

Find Accounts and Intelligently Engage

InsideView Insights helps B2B companies drive more revenue, keep CRM data clean, and win more deals by embedding **Data + Insights + Connections** directly into Microsoft Dynamics 365. It saves time and increases effectiveness across the lead-to-revenue process by keeping you well informed. The information in Insights is constantly updated from more than 40,000 financial, editorial, media, and social sources and provides access to more than 15 million company and 35 million contact profiles worldwide.

B2B DATA AND INTELLIGENCE

InsideView Insights embeds these three essential elements of actionable B2B data and intelligence into Microsoft Dynamics 365.

1

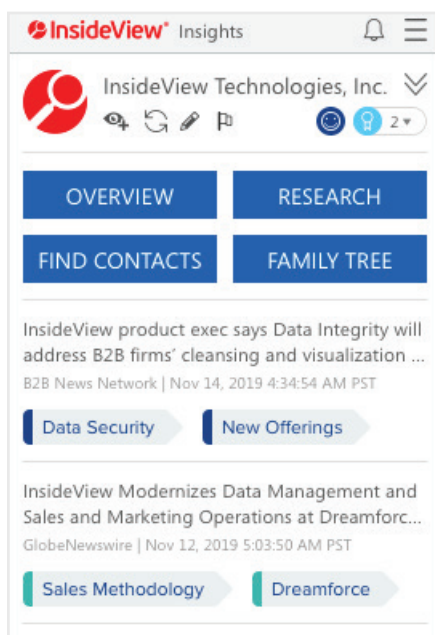
Industry-leading company and contact data

2

Real-time insights from social media and breaking news

3

Connections that show how you and your colleagues are connected to your prospects



Just look for the little box that packs a powerful punch in any account, lead, contact, or opportunity.

WHAT CAN YOU DO WITH INSIGHTS?

Insights delivers detailed company and contact data and intelligence directly into Dynamics 365, optimizing the entire revenue process.

You can:

- Find and prioritize leads.
- Research what's going on in your target accounts.
- Get warm introductions to prospective buyers.
- Update your CRM data with just a click.

Unlike other prospecting and data solutions, Insights:

- Uncovers executive profiles and relationships you might not find anywhere else.
- Aggregates and continuously refreshes its data and intelligence from 40,000+ sources to help your team win.
- Provides timely alerts and sales triggers so you know when to engage.
- Enables you to build customized lists of net new prospects and add companies and contacts into Dynamics 365.

CONNECTIONS

Insights can help you prospect more effectively and open doors to more decision-makers by expanding your available relationships.

NEW ACTIVITY

NEW RECORD

IMPORT DATA

Back

Add as Contact

Add as Lead

Add To Watchlist

Report Incorrect Information

Search

Scott Mangelson

InsideView

Contact Details

23 CONNECTIONS

Scott Mangelson

Job Title

Sales Director, Microsoft Dynamics 365 SMC West Region

Company

Microsoft Corporation

Location

San Francisco Bay Area, CA, United States

Corp Phone

+1 425 882 8081

Age

51

Social Presence

in

Past Employments

Partner - Enterprise Application Consulting Leader

Amanio LLP

Vice President, Sales and Business Development

Webfortis, LLC

Vice President, Marketing

OpenLatitude, Inc.

Vice President, Sales and Marketing

Company Firmographics

Microsoft Corporation

Address

One Microsoft Way
Redmond, WA 98052-6399
United States

Phone

+1 425 882 8081

URL

www.microsoft.com

Revenue

\$129.854M

Employees

144,000

Ownership

Public

Industry

Computer Software

Description

Microsoft Corporation is a technology company. The Company develops, licenses, and supports a...

Other Key Contacts

Charlotte Thompson

Services Sales Manager

122 CONNECTIONS

Angela Bandlow

Senior Director of Product Marketing, Dynamics CRM

8 CONNECTIONS

Stephanie Dart

Director of Product Marketing

13 CONNECTIONS

Eric Boocock

Director Product Marketing

8 CONNECTIONS

Paul Cielinski

Customer Success Manager (Business Applications)

2 CONNECTIONS

Laura Robinson

Enterprise Sales - Healthcare

3 CONNECTIONS

Your professional and social connections, and complete contact profiles are there, including email address and phone.

You

Coworkers

Heidi Tucker

InsideView Technologies, Inc.

Ask For Referral

Coworkers

Sesha Rao

Managing Director, India

InsideView, Inc.

Ask For Referral

Personal

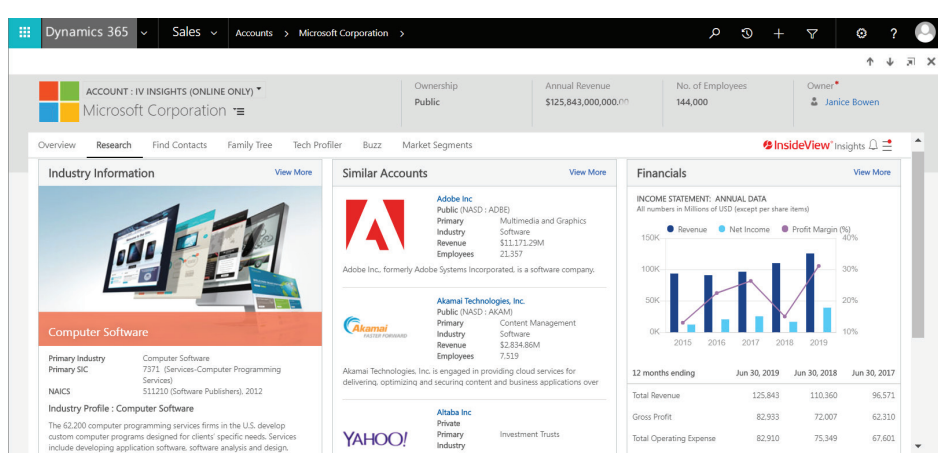
James Phillips

Prev Coworkers

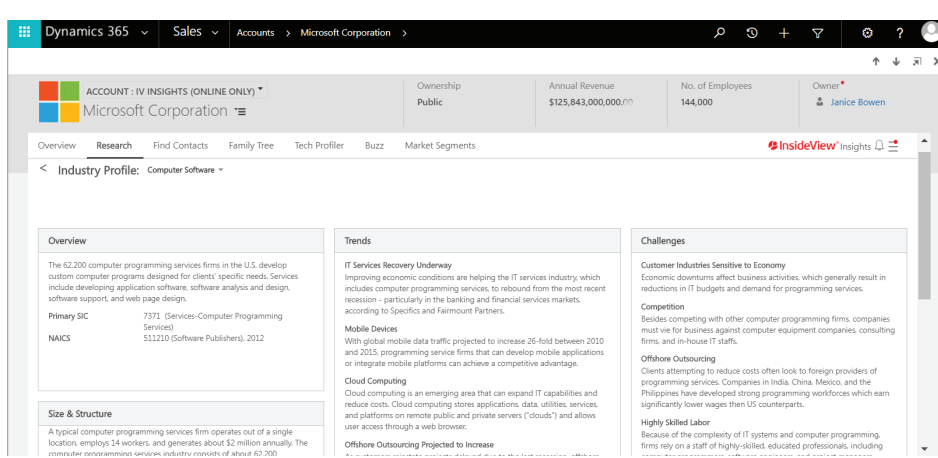
See key connections from Outlook, Gmail, social connections, previous coworkers, alumni connections and reference customers. And see your coworker's connections, too.

INSIGHTS

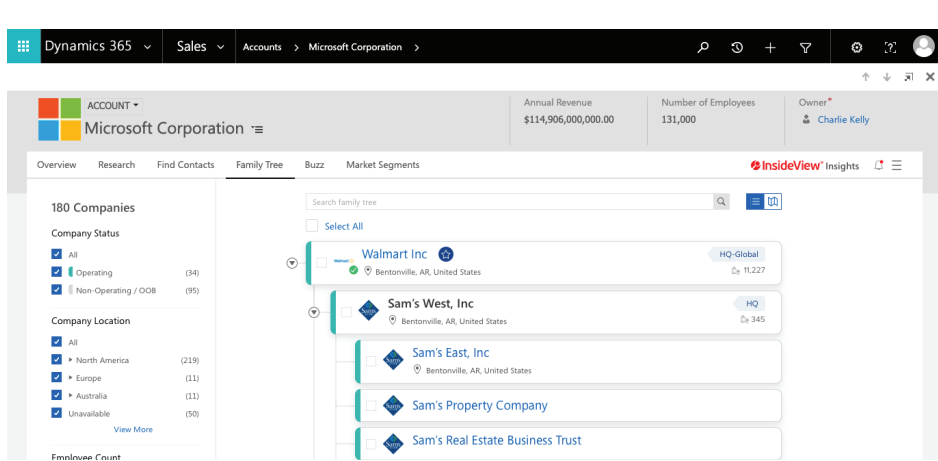
With Insights, you'll know what's going on with prospects and when to reach out.



Reduce research time and thoroughly understand your prospects with industry profiles, family trees, and public company financials, including annual reports, income statements, and SEC filings, all in one place.



Learn about industry trends and challenges to find conversation starters and build credibility.



Discover new connections, find new opportunities, and uncover potential threats by studying your prospect's family tree.

DATA

Understand your prospects and customers better with InsideView Insights.

InsideView® Insights

Microsoft Corporation

Address: One Microsoft Way
Redmond, WA 98052-6399
United States

Phone: +1 425 882 8081

URL: www.microsoft.com

Revenue: \$129,814M

Employees: 144,000

Ownership: Public

Industry: Computer Software

Description: Microsoft Corporation is a technology company. The Com-
[More...](#)

See general firmographic information.

Microsoft

InsideView®

Account Name * Northwind Traders Northwind Traders, Inc. ☒

Ownership Private ☒

SIC Code 5947 ☒

Annual Revenue \$25,570,000.00 ☒

Number of Employees 1,875 ☒

Main Phone +1 614 333 4444 ☒

Website <http://www.northwindtraders.com> ☒

Address 1: Street 1 1 Northwind Trader Way ☒

Address 1: City Columbus ☒

Address 1: State/Province OH ☒

Address 1: ZIP/Postal Code 47736 ☒

Address 1: Country/Region United States ☒

Description FICTITIAL: Northwind Traders is headquartered in US and is the nation's leader in providing wholesalers with gift and novelty products. They began in 1925 and have continued to grow, expanding from mail catalogs to Internet e-commerce in the last two decades. Northwind has recently grown operations into the Eurasia territory where they are expecting

Source(s)

☒ Update Account

Add or update account data in CRM.

Dynamics 365 Sales Accounts > Microsoft Corporation

ACCOUNT: IV INSIGHTS (ONLINE ONLY) Microsoft Corporation

Ownership: Private Annual Revenue: \$122,211,000.00 No. of Employees: 131,000 Owner: Jason Goldenberg

Overview Research Find Contacts Family Tree Tech Profiler Buzz Market Segments

Search by Name and/or Job Title

Name	Title	Connections	Job Level	Department
Charlotte Thom...	Services Sales Manager	2	Manager	Sales
Angela Bandlow	Senior Director of Product Marketing, Dynamics CRM	3	Board Member/Director	IT/Marketi
Scott Mangelson	Sales Director, Microsoft Dynamics 365 SMC West Re...	2	Director	Sales
Stephanie Dart	Director of Product Marketing	2	Board Member/Director	Marketing
Eric Boocock	Director Product Marketing	2	Director	Marketing
Paul Gielinski	Customer Success Manager (Business Applications)	2	Manager	Sales

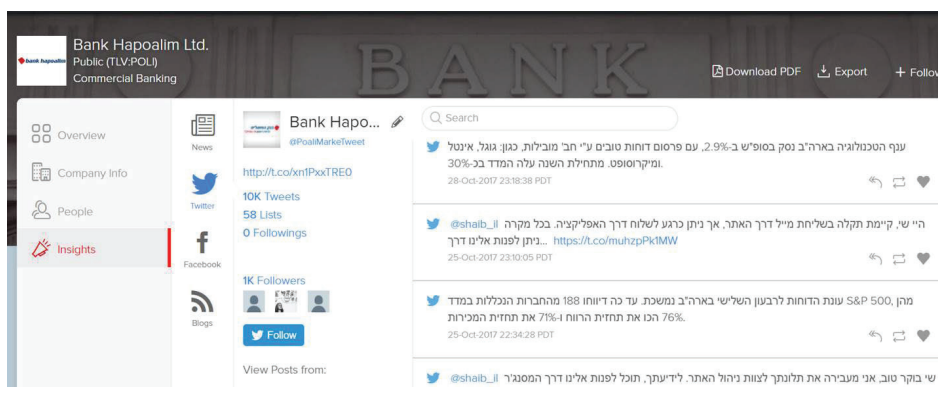
5 contacts selected

Full Name: Scott Mangelson
Job Title: Sales Director, Microsoft Dynamics 365 SMC West Region
Company: Microsoft Corporation

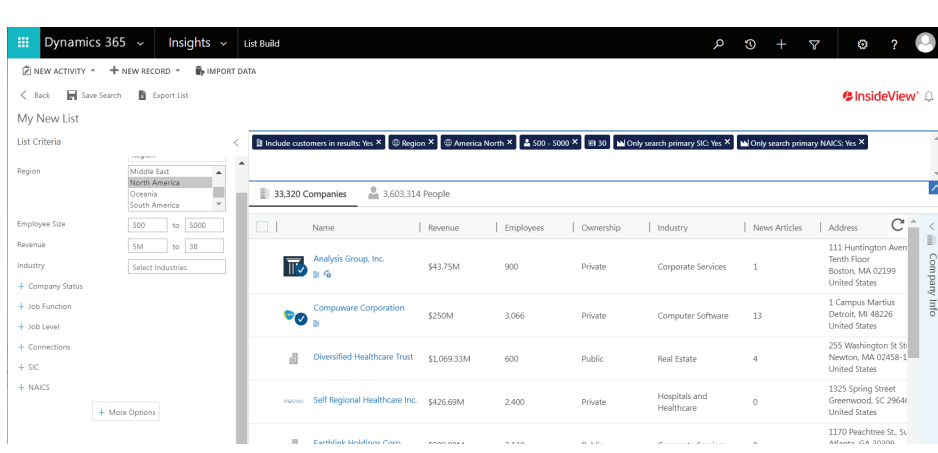
Full Name: Stephanie Dart

Search for decision-makers and add them to CRM in just one click. No manual research or data entry.

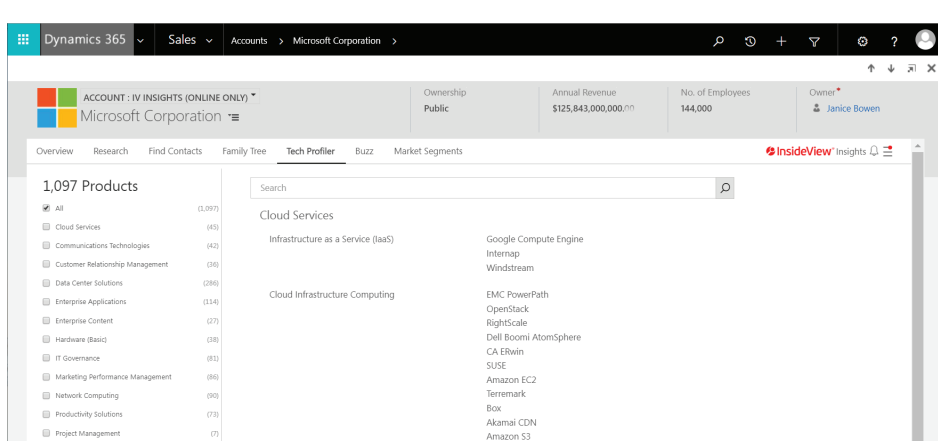
DATA



Set up internationalization to see different currencies, social posts in the writer's original language, or to search on SIC UK codes, to name a few examples.



Build highly targeted lists of net new prospects based on company details and job titles and import them into Dynamics 365.



And to refine your prospecting further, see technology profiles on our top 500,000 accounts with the Tech Profiler add-on. We track more than 3,200 front-end and back-end technologies.

The InsideView Advantage

InsideView helps businesses drive rapid revenue growth by empowering business leaders to discover new markets, target and engage the right buyers, and manage customer data quality. Our AI-based B2B data and intelligence platform delivers the industry's most relevant and reliable buyer signals and, combined with InsideView's data expertise and best-in-class customer support, is trusted by the world's best performing companies.

Contact Sales: salesteam@insideview.com | 415.728.9340 | www.insideview.com