

CORPORATE BACKGROUNDER

ZoomInfo At-a-Glance

ZoomInfo is the most comprehensive source of information on business people and companies in the world.

Who Uses ZoomInfo?

From free searches available on www.zoominfo.com, to our paid products with advanced search capability, ZoomInfo is used by professionals looking for in-depth business information.

- Recruiters to find passive candidates.
- Sales & marketing pros to find leads.
- Researchers to find business information.
- Knowledge workers to find information on companies and people.

Customer Stats

- More than 2,000 subscription customers.
- 20% of the Fortune 500.
- The top ten executive search firms.
- More than 5 million unique monthly visitors to ZoomInfo.com.

“ZoomInfo helps me be a better sales person because it makes it easy to research the companies I’m trying to reach. I pick up the phone knowing exactly what to say. I go to ZoomInfo before I go anywhere else.”

- Janet Lerch,
Senior Corporate Sales Rep,
IEEE.org

Business information on over **45 million people**, and **5 million companies** and 20,000 profiles added daily.

Founded

2000

Headquartered

Waltham, Massachusetts

Employees

100+

Patents

Five key search and Natural Language Processing (NLP) patents and two patents pending.

Investors

\$7 million from Flagship Ventures, Venrock Associates and Vulcan Capital.

Executive Team

Jonathan Stern,
Founder, CEO & Chief Scientist

Bryan Burdick,
President

Michel Decary,
Co-founder & Senior Scientist

Bill Price,
CFO

Michael Souza,
VP of Sales

Tad Goltra,
VP & GM, Recruiting Business Unit

Chip Terry,
VP & GM, Sales Intelligence Business Unit

Sam Tharp,
VP & GM, Search Business Unit

Technology

ZoomInfo gathers publicly-available business information from the web, 24 hours-a-day, seven days-a-week, then intelligently sifts and compiles it into easy-to-search and easy-to-read profiles.

