

All For One, One For All

The Importance of Accurate Data

Complete, precise and easily accessible contact data is vital for the success of sales, marketing, and recruiting efforts. Unfortunately, too many companies clog their CRM database with inaccurate or partial information obtained from other corporate data providers. What makes this issue more troublesome is that sales reps often use spreadsheets and file folders to keep track of their contacts, which they take with them when they leave their current employer.

As a result, sales and marketing teams have difficulty penetrating their markets and recruiters can't find and connect with key talent. All this underscores the importance of utilizing reliable, affordable, and easy-to-use data solutions that provide timely contacts.

Allowing Teams to Access Complete Contact Data

With Jigsaw Team, you can purchase highly accurate data in bulk to share with your sales, marketing, and recruiting teams. With an annual subscription, you directly access Jigsaw's online directory containing more than 20 million business contacts and nearly 4 million company profiles.

Jigsaw Team flexibly lets you distribute purchasing points across your internal work teams so that everyone can download the contacts they need. By allowing your in-house Jigsaw users to see shared contacts, you maximize the value of this information while avoiding duplicate purchases. In the event an employee leaves your company, you simply reassign their account to someone else. Here are only a few benefits Jigsaw Team provides:

- Empower your teams to find and directly contact specific job titles at any company.
- Provide your employees with complete information for every business contact.
- Integrate Jigsaw contact data with any major CRM system.
- Track your sales teams' prospecting activities and effectiveness with enhanced reporting from our Customer Success Team.

Fill In the Missing Pieces

There's nothing more frustrating than tracking down the contact data of a decision-maker, only to discover that only a physical mailing address was available in their profile. Incomplete contact data like this will never happen with Jigsaw because each business contact must have a complete profile containing only business information. This includes the full name, job title, business email, over 70 percent direct dial business phone numbers, and company mailing address. Complete business contact information is why sales and marketing teams have seen remarkable improvements such as:

- 50 percent more Net-New leads.
- 30 percent or more improved Lead-Gen efforts.
- Doubled Email Open rates and Sales Call Productivity.
- Significant (2x – 10x) pipeline growth.

Armed with complete business information, your sales reps can be assured they're reaching the right people. And marketing teams can effectively target key decision makers with direct response campaigns.

"A growing company like ours needs its territory sales people to help with prospecting. Jigsaw allows them to do this without duplicating efforts thanks to their ability to track which contacts we as an Organization have already downloaded. My reps don't need me to supply contacts because all the tools are in their hands."

—Tim Walls,
Sales Operations Manager,
Netuitive



Say Goodbye to Inaccurate Contacts

Jigsaw leverages the power of a community of over 1,000,000 users who continuously update and correct business contacts in one of the industry's most accurate directory of business information.. This eliminates the bottleneck which results when data providers try to cleanse their own data. In the unlikely event that your team finds an inaccurate business contact, you'll receive a prompt refund of points you used. Jigsaw will also alert you via email when contacts you've purchased have been updated by another Jigsaw member.

Target Your Market

Jigsaw uses comprehensive search capabilities to help sales reps focus on exact target audiences by allowing them to search the entire database using hundreds of specific filters. Subsequently, they can use Jigsaw points to purchase contact information and export it to a variety of systems, including Salesforce.com®, Siebel® Customer Relationship Management, Oracle® On Demand, and Microsoft® Outlook®.

We've Got You Covered

Once you begin your annual subscription with Jigsaw Team, you've got our team to back you up. A Jigsaw Account Manager will provide basic demo training, offer customer support via phone and email, and make proactive suggestions about custom usage according to your business needs. Jigsaw also provides in-depth reports on account metrics and usage to help you track the quality of your Jigsaw data and measure lead generation activity.

Learn More Today

Your sales, marketing, and recruitment teams need accurate contact data if they need to improve your company's bottom line. Accurate business data without the hassles, delays, and high costs of traditional contact data solutions is a winning formula for success. To find out more about Jigsaw Team, contact Jigsaw at (877) 544-7299 or visit www.jigsaw.com.

About Jigsaw

Since 2004, Jigsaw has uniquely leveraged user-generated content to become the premier provider of business contact information and data services. The vast Jigsaw community and more than 1,000 enterprises presently use Jigsaw's online directory to access millions of business contacts and company profiles. In addition to delivering low-cost and easy access to high-value business information for sales, marketing, recruiting and customer service, Jigsaw provides companies with cloud-based data acquisition and management services. Jigsaw is located in San Mateo, California and is funded by Austin Ventures, El Dorado Ventures, and Norwest Venture Partners. To learn more about any Jigsaw solution, call Jigsaw at (877) 544-7299.

