# Advertising with Linked Data in Web Content From Semantic SEO to E-Commerce on the Web 3.0

# Prof. Dr. Martin Hepp mhepp@computer.org







## You all use Web Search Engines...

Web Images Videos Maps News Shopping Gmail more -

1000	goodrelation	×	Search	Instant is on
0	About 2,500,000 results (0.17 seconds)	Adv	anced search	
🛃 Everything	Starred results for goodrelation			
Images	CoodRelations: An ontology for linking product descriptions and www.heppnetz.de/project	cts/goodrelations/		
Videos	Semantic SEO for Google with GoodRelations and RDFa   Hepp www.heppresearch.com	/gr4google		
News	GoodRelations: The Web Ontology for E-Commerce 😒 🔍			
Shopping	<b>GoodRelations</b> is a standardized language for product, price, and company data that can (1) be embedded into existing static and dynamic Web pages and that			
▼ More	www.heppnetz.de/projects/goodrelations/ - Cached - Similar			
Show search tools	Good Relations Q Group of specialist consultants operating in Public Relations. www.goodrelations.co.uk/ - Cached - Similar			
	Good Relations India C CSR Activities. 'We have a strong commitment to CSR & undertake various charitable projects'. 'Good Relations (India) is a member of PRCAI'. Home Page www.goodrelations.co.in/ - Cached - Similar			
	Good Relation Consultants - Job Placements   Consultancy Good Relation Consultants - Job Placements   Consultancy   Placement Staffing, Contract Staffing   Hiring Partner   One of Top Recruitment Company in India grcconsultants.net/ - Cached			
	how to make good relationship with family Q. You need to have good relations with your mom-dad,wife ,childerns,relatives and with your friends. Relations are necessary to live life happely hubpages.com/hub/how-to-make-good-relations - Cached - Similar			
	der Bundeswehr			
	Universität 🔥 München			



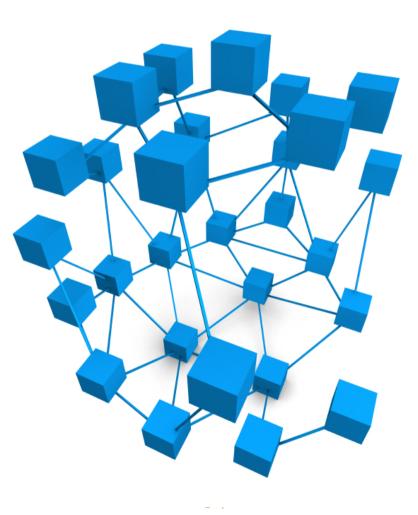
# They are our magic goggles...

(picture of me with funny goggles)





## ... into the Giant Graph of Information,



# ...which is

# The World Wide Web





# What's SEO?



# SEO for Researchers

- For a given Web site *S* with the set of individual HTML pages *H*, increase the arithmetic mean  $\bar{x} = \frac{1}{n} \cdot \sum_{i=1}^{n} x_i$
- of the position x in the organic search result pages R of all Web users that are searching for topics that match your profile.





# **SEO for People**

• Pimp up my Web site for Google



# What's SEO, Really?



SINESS+



# 1. Being visible for potential buyers



#### camcorder

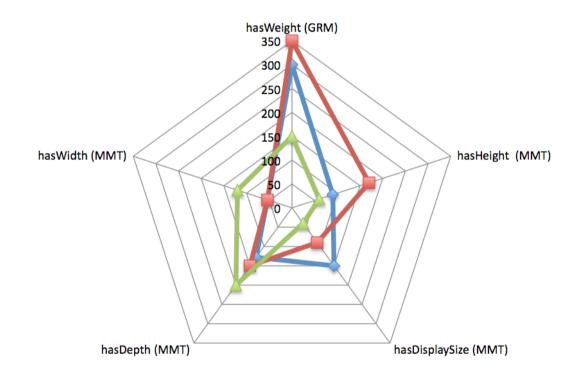
About 38,300,000 results (0.27 seconds)

Google	camcorder			Search	
0	About 38,400,000 results (0.21 seconds)			Advanced search	
Shopping	Camcorder - Niedrigpreise www.NexTag.de/Camcorder 240+ D	gitale Camcorder. Camc	order hier im Preisvergleich!	Sponsored link	
Updates	Brands for camcorder: Sony Canon	JVC Panasonic Flip			
	Camcorders - Independent Can				
Any time	Camcorder everything. Camcorder articles, reviews, ratings, buying guides, and comparisons.				
Latest	Comparisons. Camcorder Ratings - Panasonic HDC-TM700 Camcorder HD				
Past 2 days	www.camcorderinfo.com/ - 22 hours ago - Cached - Similar				
All results	Camcorder - Wikipedia, the free	encyclonedia 🐡			
Fewer shopping sites	Camcorder - Wikipedia, the free encyclopedia				
More shopping sites	and a video recorder into one unit. Equipment manufacturers do not				
<ul> <li>More search tools</li> </ul>	en.wikipedia.org/wiki/Camcorder - Cach	ed - Similar			
	Shopping results for camcorder				
Something different					
camera					
handycam		100	9		
video recorder					
	Sony Canon VIXIA JVC E	verio Flip Video	Panasonic		
	Handycam HF R100 GZ-H	M200BUS UltraHD	SDR-S26K		
		order - Camcorder -	Camcorder -		
	★★★★★ (157) ★★★★★☆ (11) ★★★★     \$269 new \$350 new \$270	t☆ (39) ★★★★☆ (445) new \$155 new	★★★★☆ (98) \$179 new		
	113 stores 56 stores 64 sto	+	21 stores		





# 2. Articulating the value proposition



### But: Often flattened to just the price tag...





# 3. For a large number of items

Example	Number of Products
BestBuy	> 400 k
Amazon	> 4 Mio.
Typical small shops	1 10 k items





# Specificity



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# Key Driver of Search Costs

# Specificity

"How much you lose when you can't use a good for what it was designed."



# Growth in Specificity MERCK'S WARENLEXIKON

#### für Handel, Industrie und Gewerbe

Beschreibung der im Handel vorkommenden Natur- und Kunsterzeugnisse unter besonderer Berücksichtigung der chemischtechnischen und anderer Fabrikate, der Drogen- und Farbwaren, der Kolonialwaren, der Landesprodukte, der Material- und Mineralwaren

#### herausgegeben von

Prof. Dr. A. Beythien, Direktor des chemischen Untersuchungsamtes der Stadt Dresden

und Ernst Dreßler, Drogist und gerichtlicher Sachverständiger für das Landgericht u. Amtsgericht Dresden

unter Mitwirkung von

Max Arnold, Verbandstoff-Fabrik-Chemnitz, Privatdozent Dr. Paul Bohrisch-Dresden, Heinrich Ernemann A.-G.-Dresden. Dr. Hans Hempel, Stellvertreter des Direktors am

### 1920: 5168 Types of Goods





Examples





### Examples





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SCIENCE

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Examples





# What's the Problem?





#### **Manufacturers & Retailers**

Consumers



# What happens?

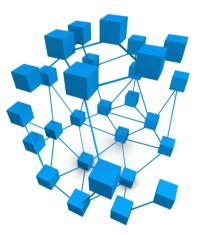
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# **Overly Fierce Price Competition**

#### 4022 product(s) found for "MP3 players & recorders"

[AC Ryan] [ATMT] [Acer] [Actebis] [Aigo] More >>





### **Only 1 – 2 Product Models** Considered Comparison Shopping on the Small Subset





# Businesses work hard to articulate their value proposition...

# ...but fail to keep their message intact over the wire!





# The WWW: A Giant Data Shredder



### Source: Structured Data

### Recipient: Unstructured Text



# What's *Semantic* SEO?



NESS+

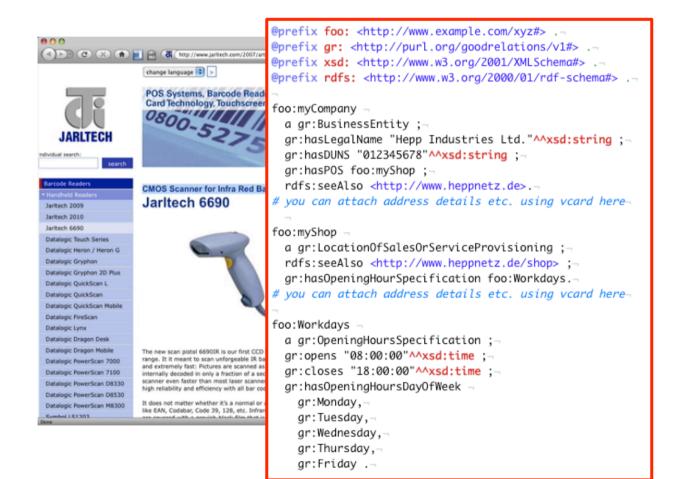
# Semantic SEO

Using product master data to articulate your value proposition over the Web



27

#### **Principle:** Small Data Packets Inside Your Page









# What is GoodRelations, Take 1:



### The piece of the cake that Google chose.



# What is GoodRelations, Take 2:

BestBuy Overstock.com

# O'Reilly Media

The first **Web** ontology used by several Fortune 500 companies on their Web sites

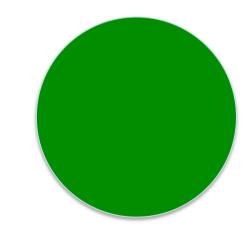
> der Bundeswehr Universität



# 1. A clear business value

 Preserving your value proposition over the WWW







# Semantic SEO: Immediate Effects

## Google Rich Snippets

Hepp Research Personal SCSI Controller Card

\*\*\*\*\* 99 reviews - \$99.99 - in stock

The Hepp Research Personal SCSI is a 16-bit add-on card that allows attaching up to seven SCSI devices to your computer. Designed in 1991 by Martin Hepp, the maker of the GoodRelations vocabulary for e-commerce.

www.heppresearch.com/commercecollator - Cached - Similar

### Improved Yahoo Rendering

Heppnetz.de SearchMonkey Data - Product

Product Name: Personal SCSI 16-bit SCSI Controller. Description: This low-cost, high ... Hepp Computertechnik. Product Specifications. FAQ. Product Manual ... www.heppnetz.de/searchmonkey/product.html - <u>Cached</u>



Ranking / Information Entropy







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This service is provided by the E-Business and Web Science Research Group at Universität der Bundeswehr München as it is with no explicit or implicit guarantees.

Enter keywords

2. A healthy ecosystem

Shop ExtensionsToolsDataApplicationsIncentivesDocumentation

http://www.ebusiness-unibw.org/wiki/GoodRelations





# 3. Six Sigma Engineering





# **GoodRelations Scope**

Stores

<b>BUSINESS HOURS:</b>						
MONDAY	TO TO					
TUESDAY	TO TO					
WEDNESDAY	TO TO					
THURSDAY	TO TO					
FRIDAY	TO TO					
SATURDAY	TO					
SUNDAY	ТО					
HOLIDAYS	TO					

Prices



Features



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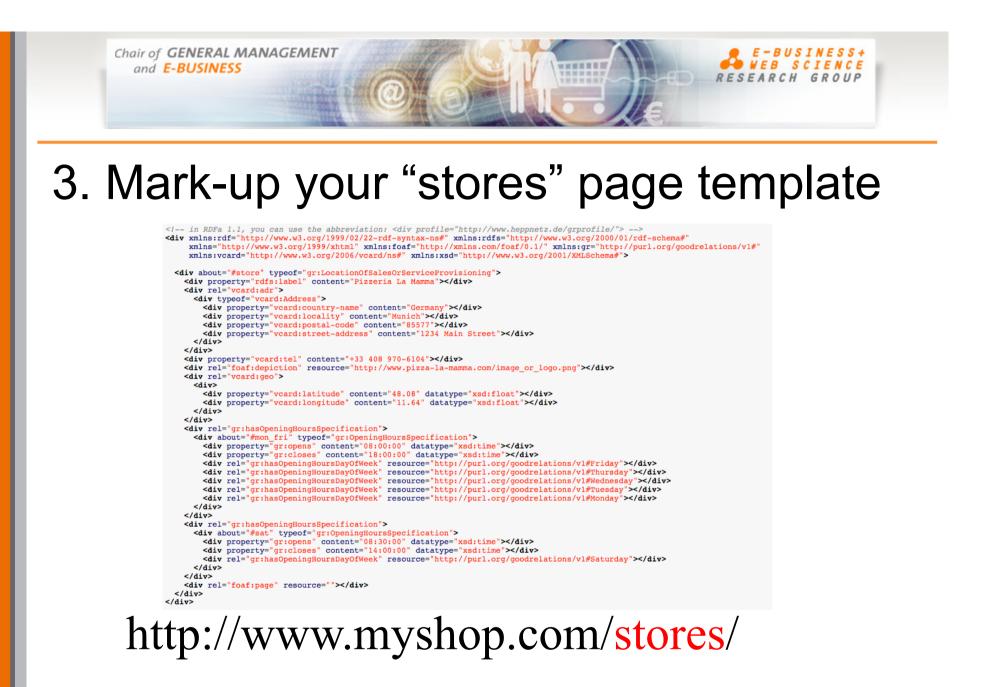
# How can I use Semantic SEO?



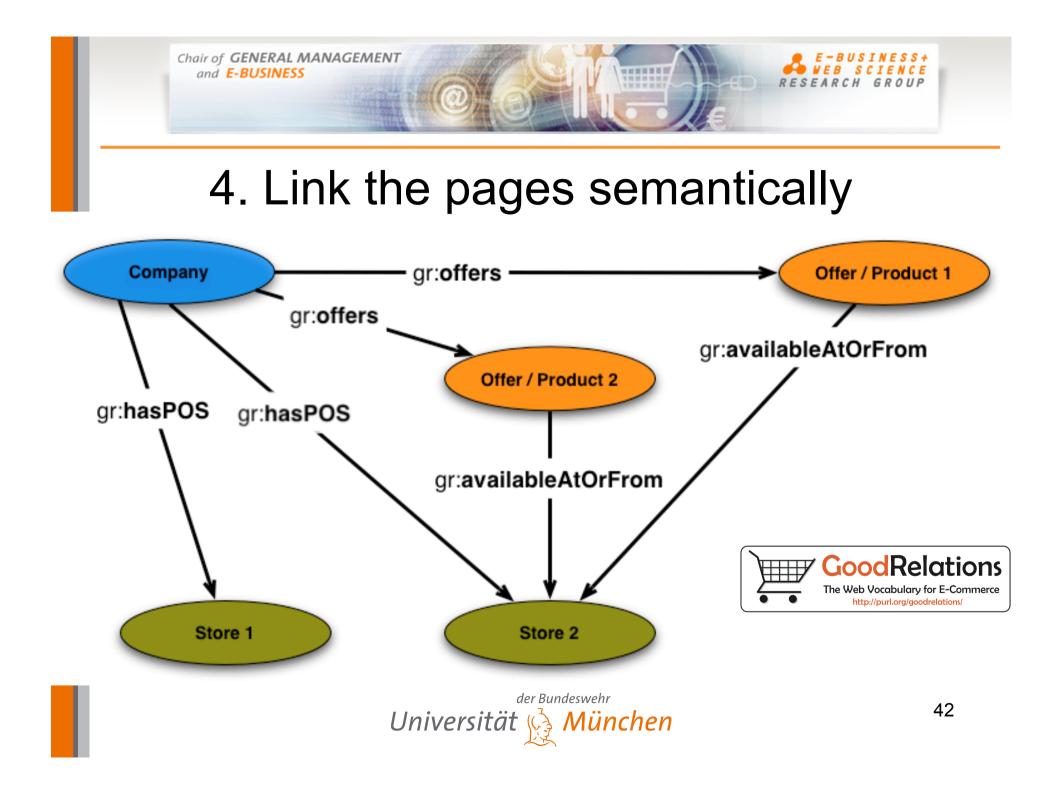
```
Chair of GENERAL MANAGEMENT
                                                                                                 - B U S I N E S S +
                                                                       and E-BUSINESS
                    1. Mark-up your "about" page
<!-- in RDFa 1.1, you can use the abbreviation: <div profile="http://www.heppnetz.de/grprofile/"> -->
<div xmlns:rdf="http://www.w3.org/1999/02/22-rdf-syntax-ns#" xmlns:rdfs="http://www.w3.org/2000/01/rdf-schema#"</pre>
       xmlns="http://www.w3.org/1999/xhtml" xmlns:foaf="http://xmlns.com/foaf/0.1/" xmlns:gr="http://purl.org/goodrelations/vl#"
       xmlns:vcard="http://www.w3.org/2006/vcard/ns#" xmlns:xsd="http://www.w3.org/2001/XMLSchema#">
  <div about="#company" typeof="gr:BusinessEntity">
     <div property="gr:legalName" content="Hepp's Bagel Bakery Ltd. "></div>
     <div rel="vcard:adr">
        <div typeof="vcard:Address">
           <div property="vcard:country-name" content="Germany"></div>
          <div property="vcard:locality" content="Munich"></div>
          <div property="vcard:postal-code" content="85577"></div>
           <div property="vcard:street-address" content="1234 Main Street"></div>
        </div>
     </div>
     <div property="vcard:tel" content="+1 408 970-6104"></div>
     <div rel="foaf:depiction" resource="http://www.hepps-bagels.com/image or logo.png"></div></div>
     <div rel="foaf:page" resource=""></div>
  </div>
</div>
                    http://www.myshop.com/
                                                         der Bundeswehr
                                                                                                              39
                                         Universität 🚱 München
```

```
Chair of GENERAL MANAGEMENT
                                                                                                 - B U S I N E S S +
                                                                       and E-BUSINESS
         2. Mark-up your "item" page template
<!-- in RDFa 1.1, you can use the abbreviation: <div profile="http://www.heppnetz.de/grprofile/"> -->
<div xmlns:rdf="http://www.w3.org/1999/02/22-rdf-syntax-ns#" xmlns:rdfs="http://www.w3.org/2000/01/rdf-schema#"</pre>
    xmlns="http://www.w3.org/1999/xhtml" xmlns:foaf="http://xmlns.com/foaf/0.1/" xmlns:gr="http://purl.org/goodrelations/vl#"
    xmlns:xsd="http://www.w3.org/2001/XMLSchema#">
 <div about="#offering" typeof="gr:Offering">
   <div property="rdfs:label" content="Canon Rebel T2i (EOS 550D) $899" xml:lang="en"></div>
   <div property="rdfs:comment" content="The Rebel T2i EOS 550D is Cannon's top-of-the-line consumer digital SLR camera.</pre>
It can shoot up to 18 megapixel resolution photos and features an ISO range of 100-6400. Now just $ 899 $" xml:lang="en"></div>
   <div rel="foaf:depiction" resource="http://a.img-dpreview.com/previews/CanonEOS550D/images/intro.jpg"></div>
   <div rel="gr:hasBusinessFunction" resource="http://purl.org/goodrelations/vl#Sell"></div>
   <div property="gr:hasEAN UCC-13" content="013803123784" datatype="xsd:string"></div>
   <div rel="gr:hasPriceSpecification">
     <div typeof="gr:UnitPriceSpecification">
       <div property="gr:hasCurrency" content="USD" datatype="xsd:string"></div>
       <div property="gr:hasCurrencyValue" content="899" datatype="xsd:float"></div>
     </div>
   </div>
   <div rel="gr:acceptedPaymentMethods" resource="http://purl.org/goodrelations/vl#PayPal"></div>
   <div rel="gr:acceptedPaymentMethods" resource="http://purl.org/goodrelations/vl#MasterCard"></div>
   <div rel="foaf:page" resource="http://myshop.com/canon-rebel-t2i/"></div></div>
 </div>
</div>
http://www.myshop.com/products/product123
```





Universität





# 5. Help search engines crawl your data

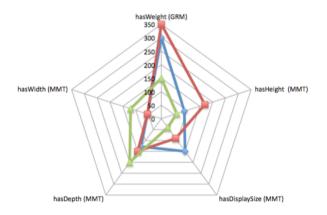
- robots.txt with pointer to sitemap URI
- sitemap.xml with proper lastmod attribute





### Impact: High-Precision Value Articulation and AND Feeding Search Engines

Effect 1: Your detailed value proposition remains intact and accessible for fair and deep comparison shopping.



Effect 2: Google and Yahoo will show your page with improved rendering (much higher CTR!)

Hepp Research Personal SCSI Controller Card \*\*\*\*\* 99 reviews - \$99.99 - in stock The Hepp Research Personal SCSI is a 16-bit add-on card that allows attaching up to seven SCSI devices to your computer. Designed in 1991 by Martin Hepp, the maker of the GoodRelations vocabulary for e-commerce. www.heppresearch.com/commercecollator - Cached - Similar



### Page Size and Loading Time: No Problem

Regular Pages

	Main Page (KB)		Product Item Page (KB)	
	HTML	Total	HTML	Total
BestBuy	102	815	236	1536
Amazon	187	736	286	712
eBay	54	445	75	849
Mean	114	665	199	1032

Increase by GoodRelations in RDFa

	Main Page		Product Item Page	
	HTML	Total	HTML	Total
Minimal	1,40%	0,24%	1,31%	0,25%
Full	2,19%	0,38%	3,22%	0,62%
With Features	n/a	n/a	6,03%	1,16%

NESS+

### The Product Ontology

\*\*\*\*\*





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### The Product Types Ontology: Class Definition for "Hammer"

This page is part of http://www.productontology.org/, a huge, precise dictionary of product types for advertising your products or services with the <u>GoodRelations standard</u>.

http://www.productontology.org/

On this page: Usage(RDFa, Facebook) Contact Information Caching Policy License Acknowledgments References

### pto:Hammer

(rdf:type owl:Class)

URI http://www.productontology.org/id/Hammer rdfs:subClassOf gr:ProductOrService rdfs:label Hammer (as a class of products of services)

Translation(s): Hamor@ang; سَرَة @سَرَة (alat)@bs; Martell (eina)@ca; Klajātis@bat-smg; Monam@be; Yyk@bg; \_\_\_\_\_@bn; Morzhol@br; Čekić (alat)@bs; Martell (eina)@ca; Kladivo@cs; Hammer@da; Hammer@de; Σφυρί@el; Martelo@eo; Martillo@es; Vasar@et; Mailu@eu; كَنَّهُوَهُوَمَانَة (Yasara@fi; Marteau (outil)@fr; Höömerk@frr; Casúr@ga; Martelo@gl; wos@he; हथौड़ा@hi; Čekić@hr; Mato@ht; Palu (alat)@id; Martelo@io; Hamar@is; Martello (tecnologia)@it; 槌@ja; Gandèn@jv; 망치@ko; Malleus (instrumentum)@la; Hummer (Handwierksgeschir)@lb; Plaktukas@lt; Āmurs@lv; Anx@mn; हात्तोडा@mr; Tukul@ms; Hamer (gereedschap)@nl; Hammar@nn; Hammer (redskap)@no; Martiliu@pam; Młotek@pl; خيك@ps; Martelo@pt; Takana@qu; Ciocan@ro; Monomok@ru; Marteddu@scn; Kladivo (nástroj)@sk; Burris@so; Yekuħ@sr; Hammare (handverktyg)@sv; சுத்தியல்@ta; \_\_\_\_\_@tai\_a\_\_\_\_@th; Binalalak@tl; Çekiç@tr; Monomok@uk; Búa@vi; Martilyo@war; معرير

#### rdfs:comment

A hammer is a tool meant to deliver an impact to an object. The most common uses are for driving nails, fitting parts, forging metal and breaking up objects. Hammers are often designed for a specific purpose, and vary widely in their shape and structure. The usual features are a handle and a head, with most of the weight in the head. The basic design is hand-operated, but there are also many mechanically operated models for heavier uses, such as steam hammers. The hammer may be the oldest tool for which definite evidence exists. Stone hammers are known which are dated to 2,600,000 BCE. The hammer is a basic tool of many professions. By analogy, the name hammer has also been used for devices that are designed to deliver blows, e.g. in the caplock mechanism of firearms. (Source: Wikipedia, the free encyclopedia, see http://en.wikipedia.org/wiki/Hammer)

Note: The extraction of the abstract from the Wikipedia page may sometimes yield imperfect results. We are improving the algorithm regularly.

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## Bollard

### E-BUSINESS+ WEB SCIENCE RESEARCH GROUP

### The Product Types Ontology: Class Definition for "Bollard"

This page is part of http://www.productontology.org/, a huge, precise dictionary of product types for advertising your products or services with the GoodRela

http://www.productontology.org/

On this page: Usage(RDFa, Facebook) Contact Information Caching Policy License Acknowledgments References

### pto:Bollard

URI http://www.productontology.org/id/Bollard rdfs:subClassOf gr:ProductOrService rdfs:label Bollard (as a class of products of services) Translation(s): Poller@de: Bolardo@eo: Bolardo@es: Bollard@fr: Bitva@hr: Bitta@it: ボラード@ia: 블라드@ko: Bolder@nl: Puller@no: Poler@pl:

#### rdfs:comment

A bollard is a short vertical post. Originally it only meant a post used on a quay for mooring. The word now also describes a variety of structures to controur traffic, such as posts arranged in a line to obstruct the passage of motor vehicles. In addition, bollards are used in the lighting industry to describe shor fixtures. The term may be related to bole, meaning a tree trunk. (Source: Wikipedia, the free encyclopedia, see http://en.wikipedia.org/wiki/Bollard)

Note: The extraction of the abstract from the Wikipedia page may sometimes yield imperfect results. We are improving the algorithm regularly.



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Image credit: This work has been released into the public domain by its author, KVDP at the wikipedia project. http://en.wikipedia.org/wiki/File:Retractible\_Bollard.JPG



47

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http://www.productontology.org/

pto:Fire extinguisher

rdfs:comment

### Fire Extinguisher

GoodRelations The Web Vocabulary for E-Commerc The Product Types Ontology: Class Definition for "Fire extinguisher" This page is part of http://www.productontology.org/, a huge, precise dictionary of product types for advertising your products or services with the GoodRelations standard. Share on 🕒 🎦 📑 🖬 On this page: Usage(RDFa, Facebook) Contact Information Caching Policy License Acknowledgments References Powde (rdf:type owl:Class) FIRE EXTINGU URI http://www.productontology.org/id/Fire\_extinguisher rdfs:subClassOf gr:ProductOrService rdfs:label Fire extinguisher (as a class of products of services) Translation(s): همافاة حريق@ar; @@@data and @@@data and @@@data and @@data and @@data and @@data and @@data and @@data and @data Extintor@es; Palosammutin@fi; Extincteur@fr; gon@he; अग्निगमन यंत्र@hi; Tűzoltóberendezés@hu; Pemadam api@id; Estintore@it; 消火器@ja; 소화기@ko; Feierläscher@lb; Gesintuvas@lt; Brandblusser@nl; Brannslokningsapparat@no; Gaśnica@pl; Extintor@pt; Thasnuna@qu; Oenemywumenb@ru; Hasiaci prístroj@sk; Brandsläckare@sv: Kizima moto@sw: கயனைப்பான்@ta; Вогнегасник@uk; 滅火器@zh; 滅火筒@zh-vue; SAFE-FIRE DF Š A fire extinguisher is an active fire protection device used to extinguish or control small fires, often in emergency situations. It is not intended for use on an out-of-control fire, such as one which has reached the ceiling, endangers the user (i.e. no escape route, smoke, explosion hazard, etc.), or otherwise requires the expertise of a fire department. Typically, a fire extinguisher consists of a hand-held cylindrical pressure vessel containing an agent which can be discharged to extinguish a fire. In the United States, fire extinguishers, in all buildings other than houses, are generally required to be serviced and inspected by a Fire Protection service company at least 1

\*\*\*\*

Image credit: Photo taken by icsan, available under CC BY 2.0 from http://www.flickr.com/photos/ictsan/3025912014

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48

### Bramborák

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\*\*\*\*

### The Product Types Ontology: Class Definition for "Potato pancake"

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http://www.productontology.org/

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pto:Potato\_pancake

(rdf:type owl:Class)

URI http://www.productontology.org/id/Potato\_pancake rdfs:subClassOf gr:ProductOrService rdfs:label Potato pancake (as a class of products of services)

Translation(s): Raiwadadschi@bar, Драникi@be; Bramborák@cs; Kartoffelpuffer@de; Kartoffelpuffer@es; Galette de pommes de terre@fr; patate@it; ポテトパンケーキ@ja; Rievkoche@ksh; Gromperekichelchen@lb; Aardappelpannenkoekje@nl; Røstipotet@no; Placki ziemniaczane@pl; Reibekuchen@pt; Драники@ru; Raggmunk@sv; Деруни@uk;

#### rdfs:comment

Potato pancakes are shallow-fried pancakes of grated potato, flour and egg, often flavored with grated onion or garlic and seasoning. Potato pancakes may be topped with a variety of condiments, ranging from the savory (such as sour cream) to the sweet (such as apple sauce or sugar), or they may be served ungarnished. Potato pancakes are sometimes made from mashed potatoes to produce pancake-shaped croquettes. (Source: Wikipedia, the free encyclopedia, see http://en.wikipedia.org/wiki/Potato\_pancake)



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Image credit: Photo by Oleh Petriv/Ludek, available under CC BY 2.5 http://cs.wikipedia.org/wiki/Soubor:Bramboracky.jpg





# www.productontology.org

- 300 600k precise OWL DL class definitions
- Compatible with GoodRelations and Facebook Open Graph Protocol
- Tightly coupled with the evolution of Wikipedia
- Up to 100 translations





# Hashtag: **#goodrelations** User ID: **@mfhepp**



# Thank you!

Prof. Dr. Martin Hepp

Chair of General Management and E-Business Universitaet der Bundeswehr Muenchen

> Werner-Heisenberg-Weg 39 D-85579 Neubiberg, Germany Phone: +49 89 6004-4217 Fax: +49 89 6004-4620

http://www.unibw.de/ebusiness/

http://purl.org/goodrelations/

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