

Drive - APPTs, ACCOUNTs, REVENUE



REMINGTON

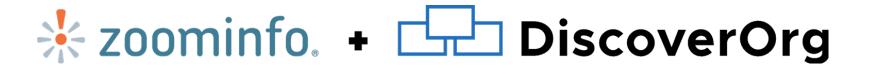
Bill Wilson Customer Success Manager July 2019

Agenda

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



Drive APPTs ACCOUNTS REVENUE



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







QUESTIONS?

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