Global Contact Discovery

Get high quality Role Based and Custom Prospect Database to increase efficiency and productivity

“On an average, 30% of CRM data is incorrect “Generating high-quality leads is the #1 challenge for 61% of B2B marketers” - IDG
In today’s complex B2B environment, you need much more information about the customer whose information you may have in your automation platforms. You need to reach out to the right buyers at the right time. Without having right information about the right buyer you will only end up spending lots of time and money.

SMARTe connects the power of exponentially growing web to aggregate the contact databases from various sources including Press Releases, Publications, Conferences, Blogs, Corporate Websites, Resumes, Social Media, etc. and taps into the proprietary data sources

Our multi-validation process amalgamates with human intervention to serve our clients with best quality results, we at SMARTe strive to deliver highly accurate Global Contact Data. We do not follow the cookie cutter approach, as we understand that every organization has a unique target market to capture.

Our pool of 250+ research analysts understands each customer’s business needs and then perform detailed research to come up with better data strategies. This approach of focus on quality and global reach differentiates SMARTe from others in the race.
Global Contact Discovery (GCD) is our solution for building custom B2B Lists of companies and executives. GCD provides telephone verified highly accurate and relevant customized contact databases as per your unique and exclusive requirements. With this one can identify, compile and validate the right contacts in your target audience as per your ‘custom criteria’ It is our flagship solution for contact databases discovery with the rare advantage of robust technology, practitioner’s domain expertise and proficiency dedicated research. SMARTe engineers B2B contact databases that address customers’ pain areas, supplemented by additional contact intelligence to suit your tastes.

**How we do it**

1. **We will identify, compile and validate the right contacts in your target audience as per your ‘given criteria’**.

2. **We engineer B2B contact databases that address customers’ pain areas, supplemented by additional contact intelligence to suit your tastes.**

3. **By harnessing the power Data Science along with leveraging our decades of domain expertise to come up with various data rules/process rules/dictionary/ontologies for better match rate, better email deliverability and provide better intelligent insights.**
Maximize your ROI on Sales and Marketing Campaigns

For Marketing Campaign
- Email Marketing List
- Webinar/Podcast List
- TradeShow Marketing List
- Field Marketing List
- Account Based Marketing

For Sales Campaign
- Target Account List
- For Prospect List
- Cross-Sell List

ABM
- Highly Targeted Account-based Marketing
- Contact data for Named Account

For Subscriber Management
- User Conference Database
- Workshop Database
- Audience & Delegates Database
- Field Marketing List
How we do it

SMARTe can help you source contacts from your Named Accounts, which can help you in reaching out to right contacts in your accounts; eventually helping you in targeting your ABM campaigns.

Has, Customer retention cost is generally lower than the acquiring new buyer.

SMARTe will help to identify best fit accounts (target account list build) through our huge pool of 300+ million contact database.

We can also help you in list building of your target universe along with the contacts details of the decision makers.

SMARTe gives you, Verified, validated, accurate, relevant and complete contact database; Overcoming lingual and geographical barriers; we have delivered data covering 185+ countries across numerous industries not covered by standard lists.

“With Bespoke Contacts verified leads and data driven insights, our teams can now close 70% more leads the smarter, faster way. Their technology, domain expertise, game changing strategies and creativity differentiates them from all other providers. Add to this, SMARTe is the go-to source to turn unstructured data to clean, normalize and structured data, which enabled us to achieve 10x ROI growth along with 6x improvement in targeted campaigns.”

Rozanne Bonavito - Vice President, Global Demand Generation at Aria Systems
To Learn more about SMARTe Global Contact Discovery, reach us at - call +1(408) 834 8842, or email: marketing@smartereinc.com
www.smartereinc.com

www.bespokecontacts.com

www.relevantcontacts.com