

Corporate Overview



The Industry Leader in B2B Data

Jigsaw is a leading provider of business information and data services that uniquely leverages user-generated content contributed by its global business-to-business (B2B) community of 900,000 members. Each contact is comprised of 100% business data, including company address, business email, and business phone number. Companies have come to rely on our data's depth and accuracy to improve and accelerate their sales and marketing execution.

By the Community, for the Community

The Jigsaw platform is a dynamic, Web 2.0 environment that is uniquely powered by a strong community of contributors and customers.

Millions of complete business contact records in Jigsaw's online database steadily grows as the Jigsaw community continuously shares their time and effort to make contributions. Members are rewarded for adding valuable new information to the database or for updating incomplete data. This unique system of information exchange encourages active participation and quality contributions.

100% Business Information

With integrity and trust in mind, Jigsaw is committed to providing quality business information for today's demanding business needs. As such, Jigsaw only permits members to contribute the type of data that's typically found on a business card. Personal information such as home addresses, mobile phone numbers or private email addresses are excluded and never permitted.

Free Company Data!

Jigsaw believes that company data should not only be open and transparent, but also free of charge. With millions of accurate company records at your disposal, you can now search and download company information guaranteed to improve the consistency and productivity of your company records. Now you can focus your spend on the more important contacts and leads that help your team drive revenue.

Robust Business Data That Works For you

With the industry's most accurate B2B database at your fingertips, you can't help but notice dramatic improvement in your campaign execution and search results.

Sales

Sales: Streamline Your Pipeline and Improve your Lead Generation Efforts by 30% or More. Complete contact information enables your sales team to spend less time searching for the right person and more time closing deals with key decision makers.

Marketing

Marketing: Invigorate Your Campaigns. Watch response rates increase up to 150% with 100% complete business data. Your conversion rates will increase as your sales team works with cleaner, more accurate leads.

Recruiting

Recruiting: Find the Right Candidates. You can easily search for active and passive candidates who meet your criteria and then view their direct business email addresses and phone numbers. With easy-to-find contacts, can your research time in half and use the rest of the time for your other needs.

Jigsaw® Data Fusion™

Jigsaw Data Fusion combines an all-inclusive plan for sales prospecting with daily, automated hygiene of CRM records.

With Jigsaw Data Fusion, you will:

- Improve sales close-ratios with improved data quality
- Fully integrate marketing campaigns with 100% business email and over 70% direct business phone numbers
- Improve retention rates of current customers by updating outdated information
- Reduce lead generation costs with unlimited access to quality sales lead
- Unlimited field level control on all updates
- Flag all dead and duplicate records and append incomplete records

Jigsaw® Unlimited™

Ideal for recruiters, HR professionals, and those who need high volumes of accurate data, Jigsaw Unlimited provides an unlimited view of every business contact and company profile in our database for one low price. Jigsaw Unlimited lets you:

- Have unrestricted access to the most complete and accurate database in the industry
- Download only the records you need for a small fee per record

Jigsaw® Team™

Jigsaw Team for Organization, Collaboration, and Reporting. Jigsaw Team provides multi-user access to the most complete business information for each business contact. With Jigsaw Team, you can:

- Organize and share your Jigsaw account with your sales team
- Integrate Jigsaw contact data with any major CRM system
- Track the effectiveness of your sales team's prospecting

Jigsaw® Lists™

More Robust Data With No Rental Fees. Instantly energize your marketing campaigns by building custom targeted lists. With Jigsaw Lists, you can:

- Create campaign lists according to domain, industry, company size, location, and more.
- Use our web-based List Builder tool to create and download your own custom lists
- Cut data & list expense in half
- Improve email campaign response rates by up to 25% by focusing on the right job titles
- Directly reach decision makers with 70% direct business phone numbers

Jigsaw® Clean™

Jigsaw Clean for CRM and Marketing Automation Systems. Why compromise your CRM and marketing systems with dirty data? Jigsaw Clean is our unique data hygiene solution that goes beyond traditional cleansing methods. Jigsaw Clean will:

- Match, clean and update your records with Jigsaw's dynamic database
- Leverage millions of records to improve the cleanliness of your database
- Match and attach incomplete records with 100% business information

Jigsaw For Sales

Powerful Tools To Enhance Prospecting and Gain Net New Leads

Sales reps can go beyond executive titles to reach low-level influencers and decision-makers.

- Improve lead generation efforts with access to 70 % direct business phone numbers, business email, and detailed job titles
- Append incomplete leads for effective lead generation activities
- Expand your pipeline with accurate records within your target market

Jigsaw For Marketing

Boost Campaigns and Clean Your CRM

Energize your campaigns and achieve higher results with the industry's best business data.

- Net new leads without rental fees
- Match and update your leads database with millions of business contact records
- Improve email response rates with 100% business email addresses

Jigsaw For Recruiting

Find Hiring Managers and Passive Candidates

Elude corporate gatekeepers and the general company voicemail greeting to find the right people right away.

- Directly contact hard-to-find and hidden candidates
- Increase your chance of reaching potential clients by appending missing information to your incomplete records
- Cross-reference a candidate's experience in seconds via Jigsaw's integration with LinkedIn

The Jigsaw Advantage

We pride ourselves with the fact that we nurture and support a dynamic online community. Our goal is to meet the basic need for highly accurate business contacts and company data. Our comprehensive website creates a collaborative, real-time environment that makes it easy to contribute and find business information, and to update outdated existing contacts.

Find The Right People Right Away

Jigsaw delves deeper into a account's company's hierarchy, going beyond the basic C-level or VP-level information provided by the average vendor and executive lists. Jigsaw allows you to find hard-to-reach mid-level managers and individual contributors – the movers and shakers who make the purchasing decisions.

Beyond the Basics. More than Just Contact and Company Information

Jigsaw offers simple access to complete and intelligent business information:

Jigsaw Research Tab

Our comprehensive business intelligence tool eliminates hours of tedious research by incorporating all of the appropriate company information you need in one place. With Jigsaw Research Tabs, you can:

- Immediately view a company's latest press releases, news articles, job listings, stock information, and more
- Improve market targeting and lead generation
- Stop spending money on other research sites. Since Jigsaw's Research Tab is **FREE**, this is easy to do

Jigsaw Company Wiki

Similar to Wikipedia but specific to company information, Company Wiki is useful because:

- All companies are welcome to be profiled, no matter the nature of the company or their size. Unlike Wikipedia, "notability" isn't a requirement for inclusion. We welcome one and all
- Smaller companies will be able to significantly increase visibility, web traffic, and search engine rank
- It features fresh, B2B company information

Update your own company profile and you can:

- Promote your company & its brand, sharing this with one of the web's largest business communities
- Improve the accuracy of your company's public profile
- Cultivate ongoing dialogue about your company in a neutral space

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 500 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.



Jigsaw® Complete, Collaborative
Business Information

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