



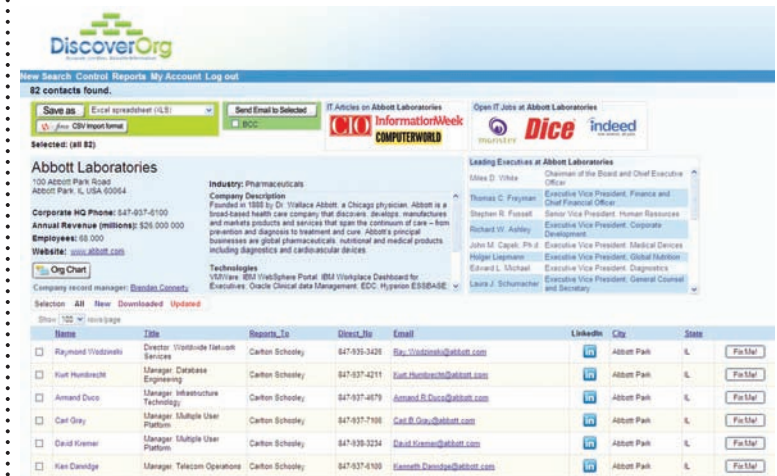
Call Us: 800-914-1220
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TECHNOLOGY VENDORS' VALUE PROPOSITION

DiscoverOrg's service has clear value in terms of collapsing valuable sales time to uncover IT decision makers and IT Department org structures at



Fortune 2000 accounts. Our customers get an incredible return on their investment as their inside sales and marketing teams are no longer wasting their time searching for the right people in IT to contact -our service does the leg work for them so that they can focus on connecting with the right decision makers in IT. The data gathered and



constantly updated includes name, direct phone number, email address, exact title, reporting structure, exact

address, IT budget, number of IT employees and key tech-nology initiatives.

Information you Need on Fortune 2000 IT Depts.:

Direct Dial Phone Numbers, Email Addresses, Direct Mail Addresses, Org Charts with Reporting Structure, In-Depth listing of Technologies and Vendors currently being used, Real-Time Updates, Targeting based on geography, job function, management level, industry, revenue and number of employees, Easy Integration with Salesforce.com

ROI:

- Sell More: Have your salespeople spend their time selling – not wasting time researching who to call.
- Understand the Decision Making Structure: View every IT influencer and decision maker and leverage multiple points of entry.
- MicroTarget Campaigns: Execute marketing campaigns based on job function, geographic location, industry, number of employees and more.
- Optimize VAR Relationships: Channel your resellers by providing them key account target information with real time data.

Access Key IT Decision Makers

DiscoverOrg is the nation's premier provider of sales and marketing data and intelligence to the technology industry. Our database and online platform provide technology vendors' sales and marketing teams with email addresses, direct dials, and org charts of IT employees and IT Department of Fortune 2000 Companies and all of the information is Quality Guaranteed. Quit wasting your teams' time with outdated lists

and hours of research and chose DiscoverOrg to start connecting with Key IT Decision Makers. Decision maker contacts include CIOs, VPs/Directors/Managers of Infrastructure, VPs/Directors/Managers of Information Security, CISOs, VPs/Directors/Managers of Application Development, VPs/Directors/Managers of the Data Center, Directors/Managers/Administrators of the Network, Database Administrators.

Some Frequently Asked Questions

How do you gather your data?

DiscoverOrg has developed one of the most comprehensive and thorough research processes in the industry. Our team of highly trained in-house analysts gathers all information directly from the companies. Research is primarily conducted through phone interviews and other primary research methods. This direct method of data acquisition allows us to provide you with the most accurate information possible.

Do you just integrate other available lists?

No. DiscoverOrg does not pull, buy, or scan for information from other lists, databases, or sites. All of our information is

gathered from the primary source of information, the companies themselves.

How fresh is the contact information?

DiscoverOrg employs a rigorous and constant verification system. Every contact in our database is touched for verification by our analysts at least once every 90 days.

Are you adding contacts?

We are dedicated to providing our customers with new information and continuously growing our database. Even now, researchers are adding new contacts at an average of 1500-2000 a month.

Is this just a list service?

No. DiscoverOrg's database is constantly being updated with new contacts. The database is

a yearly subscription service that provides you access to the data 24 hours a day, 7 days a week, for an entire year. Our Org Charts are created dynamically and are constantly being manipulated and updated.

Do you provide anything more than just contacts?

In addition to basic contact and title information DiscoverOrg also provides easy to read organizational charts that clearly depict reporting structure. Our org charts enable sales teams to get a better understanding of each company's specific decision making process. Each chart also includes a robust profile and background on the company including an over-view of the IT Department, the technologies currently deployed, and IT Infrastructure Overview.

How do I access the contact information?

Clients are provided with usernames and passwords to our on-demand real-time software platform. Once in the database, clients can search or browse the database for specific contacts.

Is there a limit to how many users are allowed access?

No. One great thing about DiscoverOrg's service is that we understand the sales process. We do not limit the number of users enabling teams to have individual access and increase productivity.

Testimonials

ALTERPOINT

“

DiscoverOrg's service gave us invaluable insight into the IT Departments of Fortune 2000 companies including email addresses, direct phone numbers and IT Department Org Charts. Their information was accurate, up-to-date, and thorough. Using DiscoverOrg's platform allowed us to key into key decision makers and cut out massive amounts of research time.”

Kenny Madden
Director of Sales - AlterPoint

IRONKEY

“

We've used a number of data vendors, but after doing a sample campaign to a targeted group of Key IT Decision Makers with DiscoverOrg, we were blown away by the results. We can precisely target by title and function, find technologies a company uses, get direct phone numbers, email addresses and detailed org charts. I am looking forward to an incredibly successful partnership with DiscoverOrg.”

Arthur Coleman
Chief Marketing Officer - IronKey

Information Builders

“

The response from our field sales, inside sales and regional marketing managers has been a huge WOW about DiscoverOrg. The data is up-to-date, accurate and in-depth. We have already seen huge activity and are thrilled about partnering with you—you guys have a real winner on your hands.”

Fran Shea
Director of Marketing - Information Builders

IMPERA

“

Not only do I get the most high quality and in-depth contact information and IT Intelligence from DiscoverOrg, but I also get an unprecedented level of service from the team there. As a manager I'm constantly juggling multiple tasks at once and it is comforting to know that if I ever need anything I can just pick up the phone or shoot an email to the DiscoverOrg team and someone is on the phone responding within minutes. They're serious about customer service, and it's really something you don't see much.”

Jeannie Chong
Manager, Inside Sales - Imperva

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Founded in 1888 by Dr. Wallace Abbott, a Chicago physician, Abbott is a broad-based health care company that discovers, develops, manufactures and markets products and services that span the continuum of care - from prevention and diagnosis to treatment and cure. Abbott's principal businesses are global pharmaceuticals, nutritional and medical products including diagnostics and cardiovascular devices.

Technologies: VMWare, IBM WebSphere Portal, IBM Workplace Dashboard for Executives, Oracle Clinical data Management, EDC, Hyperion ESSBASE, Catalyst WIMS, SQL Server, ASP, ASP VB Hyperion, IBM BusinessObjects, IBM BusinessObjects Crystal Reports, IFS Portal, Solaris, SAP R/3, Adroit Consulting, IKE wireless network installation, Citrix Presentation Server, Unix, HP-UX, PowerBroker, Informatica, Unisys, Autosys 4.0 and 4.5, Aperture Data Center Solutions, BEA WebLogic, EMC Documentum

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