

InsideView for Account Management keeps you informed about important news, activities, and events across all of your accounts and all of your important relationships. When a compelling event occurs, you're armed with the insights to swiftly engage with, retain, and grow your accounts.

FEATURES

Find more opportunities for account growth

- Watchlists keep you up-to-date on account news and events that indicate opportunities for growth, such as company expansions, acquisitions, relocations, new offerings, and financial performance.
- Get instant alerts to engage your accounts with timely and relevant messages that show your interest in their success.

Be notified of personnel changes

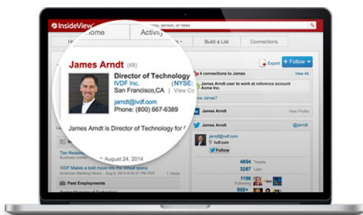
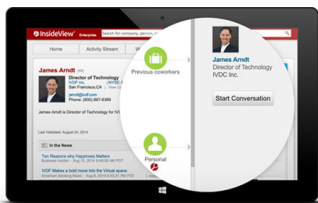
- Smart agents alert you when stakeholders change roles or leave the account, and when new personnel enter the picture.
- Get a list of relevant personnel across your accounts so you can proactively reach-out, expand your value and secure the relationship.
- See a complete view of how you're connected so you can get warm introductions or reference mutual relationships when you engage with new stakeholders.

Proactive account management

- Use relevant news and events to trigger regular messages based on account insights so you stay top of mind and deeply engaged.
- See how you're connected to other people in your account to establish broader reach and extend your value.
- Maintain your trusted advisor role by alerting your accounts to changes in their competitive landscape and potential opportunities for growth.

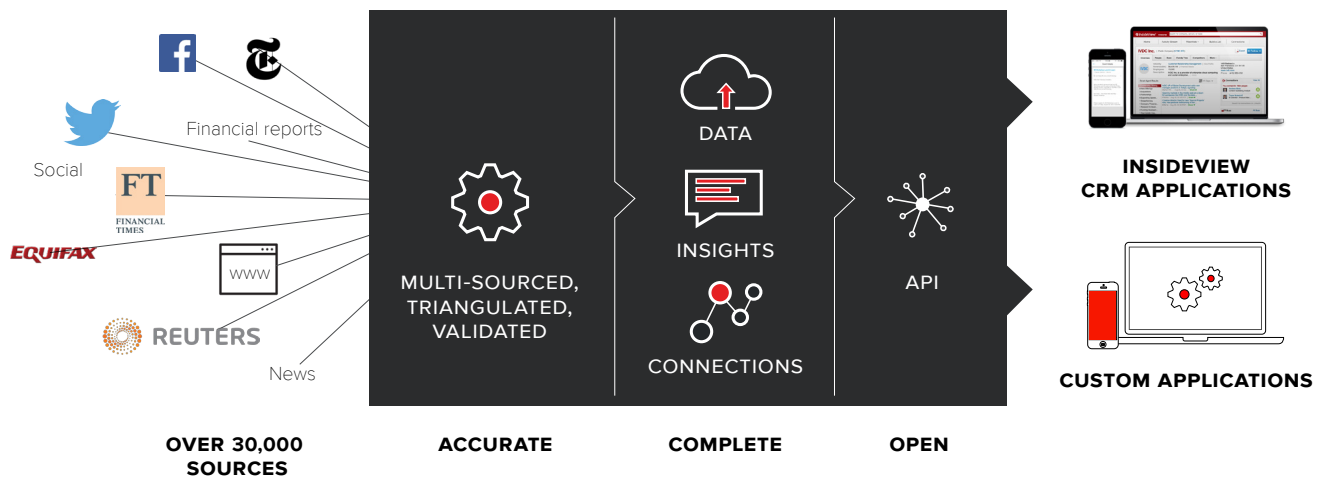
Access from anywhere, anytime

- Get mobile access to InsideView data, insights, and connections so you can leverage CRM intelligence while at home, on the road, or as you're walking into your next meeting.



InsideView OPEN

THE MARKET INTELLIGENCE PLATFORM



InsideView for Account Management is built on the InsideView Market Intelligence Platform to provide the most accurate and complete data available. InsideView Market Intelligence offers three areas of contact and customer information: data you can trust, insights that help you engage buyers, and business connections that give you a warm introduction. Leveraging over 30,000 information sources and using our proprietary and patented MTV (Multi-sourced, Triangulated, and Validated) techniques, InsideView is up to 20% more accurate than other commercial data sources.

InsideView provides intelligence about your target market. We aggregate, curate, and deliver inside information and intelligence and present it to you when and where you need it.

Being relevant and connected is the best way for you to increase your chances of connecting with today's more informed, better networked, less responsive targets. InsideView delivers the most complete, accurate, and relevant market intelligence to put your finger on the pulse, guide you to the opportunities, and arm you to win.

Get informed today at InsideView.com.