

ZOOMINFO POWERSEARCH FOR SALES INTELLIGENCE

Reach the Decision Maker with ZoomInfo PowerSearch

- You have to build your pipeline.
- You have to gain a competitive edge.
- You have to close deals quickly.
- You have to find your champion.**

Try ZoomInfo PowerSearch Today

To request a demo and free trial, simply visit www.zoominfo.com/salestrial or call us at (866) 904-ZOOM (9666).

Key Benefits

- Eliminate multiple cold calls by finding the decision makers and their contact information in seconds, regardless of their level or title
- Gain access to deep information on 38 million people and 3.5 million companies
- Build rapport with prospects with information on their career and education at your fingertips
- Gain confidence walking into sales calls by “knowing your stuff” with deep information on your key contact, the company and the industry

20% of the Fortune 500 Use PowerSearch. Why Should You?

You spend hours researching and making cold calls to find the right person within the company you’re targeting. Every minute spent making fruitless phone calls is a minute you’re not closing deals and making money. Maybe you need to connect with the head of human resources, or the engineering manager or the senior director of IT. Whoever it is, whatever their title, access to the right person – their name, their phone number, their email address – opens the door for you.

ZoomInfo PowerSearch is a business information search engine with fresh, comprehensive and objective information on over 38 million people and 3.5 million companies. While other sales tools only scratch the surface by delivering high-level overviews of companies and their senior management teams, ZoomInfo PowerSearch digs deep into organizations to give you insight into the typically hard-to-uncover decision makers. With ZoomInfo PowerSearch, you simply enter the company you’re prospecting, the title of the person you’re trying to reach and click search. And ZoomInfo PowerSearch finds your champion – in a single search. In a matter of seconds. Quickly. Efficiently. Effortlessly.

And not only does ZoomInfo PowerSearch put you in touch with the right person, it also gives you in-depth insight into the person’s career history, education and affiliations, to quickly build rapport.

“Unlike some of the tools I have used in the past, ZoomInfo just works.”

Desiree Motamedi
Field Marketing Manager
Adobe

Key Features in ZoomInfo PowerSearch:

- **People Search:** Search for the decision makers and champions at your target companies, using more than 20 different search parameters
- **Contact Information:** Find email addresses and phone numbers for the people you need to connect with
- **Title Sort:** Sort by title hierarchy to instantly map an organization
- **Company Search:** Search for companies by industry, annual revenue, number of employees, geographic region, company ranking and more
- **Lists:** Compile and save prospect lists
- **Competitive Information:** Research companies and their competitors, creating lists and drilling down into specific information on companies of interest
- **Data Management:** Export lists straight from PowerSearch to import into your CRM application
- **Networking:** Find who’s who at companies of interest to network with those companies

ZoomInfo is one of the most sophisticated automatic content generation systems in the world. Our patented semantic search technology continually crawls the Business Web – the millions of company websites, news feeds and other online sources – and extracts data using Natural Language Processing and complex algorithms. Because our data is automatically generated using the world’s most up-to-date source, the Internet, we deliver customers the freshest and most comprehensive information available.

▼ Targeted Searches

Find the people and companies that match your specific criteria, using more than 20 different search parameters. In this example, we’ll search for marketing managers/directors who work for consumer good companies that manufacture cleaning products.



Current Criteria: * marketing * Cleaning Products * Mid Management
Filters: Past or Current, Within 18 months

Results 1-100 of 367 | Sort By: Default

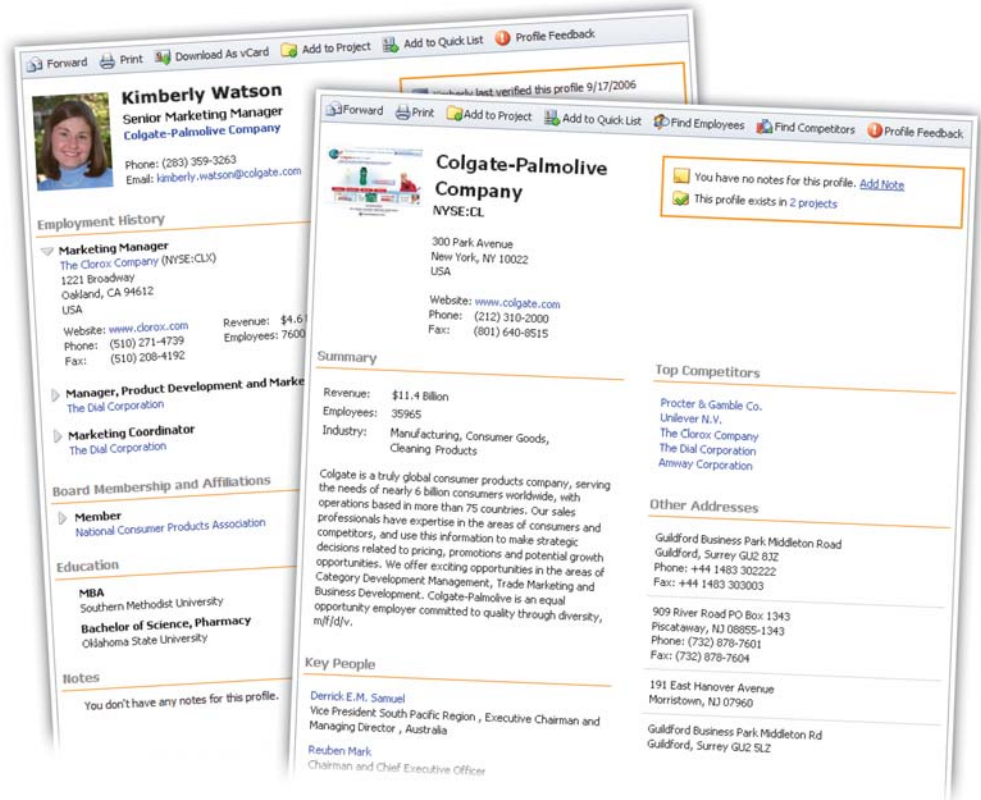
Name	Title	Company	Last Mentioned
Isaac, Jack	Associate Director of Marketing	Unilever N.V.	9/20/2006
Watson, Kimberly (283) 359-3263	Senior Marketing Manager	Colgate-Palmolive Company	11/17/2006
Champlin, Michael (895) 397-3429 m.champlin@reckittbenckiser...	Marketing Manager	Reckitt Benckiser	10/20/2006
Bonner, John (386) 326-0833 john.bonner@dialcorp.com	Director of Marketing	The Dial Corporation (past)	9/7/2006
Bley-Vroman, Henry (654) 951-9136	Manager, Media and Marketing	Procter & Gamble Co.	7/4/2006
O'Connor, Meghan	Marketing Manager	Unilever N.V.	7/10/2006

▲ Comprehensive Results

PowerSearch’s database of profiles on 38 million people and 3.5 million companies promises comprehensive results. The search at the left returned 367 middle managers – a list so targeted and focused that it cannot be generated using any other tool.

Detailed ZoomInfo People Profiles ▶

Dig down into our easy-to-read ZoomInfo people profiles, with information on the person’s employment history, education, contact information, user-posted biography (when available) and list of Web references for search results.



Detailed ZoomInfo Company Profiles ▶▶

Find out all you want to know about the companies that interest you with an organized profile that includes a summary of the company, its products/services, top competitors, key employees, contact information, annual revenue and number of employees.