

MintUK

Powerful, streamlined business intelligence



BvD's Mint range – powerful,
streamlined business intelligence

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BUREAU VAN DIJK

Business intelligence that works with your CRM

Mint UK is a fresh approach to company information. It's designed for end users as a solution for researching UK business intelligence quickly and easily. It gives access to a wide range of high quality information covering companies, news, directors and industry research.

Companies

Limited and unincorporated businesses throughout the UK

News

News articles from a range of leading providers

The logo for MintUK features the word "MintUK" in a bold, green, sans-serif font. A small green leaf icon is positioned above the letter "i" in "Mint".

Directors

Current and previous directors of UK businesses

Industry Research

Industry and market research – UK and International

Modules

Mint UK includes flexible and easy to use screens that help you create searches to find companies that match your criteria - ideal for creating lists of target companies or identifying competitors.

Companies

The Companies Module contains information on over 5 million companies throughout the UK (3.5 million companies and 1.5 million unincorporated businesses). Basic financial information is included, with detailed financials as an option. Specialist information companies provide the data, each an expert in its field. Jordans, D&B, Fitch, WorldVest Base and Fininfo all contribute company data to Mint UK.

You can plot a company's structure in a tree diagram for a clear picture of its shareholders and subsidiaries. You can also view the corporate group – all companies that could be considered to be in the same “family”. Additional information includes contact data to help you with your sales and marketing, credit scores, brand names, activity codes and activity description, M&A activity, news and relevant industry research.

Directors

The Directors Module contains information on both current and previous directors of UK businesses. The report on each director gives an address, their date of birth and their nationality plus a list of their current and previous directorships. Biographical information is provided for directors of listed companies. Search criteria allow you to identify directors by age and gender, or the size and type of company they have a directorship of. These flexible search criteria mean that you can use Mint UK to target, or research, directors very specifically.

News

The News Module contains articles taken from various high profile providers including the FT news sources which cover over 100 publications including trade, national and regional press. Reuters and three years of M&A activity from our own Zephyr are also in the News Module.

Mint UK also includes a Web Watch facility which allows you to capture “real time” news on the internet. This service is powered by Moreover and harvests a myriad of leading international and regional publications, corporate and government press pages, weblogs and audio and video broadcast channels. This means that you can be sure that your research is up to date – so you can make more informed decisions.

Searching the News Module is easy and flexible. The free text searching is intuitive with simple selections for time periods and automatic options to refine your search.

Industry Research

Reports are provided by Datamonitor and Morningstar and coverage is global. Searching is flexible using key words to find reports that cover sectors, and brands, that are of interest to you. Profiles on individual companies give in-depth views on a company, its competitors and markets and are complemented with a SWOT analysis.



Mint UK in action

Building your Reports

Tailoring Mint UK to your research is easy. In the Companies module you can build your own reports and lists. You can include news articles, industry research, contacts, peer group information, financial data, managers, mergers and acquisition details and graphs. You can even make notes on reports, share them with your colleagues and include them in your searches.

Fast, powerful analysis

Mint UK will even analyse a company, or a group of companies for you. Integral options simplify the process to give you analyses in seconds. You can calculate companies' market share figures and segment a group of companies. Mint UK will also create graphs that you can use in your reports or presentations.

Stay informed with Mint UK

Mint UK's alert system means that you can monitor companies and get e-mails when their reports change or they appear in news articles – so you can stay up to date with anything that's likely to affect your customers, or competitors.

Using Mint UK for business development



Mint UK contains information that's ideal for helping you with sales and marketing projects. You can use it to find more companies in your sales territories or regions, for researching a company before you visit it, to help you prioritise incoming leads and to build lists to form the basis of your telemarketing or mailing campaigns.

The mailing wizard helps you extract the right contact data and addresses in the correct format for your database or mailing software in a few simple steps. It's so easy to do, you can create highly targeted lists in a matter of minutes.

News

Companies

My Mint Report

Industry Research

Directors

Mint UK customised for you

We can help you get even more power from Mint by integrating it into the core of your business development systems. We can create simple solutions that seamlessly link Mint with your CRM, so data from Mint can instantly populate and enhance your existing records.

We can also match your database against Mint to help you analyse your prospect and customer bases to reveal your strengths and optimum customer profile. You can then put Mint to work to find you more prospects to match these profiles.

We can help you harness the power of combining your data with Mint, and empower your sales and marketing teams. All this is even easier for Salesforce users with our simple-to-integrate Salesforce App.

The screenshot displays the Salesforce user interface for the 'Account B & W Group Ltd'. The top navigation bar includes 'Home', 'Campaigns', 'Leads', 'Accounts', 'Contacts', 'Opportunities', 'Mint', 'Contracts', 'Cases', 'Solutions', 'Products', 'Reports', 'Documents', and 'Dashboards'. The 'Accounts' tab is selected. On the left, there is a search bar and a 'Recent Items' list containing various accounts like 'B & W Group Ltd', 'Mint Global', 'Mint UK', 'ADMENTA ITALIA S.P.A.', 'Trend Control Systems Limited', 'Pitway Systems Technology Group Europe Limited', 'International Rectifier Company (Great Britain) Limited', 'Technetix Limited', 'Madeleine Orbell', and 'Simon J Whitehouse'. The main content area shows the 'Account Detail' for 'B & W Group Ltd' with a 'Mint' logo and several action buttons: 'THE ACCOUNT IS UP TO DATE', 'DISPLAY THE STANDARD REPORT', 'DISPLAY THE OWNERSHIP TREE', and 'UPDATE THE CONTACTS'. Below these are fields for account information:

Account Owner	Dave Hickey [Change]	Rating	
Account Name	B & W Group Ltd [View Hierarchy]	Phone	01903-221800
Parent Account		Fax	
Account Number	00880499	Website	http://www.bwgroup.com
Account Site		Ticker Symbol	Unlisted
Type		Ownership	
Industry		Employees	433
Annual Revenue	£94,783,000	SIC Code	2971
Billing Address	Dale Road, West Sussex Worthing, BN11 2BH England	Shipping Address	
Customer Priority		SLA	
SLA Expiration Date		SLA Serial Number	
Number of Locations		Upsell Opportunity	
Active			
Created By	Dave Hickey, 25/05/2010 10:20	Last Modified By	Dave Hickey, 25/05/2010 10:20
Description			





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