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.
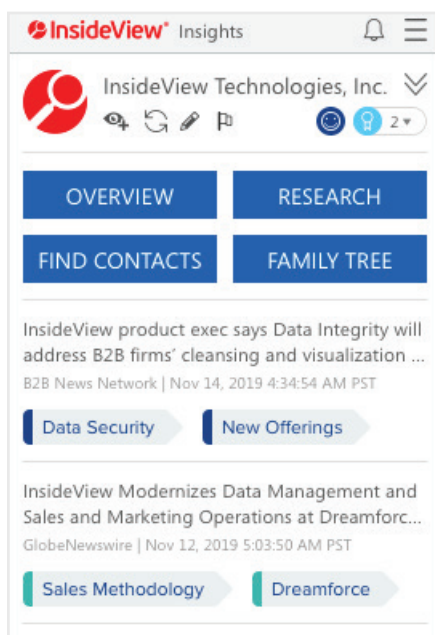
1 Industry-leading company and contact data

2 Real-time insights from social media and breaking news

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

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.

InsideView® Insights

InsideView Technologies, Inc. 2▾

OVERVIEW | RESEARCH
FIND CONTACTS | FAMILY TREE

InsideView product exec says Data Integrity will address B2B firms' cleansing and visualization ...
B2B News Network | Nov 14, 2019 4:34:54 AM PST

Data Security | New Offerings

InsideView Modernizes Data Management and Sales and Marketing Operations at Dreamforc...
GlobeNewswire | Nov 12, 2019 5:03:50 AM PST

Sales Methodology | Dreamforce

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

CONNECTIONS

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

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


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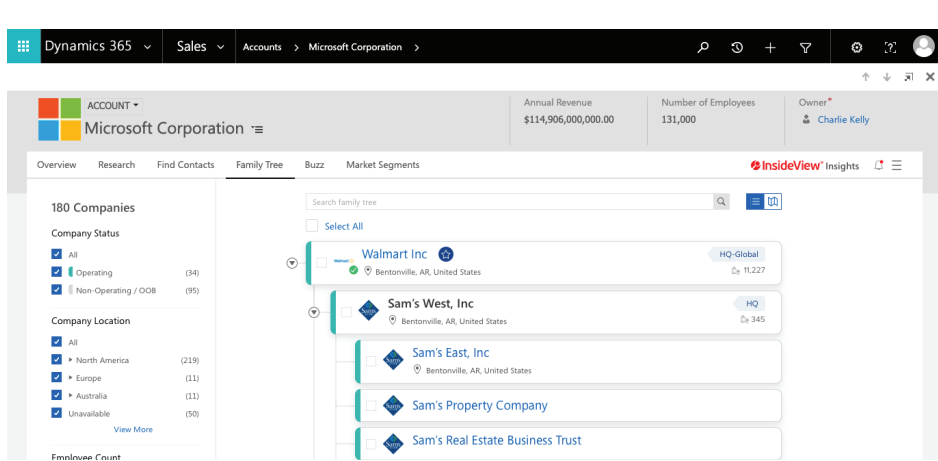
INSIGHTS

With Insights, you'll know what's going on with prospects and when to reach out.
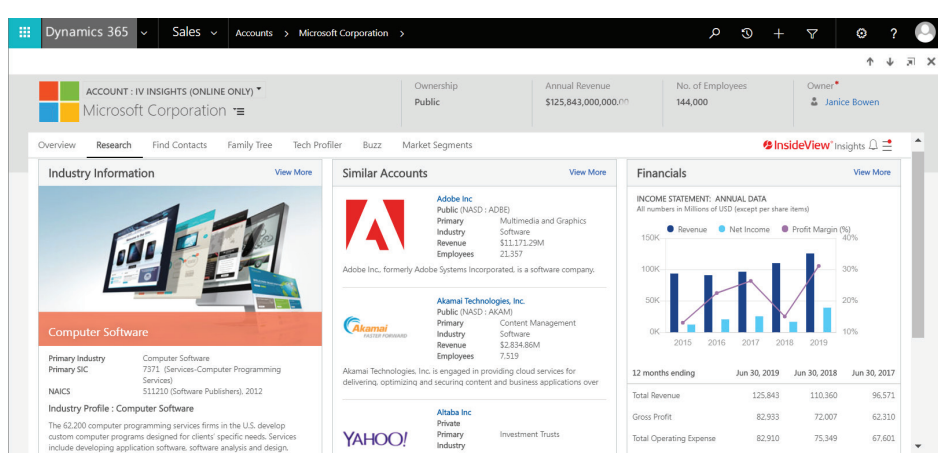
Reduce research time and thoroughly understand your prospects with industry profiles, family trees, and public company financials, including annual reports, income statements, and SEC filings, all in one place.
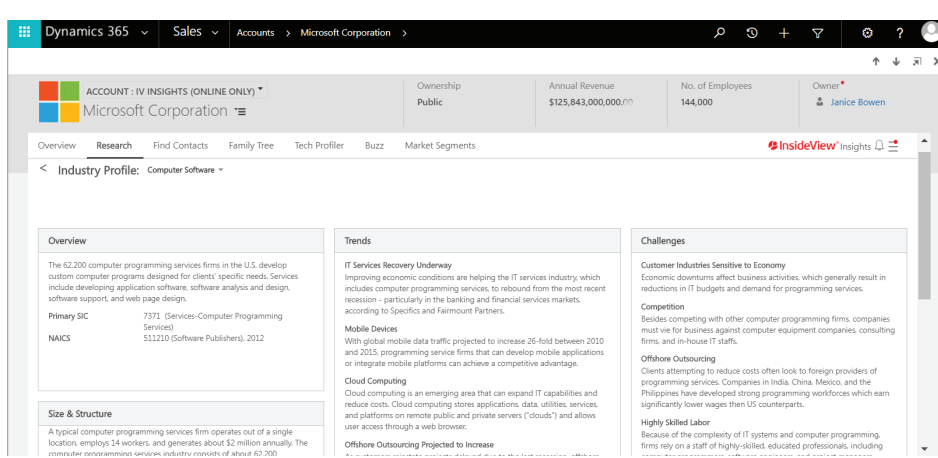
Learn about industry trends and challenges to find conversation starters and build credibility.

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.

See general firmographic information.

Add or update account data in CRM.

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

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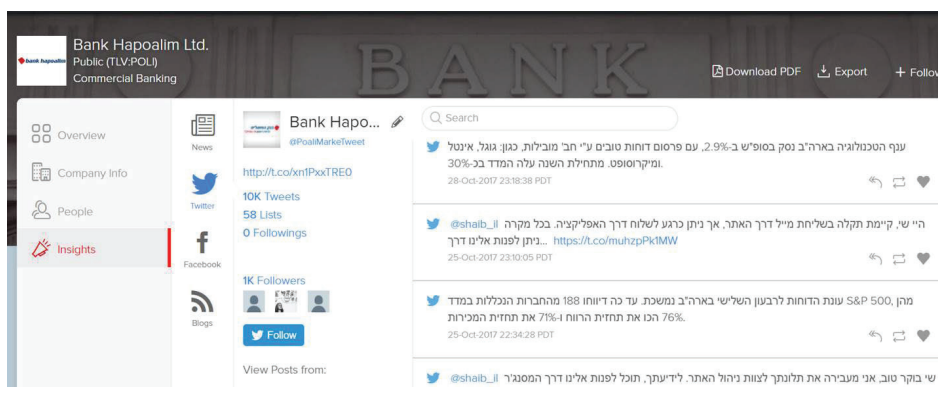
Set up internationalization to see different currencies, social posts in the writer's original language, or to search on SIC UK codes, to name a few examples.
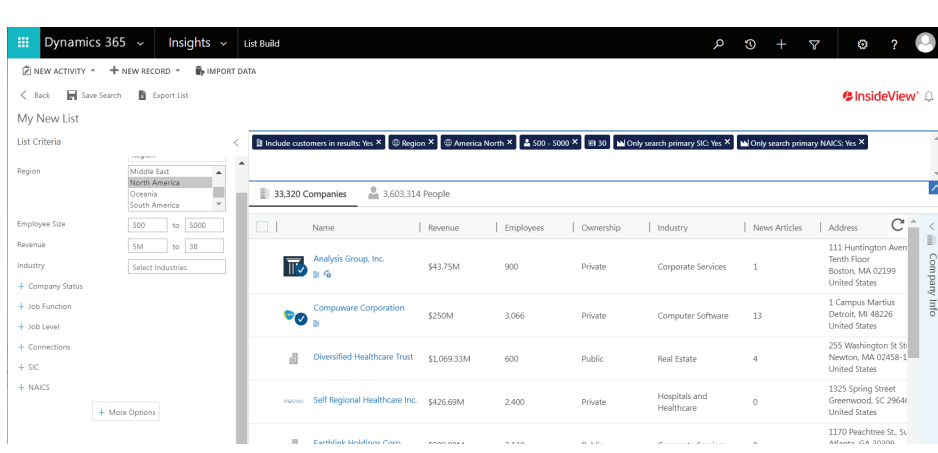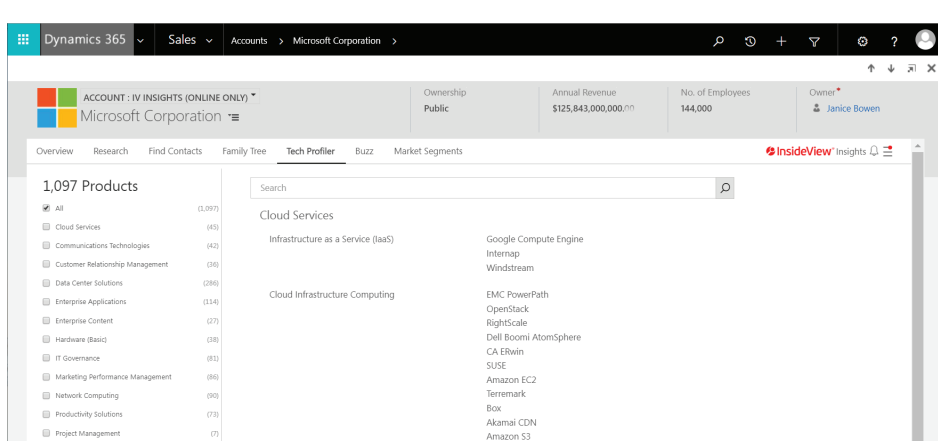

Build highly targeted lists of net new prospects based on company details and job titles and import them into Dynamics 365.

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**

InsideView ®