InsideView Insights

InsideView — A Demandbase Company

Find Accounts and Intelligently Engage

InsideView helps sales teams drive more revenue and win more deals by providing **Data + Insights + Connections**. It saves sales reps time and makes them more effective by keeping them well informed. The information in InsideView is constantly updated from 40,000 financial, media, and social sources. InsideView contains 19 million company and 100 million contact profiles and integrated intent data, powered by Bombora.

InsideView data and intelligence

InsideView embeds these three essential elements of actionable B2B data and intelligence into your sales and marketing workflow.

1 **Industry-leading company and contact data**

2 **Business insights from social media and breaking news, plus buyer intent signals**

3 **Connections that show how you and your colleagues are connected to your prospects**
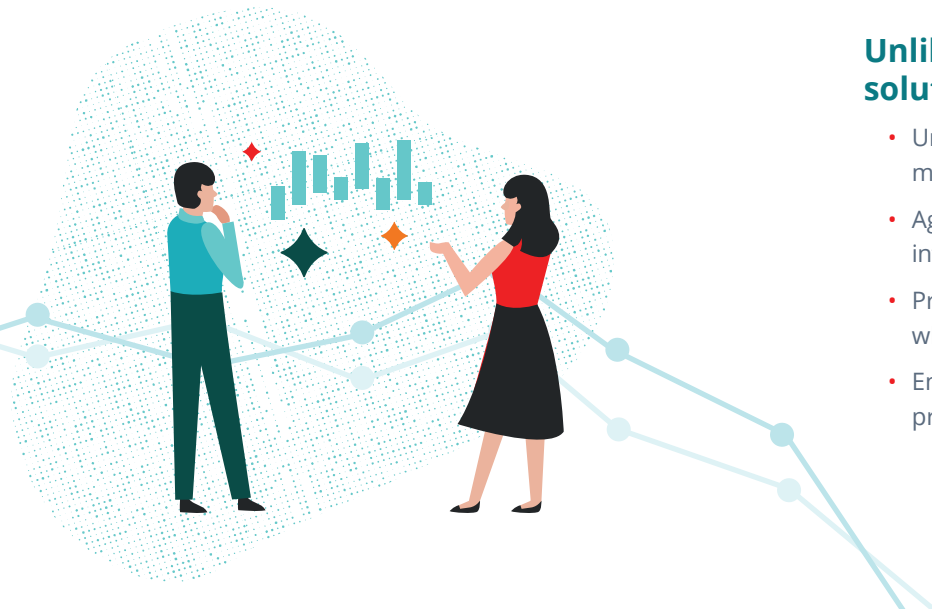
What can you do with InsideView Insights?

InsideView Insights delivers continuously refreshed company and contact data and intelligence directly into your daily workflow. Its task-based user experience optimizes the entire sales process, paving the way for smarter sellers and faster closers.

You can:

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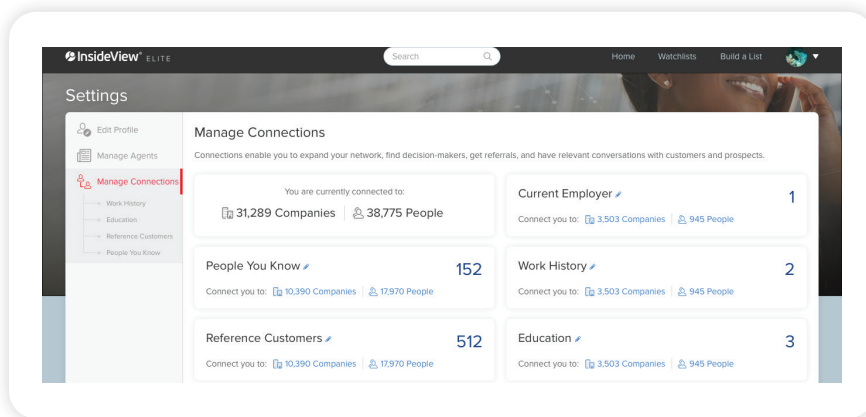- Update your CRM data with just a click.

Unlike other prospecting and data solutions, InsideView:

- 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 CRM.
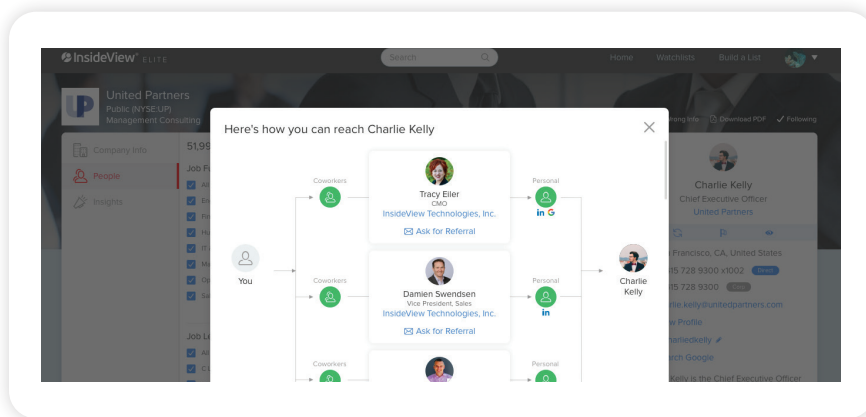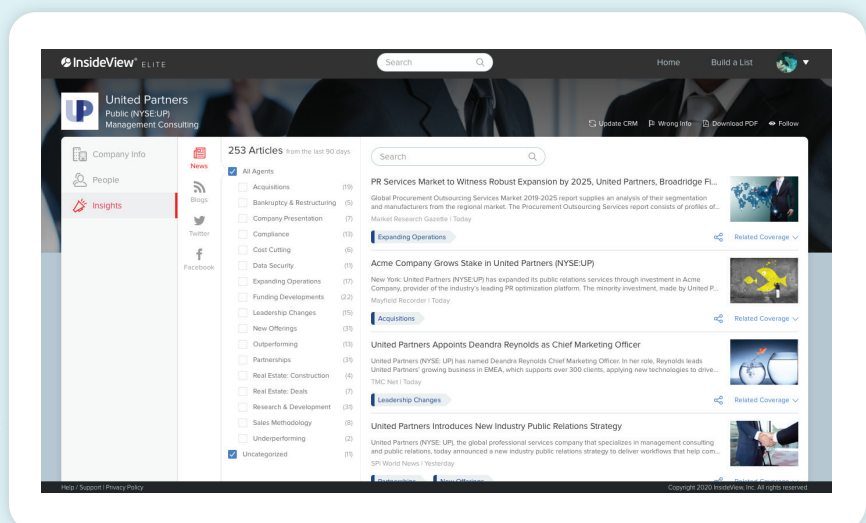
Connections

InsideView can help you prospect more effectively and connect with more people by expanding your available relationships.

Your professional and social connections are there. You can see your connections from Outlook, GMail, previous employments, alumni, and reference customers, all in one place.

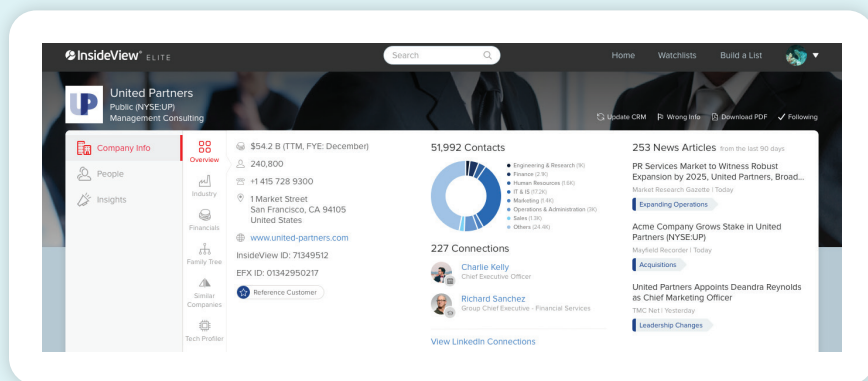See your coworkers' connections, too.

Insights

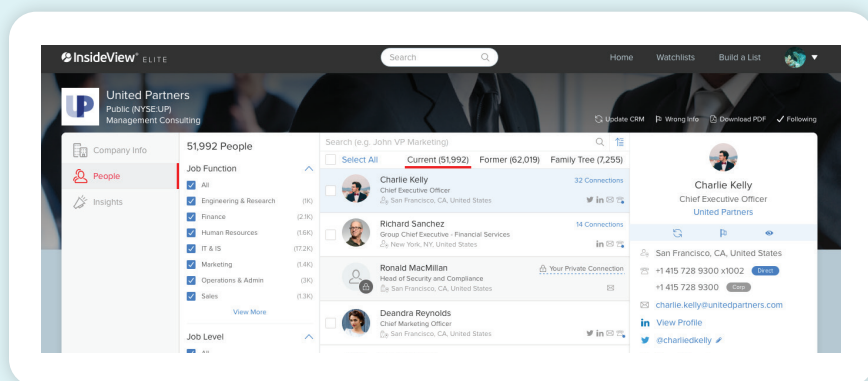With InsideView, you'll know what's going on with prospects and when to reach out to clients.

- Be more effective when talking to clients.
- Reduce research time with news from 40,000+ sources.
- Reduce the noise! See only the sales triggers that are important to you.
- Set up email alerts to let you know of important events about your prospects and customers.
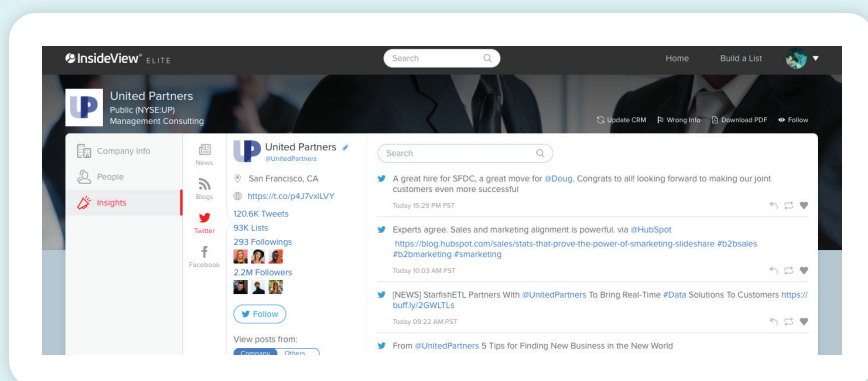
Data

Understand your prospects and clients better with InsideView data.
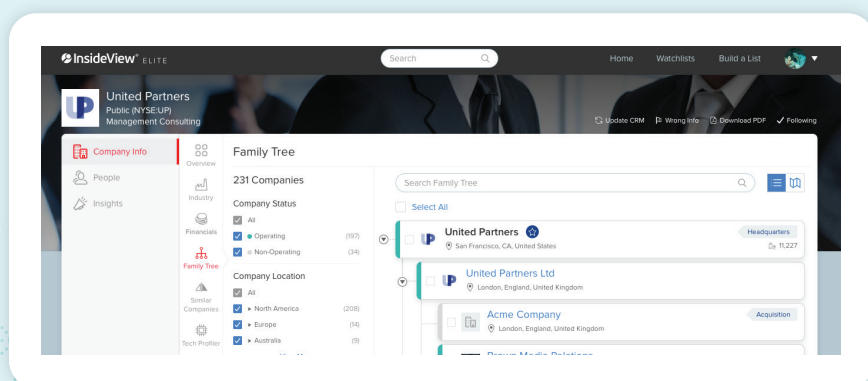

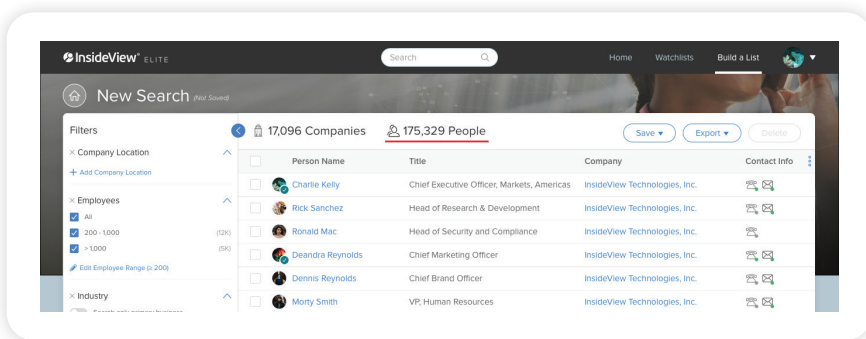See general firmographic information.

Search for decision-makers and explore contact profiles with no restrictions on the number of emails that you can send.
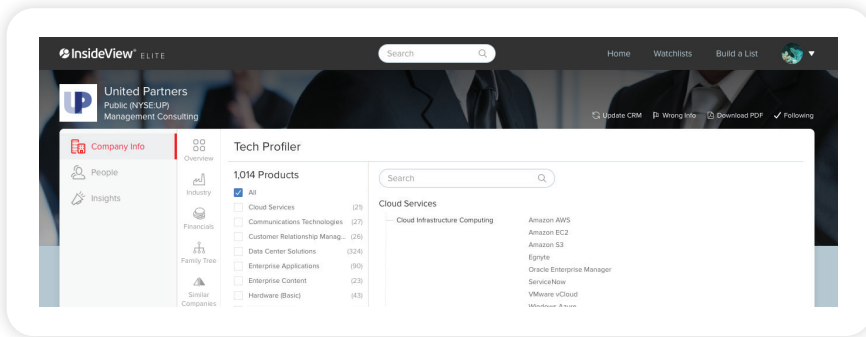

Review social feeds.

See more data, including family trees, competitors, industry profiles, and financials.
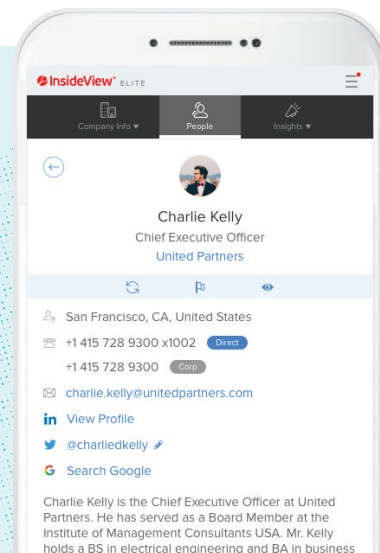
Build prospect lists easily and eliminate annual list loads!

And to refine your prospecting further, prioritize accounts based on their technology profiles and buyer intent signals.
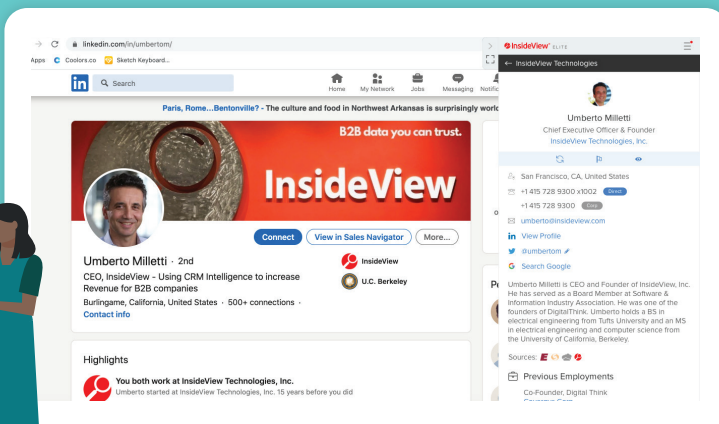
Stay informed wherever you go with the InsideView Insights mobile app:

- Quickly access information about the people and companies on your calendar.
- Stay current on organizations and decision-makers with mobile alerts.
- See and respond to social posts to remain top of mind with prospects and customers.

Access anytime, anywhere with the Browser Extension

Tap into InsideView while using LinkedIn or other websites to always have the latest data and insights at your fingertips, including direct emails and phone numbers. Then sync it all into your CRM with just one click.

Other InsideView Insights features

Feature	Use
Task-Based Interface	Designed around common sales workflows
Watchlist Email Alerts	To stay current on customers and prospects
World-Class Technical Support and a Customer Success Manager	Committed to your adoption and success
Strict Data Usage Policy	Your data is always and only your data
One-Click Data Update	With integrations to leading CRM systems
ISO Security Certified	Assured security

Other solutions from InsideView

Cross-Functional Solutions

InsideView
PROFESSIONAL
SERVICES

InsideView
APIs

Marketing

Market Segmentation and Planning

InsideView
APEX

InsideView
TARGET

Customer Data Management
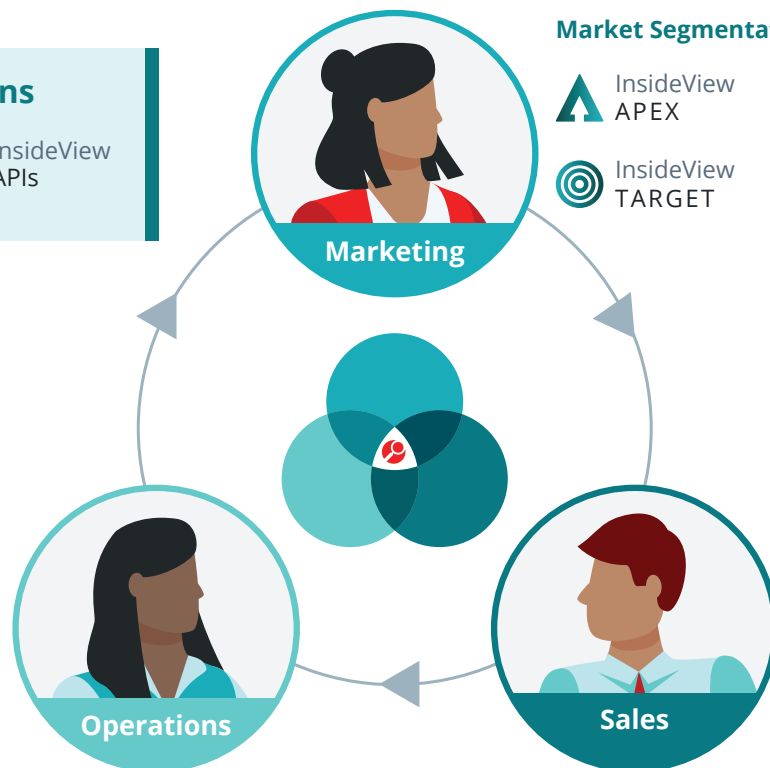
InsideView
DATA INTEGRITY

Operations

Sales

Sales Acceleration

InsideView
INSIGHTS

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.

For more information, contact us at insideview.com | **415.728.9340**

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