



Share Complete, Accurate Contacts Across Your Organization with Jigsaw Team

Want Better Results? Get Better Data.

Accurate contact data is the lifeblood of successful sales, marketing, and recruiting efforts. But many companies populate their CRM database with inaccurate, incomplete information from major corporate data providers. To make matters worse, sales reps often keep track of their contact data via disconnected spreadsheets and file folders—and then take the data with them when they leave the company. As a result, sales and marketing have difficulty reaching and penetrating their markets, and recruiters can't find and connect with key talent. Organizations in every industry need a reliable, affordable, easy-to-use solution that provides accurate contact data 24/7.

Get Direct Access to Clean Contact Data

Jigsaw Team helps you avoid common data pitfalls by allowing you to purchase highly accurate data in bulk for your sales, marketing, and recruiting teams. You gain direct access to Jigsaw's online directory of more than 8 million business contacts from 1,000,000 companies.

With Jigsaw Team, you can:

- Empower your teams to find and directly contact specific titles at virtually any company.
- Provide your employees with complete information for every contact.
- Allow your employees to share contact data across your team.
- Integrate Jigsaw contact data with any major CRM system.
- Track your sales teams' prospecting activities and effectiveness.

Connect Your Whole Team Through an Online Database

All of your customer-facing employees should be able to share the same contact data. Jigsaw Team lets you distribute purchasing points flexibly across your teams so that everyone can get the contacts they need. All of your Jigsaw users can see shared contacts, which maximizes the value of this information while helping you avoid duplicate purchases. And when an employee leaves your company, you can simply reassign their account to someone else.

Say Goodbye to Wrong Numbers

Most data providers try to cleanse their own data, resulting in a bottleneck. Jigsaw leverages the power of a community of 400,000 users, who continuously update and correct the cleanest set of business contacts available. In the unlikely event that your team encounters an inaccurate contact, you will receive a prompt refund of points spent. Jigsaw also alerts you when any contact you have purchased is updated.

Reach More Decision-Makers

Many data providers supply only the C-level and VP-level titles that are widely available on corporate websites. Jigsaw's members have added millions of hard-to-find manager and director level contacts to the database, along with high-level executives. These contacts often control budgets and play a key role in the purchasing process—allowing your sales reps to have productive conversations earlier in the sales cycle.



Use Complete Contact Data—Not Just Pieces of the Puzzle

There is nothing more frustrating than tracking down the contact data for a decision maker and discovering that their profile contains only a physical mailing address. That will never happen with Jigsaw. For each contact in Jigsaw's database, you'll receive a complete profile, including:

- **First and last name**
- **Title**
- **Business phone** (70 percent direct dial)
- **Business email**
- **Business address**
- **Company information**



Armed with this complete information, your sales reps can always be sure they are speaking with the right titles and reaching them directly at their desks. Meanwhile, your marketing staff can more effectively target decision makers with direct response campaigns.

Avoid Dead-End Conversations

Even after your sales reps get past corporate gatekeepers, they may find out that the company they have targeted is in the wrong market segment. Jigsaw helps your sales reps avoid this common mistake by using comprehensive search capabilities to find exactly the right target audience. Each of your users can log in and search the entire database using specific filters. Your teams can then purchase contact information using Jigsaw points and export it to a variety of systems, including Salesforce.com®, Siebel® Customer Relationship Management, Oracle® On Demand, and Microsoft® Outlook®.

We Help You Succeed

Once you start your annual subscription with Jigsaw Team, you're never alone. Jigsaw connects you to an Account Manager who provides basic training, offers customer support via phone and email, and makes proactive suggestions about custom usage. To help you track the quality of your Jigsaw data and measure lead generation activity, Jigsaw also provides in-depth reports on account metrics and usage.

Learn More Today

Your sales, marketing, and recruitment teams rely on accurate contact data as they work to improve your bottom line. Give them what they need—without the hassles, delays, and high costs of traditional contact data solutions. To find out more about Jigsaw Team, contact Jigsaw at (877) 544-7299 or visit www.jigsaw.com.

About Jigsaw

Jigsaw is an online directory of business contact and company information, which is built, maintained, and accessed by its global community of more than 400,000 members. Jigsaw provides low-cost, easy access to high-value business information that can be used to identify key decision makers and people for purposes such as sales, marketing, customer service, and recruiting. For more information, visit www.jigsaw.com.



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