



Drive - APPTs, ACCOUNTs, REVENUE



REMINGTON


Bill Wilson
Customer Success Manager
July 2019

Agenda

- ✓ ZoomInfo Acquisition by DiscoverOrg
- ✓ Sales and the Data
- ✓ Where does ZoomInfo get their data?
- ✓ LIVE TRAINING
- ✓ Q&A



Drive
APPTs
ACCOUNTs
REVENUE

 zoominfo.® +  **DiscoverOrg**

=

QUALITY, DEPTH, & QUANTITY

Sales and the Data



Inaccurate/Missing data



Long Research Time



Lack of Direct Dials



Poor Account Coverage



Missing Insights (Attributes/Tech Install Data)

Data Acquisition

Human Research |

| Automated Data
Gathering



Third-Party Data |

| Member
Community

QUESTIONS?

CSM: Diana Restrepo
Diana.Restrepo@zoominfo.com
(617) 826-2909

