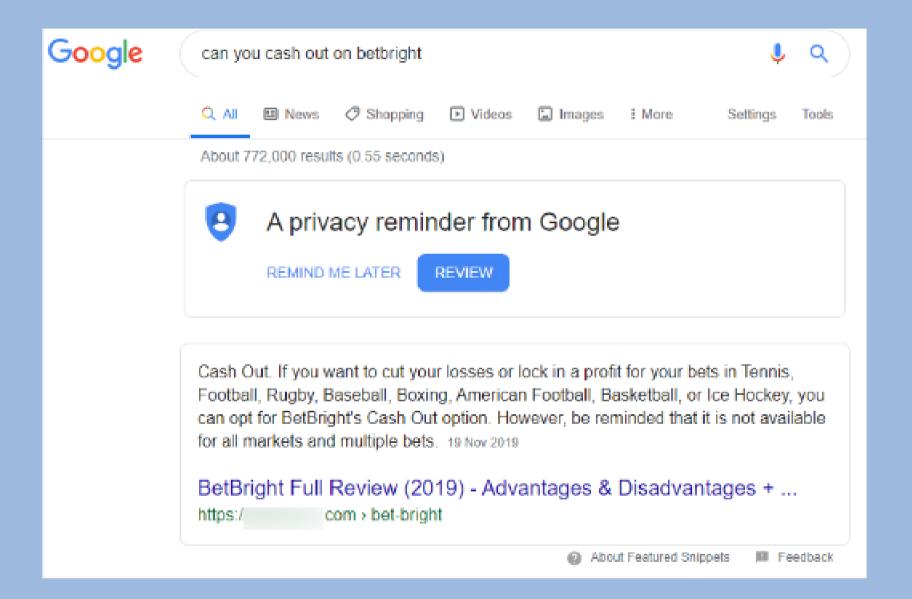
- 406.22% More Users
- **403.65**% More Sessions
- 529.33% Goals Completions
- From 1 333 to 3 152 Goals Completions {registrations}





Featured Snippets Results 1.

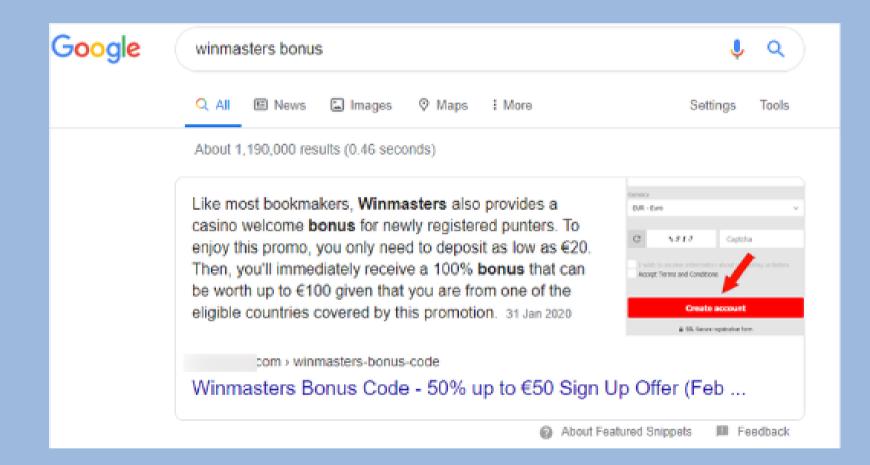


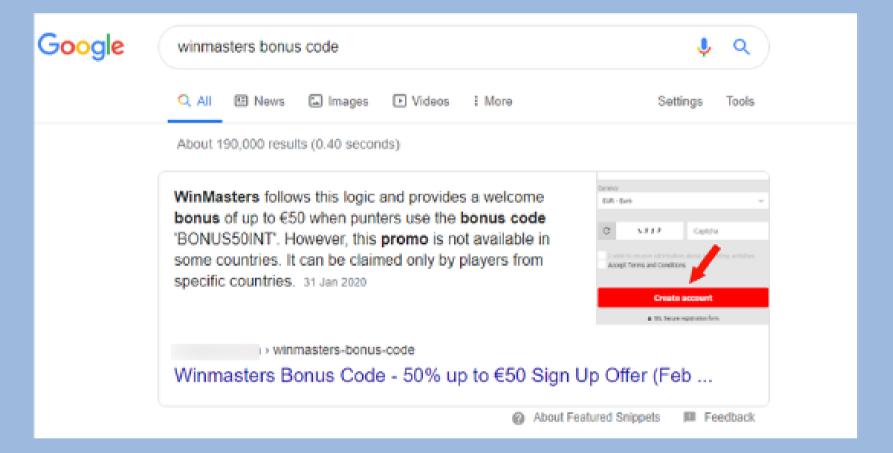






Featured Snippets Results 2.



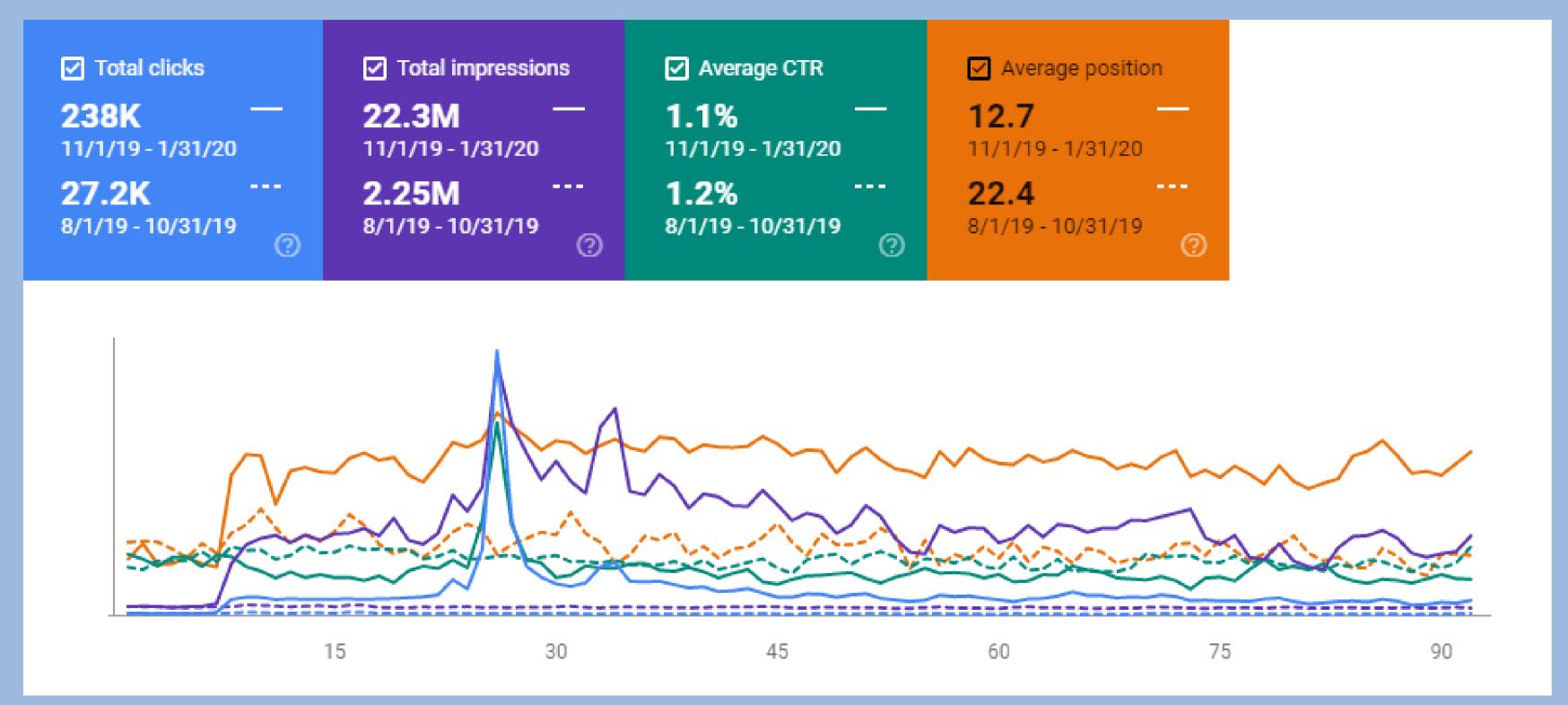






Google Search Console 1.

Data from 01.11.2019 to 31.01.2020 vs. from 01.08.2019 to 31.10.2019







Google Search Console 1.1.

Data from 01.11.2019 to 31.01.2020 vs. from 01.08.2019 to 31.10.2019

- From 27k to 238k Clicks
- From 2.25M to 22.3M Impressions
- From 22.4 to 12.7 Average Position

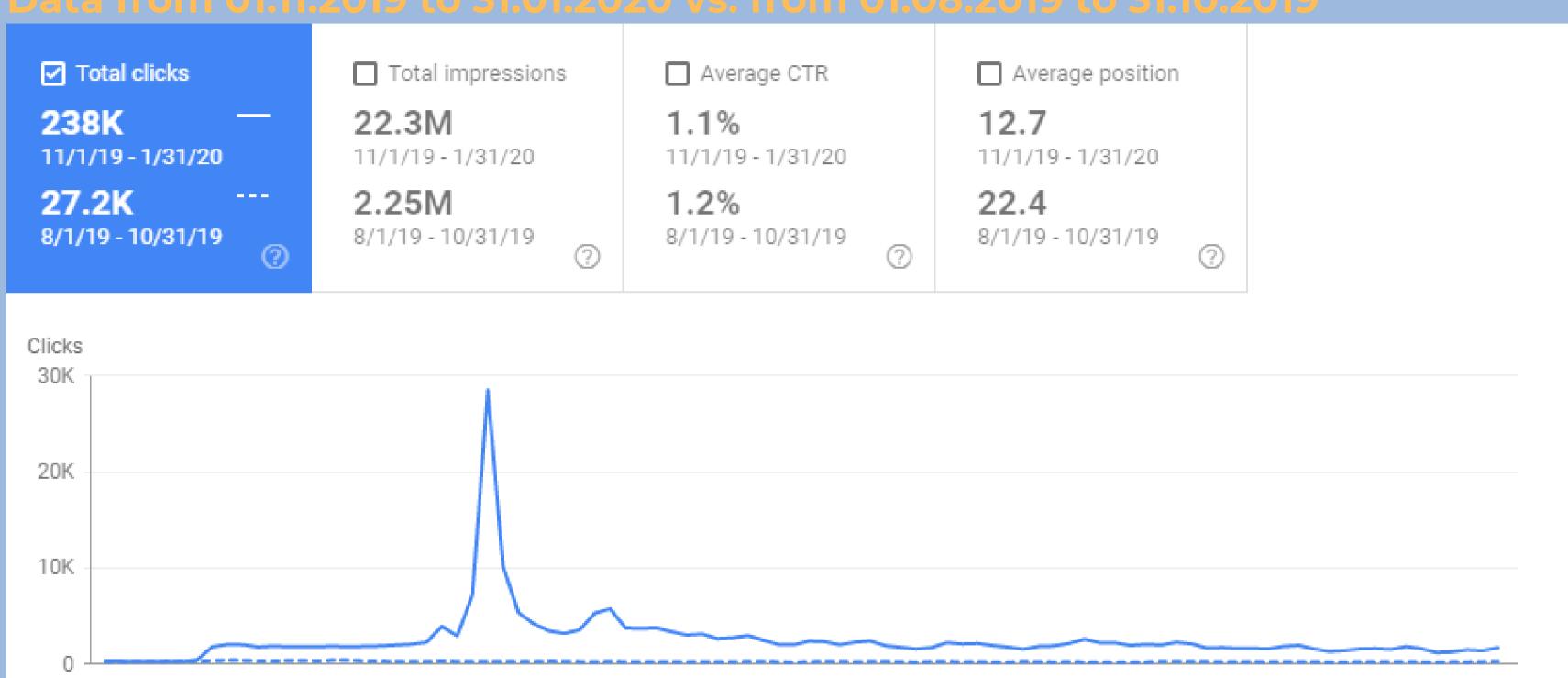






Google Search Console 1.2.

Data from 01.11.2019 to 31.01.2020 vs. from 01.08.2019 to 31.10.2019







Google Search Console 1.3.

Data from 01.11.2019 to 31.01.2020 vs. from 01.08.2019 to 31.10.2019

✓ Total impressions ■ Total clicks Average CTR Average position 238K 22.3M 1.1% 12.7 11/1/19 - 1/31/20 11/1/19 - 1/31/20 11/1/19 - 1/31/20 11/1/19 - 1/31/20 27.2K 2.25M 1.2% 22.4 8/1/19 - 10/31/19 8/1/19 - 10/31/19 8/1/19 - 10/31/19 8/1/19 - 10/31/19 (2) Impressions 750K 500K 250K 15 30 75 90 45 60





Google Search Console 1.4.

Data from 01.11.2019 to 31.01.2020 vs. from 01.08.2019 to 31.10.2019

Total clicks Total impressions Average CTR Average position 238K 22.3M 1.1% 12.7 11/1/19 - 1/31/20 11/1/19 - 1/31/20 11/1/19 - 1/31/20 11/1/19 - 1/31/20 27.2K 2.25M 1.2% 22.4 8/1/19 - 10/31/19 8/1/19 - 10/31/19 8/1/19 - 10/31/19 8/1/19 - 10/31/19 @ CTR 6% 4% 2% 0% 15 75 30 45 60 90





Google Search Console 1.5.

Data from 01.11.2019 to 31.01.2020 vs. from 01.08.2019 to 31.10.2019

☐ Total clicks

238K

11/1/19 - 1/31/20

27.2K

8/1/19 - 10/31/19

■ Total impressions

22.3M 11/1/19 - 1/31/20

2.25M 8/1/19 - 10/31/19

(?)

■ Average CTR

1.1% 11/1/19 - 1/31/20

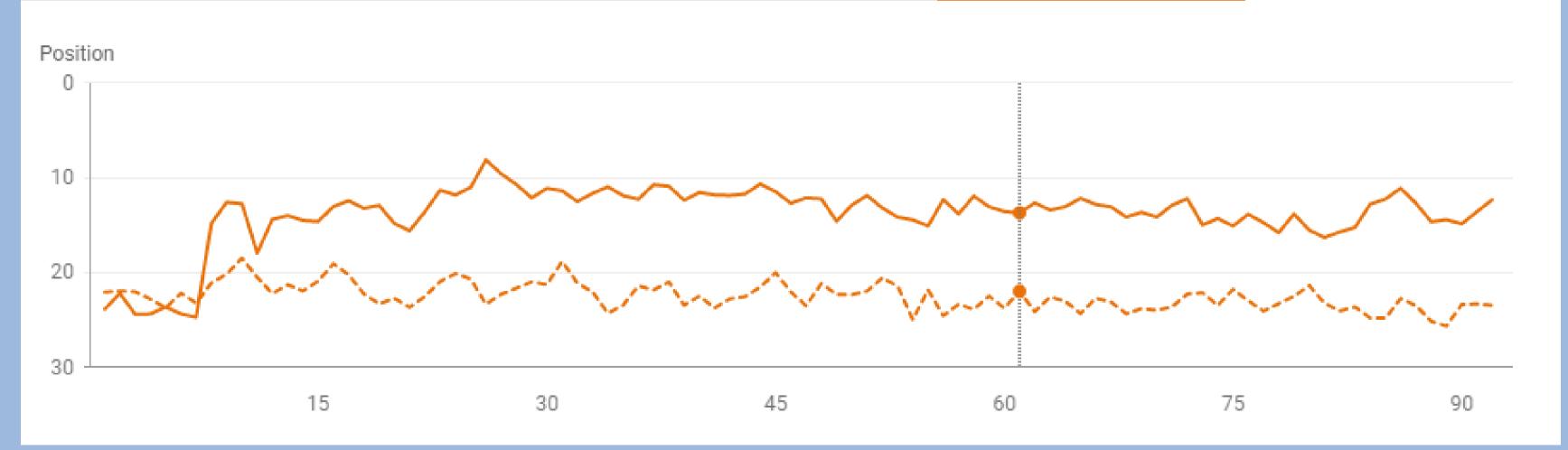
1.2% 8/1/19 - 10/31/19 Average position

12. / 11/1/19 - 1/31/20

22.4

8/1/19 - 10/31/19



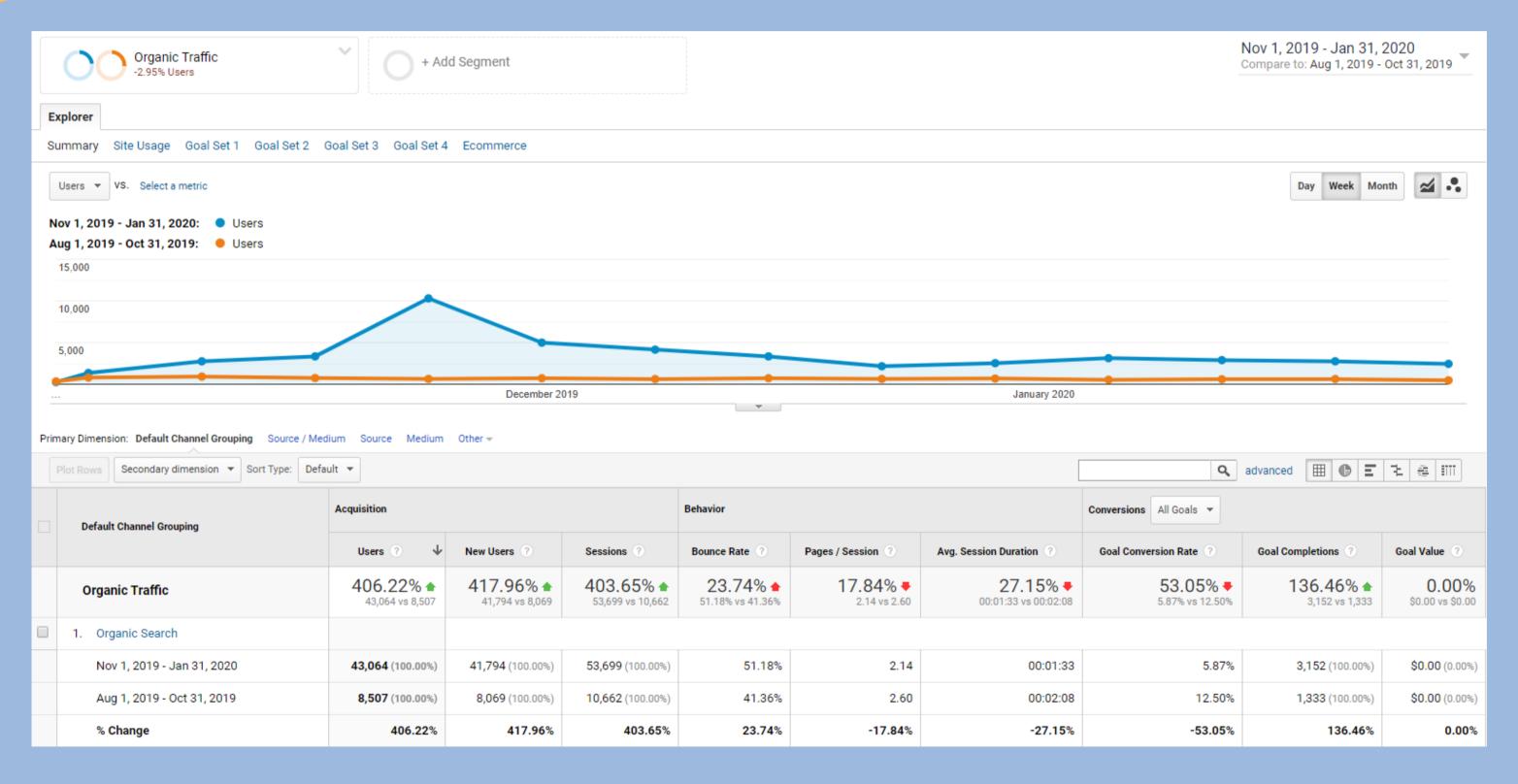






Google Analytics 1.

Organic Trafic from 01.11.2019 to 31.01.2020 vs. from 01.08.2019 to 31.10.2019



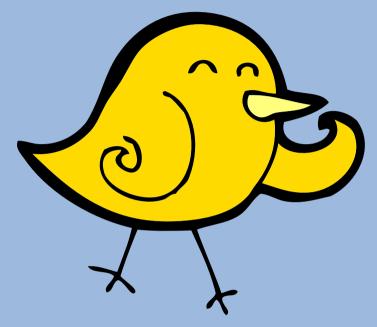




Google Analytics 2.

Organic Trafic from 01.11.2019 to 31.01.2020 vs. from 01.08.2019 to 31.10.2019

- 406.22% More Users
- **403.65**% More Sessions
- 529.33% Goals Completions
- From 1 333 to 3 152 Goals Completions {registrations}







Thank you





