

Company information for business development

Business intelligence that helps you generate
opportunity from prospects and customers

bvdinfo.com



BUREAU VAN DIJK

Company information for business development

We have unrivalled coverage of public and private companies. We combine company data and business intelligence with software so you can manipulate and interpret it. You can search for companies with specific profiles, enrich your knowledge on your customers and prospects and improve how you manage your CRM system. Our products can make you more efficient and show you where your sales focus can be most rewarding.

Know more about your leads and prospects

Understand a company's financial viability before you engage them in your sales process. Our business intelligence helps you prioritise your leads and demonstrate an understanding of a prospect's business challenges in your meetings and pitches. We have detailed information on corporate families so you can look for more opportunity within a group and make sure you're in dialogue at the right level for decision making.

Find more relevant prospects

Combine search criteria to find companies and prospects to target.

Develop your existing accounts

Use our alert systems to watch for action indicators (new directors, deal rumours and takeovers, topical news coverage) that could require early intervention for client retention, development or acquisition.

Create more accurate sales plans

Our products have comprehensive information on Nordic countries and countries around the world. You can research new industries and areas to see what opportunity they offer. You can source companies to include in your target lists and look at individual companies for viability. They are also invaluable in helping you create and maintain balanced sales territories.

Understand your client base

Upload your clients into our products for analysis. You can identify best-client profiles and then use the products to find more like them.

Enrich, update and populate your CRM

You can include any of our data points in your own CRM system including financial data, employees, activities and SIC codes – seamlessly. You can also refresh stale data. Having accurate, “live” figures will improve your performance.

Business intelligence to identify opportunities

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- Comprehensive information on companies in the Nordic and Baltic countries
- Standardised financial information so you can easily analyse and compare companies across countries – “as reported” data can be unfolded
- Numerous search criteria combined with an “easy to use” interface
- Flexible alert system so you can monitor companies
- Simple-to-create peer groups for company comparisons

orbis

- Comprehensive information on companies around the globe
- Standardised financial information so you can easily analyse and compare companies across countries – “as reported” data can be unfolded
- Numerous search criteria combined with an “easy to use” interface
- Flexible alert system so you can monitor companies
- Simple-to-create peer groups for company comparisons

Our Expertise

BvD has a wide portfolio of national and international products. We work with local information providers all over the world, and our global database, Orbis, combines information from around 100 sources and covers approaching 65 million companies.

We offer Toolkits and a range of Catalysts, to help you to customise, manipulate, export and integrate data.

Our consultants will advise you on the best solution for you.

bvdingfo.com/freetrial



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