



BUREAU VAN DIJK

Welcome to BvD's annual news roundup

We've been busy in 2010 working on both product and content enhancements.

Read on to find out more. And please **get in touch** if you have any questions or feedback - we're always pleased to hear from you.

Best regards

Tony Pringle
Managing Director - UK & Ireland

Update on the new classic product interface



Our classic range of products is being given a facelift. Fame (UK & Ireland), Amadeus (Europe) and Orbis (Global) now all have a more streamlined interface and expanded functionality. Our domestic products across the globe are also being upgraded.

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New Zephyr – interface & content

In September we launched a new version of Zephyr, our global M&A product. Zephyr now has deal records for over 800,000 deals and is updated hourly.



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Coverage update – more companies & more deals

Our coverage continues to grow, with information on over 75 million companies across the globe now available on Orbis and Mint Global. Amadeus, our pan-European tool has coverage on over 15 million companies, and Oriana, our Asia-Pacific product, has increased to 8.2 million companies. Zephyr now has over 800,000 deal records.

**BvD's Catalysts –
work faster, improve
efficiency**

Valuation Catalyst

BvD at Online event

We will be at the Online Information exhibition at Olympia between Nov 30th and Dec 2nd. Come and see us on stand 516 to meet the team and try out any of our products.



BvD's presentations at Online ▶

More detailed CCJ information for companies in the UK

We have increased the depth of CCJ data on Fame and Mint UK. New information includes issue date, status, amount and the court where the CCJ was lodged. You can be alerted to companies with new adverse data.

New M&A portal – rich source of M&A research

July saw the launch of the M&A Portal, a resource for anyone interested in M&A intelligence. The portal hosts news, M&A reports, features and research papers.

Visit here.



Mailing wizard on Fame

This new wizard makes it easier to generate targeted lists in Fame. It prompts you to select job titles and rank them in your order of priority. It then shows you how many contacts match your search criteria, and gives you the option to exclude contacts that are not relevant to your mailing.

fame



We're continuing to develop our range of catalysts. They give you faster results and improved efficiency when you're using our products for a specific purpose. Our first catalyst, TP Catalyst, helps you create professional reports and transfer pricing analyses.

Coming soon

Compliance Catalyst, Credit Catalyst and Procurement Catalyst.



In September we launched Valuation Catalyst, to empower company valuations and give you an express route to initial valuation figures. This catalyst seamlessly pulls data from our company and deal databases, and pushes it through a series of models to present a range of valuations. The models have been developed in conjunction with Cass Business School, City University.

A fresher interface coming to our Mint products in 2011

Mint



New content – Royalty Rates

We are pleased to be working with expert data provider ktMINE, who provide information on intellectual property licensing and royalty agreements. The information is integrated into our specialist transfer pricing tool, TP Catalyst, and global company information products, Orbis and Osiris. This data will also be added to Zephyr, our global M&A product.

More tailored customer support

We're in the process of restructuring our account management team to make sure our standard of customer support is as high as possible. We're introducing a vertical focus so our account managers have specialist knowledge of how you are using our products.

We've also added to our field based support team this year. Joanna Walker, our client support executive, joined BvD in March from a research position, to offer training and help clients use our products more efficiently. Karlson Lau joined us in August as the product manager for Valuation Catalyst.

CRM integration

You can integrate data from our products with any CRM system – specifically we have the BvD Sales Intelligence App for Salesforce users

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Update on the new classic product interface

Our M&A database, Zephyr, has had some significant changes too, [read more](#).

The new versions are Web Service enabled. So you can integrate the data from our products with your systems and workflow and create customised versions.

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BvD at Online event

We will also be hosting seminar sessions at the Global Business Information Forum in Theatre B. Tony Pringle will begin the day with 'A look at the availability and content of company data in BRIC countries' on Tuesday 30th November at 10:30am.



New Zephyr – interface & content

Zephyr's new interface means it's faster and more intuitive.

Enhancements include a new dashboard where you can bring together your favourite RSS feeds. There is a zone for less experienced users with simplified searching, and a deal analysis wizard that guides you through various analyses.

Zephyr retains its advanced options, in a more streamlined format, for detailed searching and analysis.

You can now access Zephyr on the move. If you have an iPhone, iPad or Android powered device visit zephyr2.bvdep.com/m

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And Lisa Wright will talk about 'Identifying investment opportunities in China' on Wednesday 1st December at 10.30am. She will focus on the new BCMS China Connect module.

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China Connect – new module in Zephyr

At the Online Exhibition we'll be previewing a new module that will be added to Zephyr in early 2011. China Connect gives details on investment and acquisition opportunities in unlisted companies in China including:

- the likelihood of an investment opportunity being open to foreign investors
- the expectation of foreign interest being acceptable to the Chinese regulation authorities, plus
- company details such as its products and service, business activities, the areas into which it's permitted to expand, patents and IP rights, quality standards and number of employees

You can search by various criteria to find targets you're interested in.

The information is provided by M&A specialists, BCMS Corporate.

For more information, or to book a training session on new Zephyr, please contact your account manager or call 020 7549 5000

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CRM integration

- Find more opportunities – you can enrich your records with data from our products, including activities and history, information on executives, company performance and corporate structures
- Use clean data – keeping information up to date is always an issue. If you pull information from our products it will update automatically as our data is refreshed, and you can concentrate on managing the data that's unique to your business

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