
Sales intelligence and sales prospecting



Adapt

Adapt's suite of products offers B2B contact and company data across multiple industries. Users get access to millions of business contacts so they can find the right connects to building qualified leads and engaging with prospects faster.

adapt.io



Clearbit

Clearbit is a marketing data engine for customer interactions. The software help users understand their customers on a deeper level, identify future prospects, and personalize every single marketing and sales interaction.

clearbit.com



D&B Hoovers

One of the largest company databases with more than 100 million people and 200 million company profiles. Delivered through the Dun & Bradstreet Data Cloud, D&B Hoovers' data and insights help users accelerate revenue, manage risk, and lower cost.

dnb.com



HG Insights

HG Insights focuses in particular on providing insights on the website tech companies used. The solution provides marketers with accurate technographic insights, based on advanced data science, to build better forecasts and precisely target their campaigns at scale.

hginsights.com



InsideView

InsideView aims to position itself as a modern company database that integrates seamlessly with Microsoft Dynamics CRM, specifically. In addition to basic company and people data, InsideView also provides relevant news mentions and social media feeds of companies.

insideview.com



Leadfeeder

Leadfeeder is a sales intelligence tool that helps companies uncover more about their anonymous website visitors so that they can convert promising visitors into sales leads. Leadfeeder shows who visits your website, how they found you, and what they're interested in.

leadfeeder.com



Owler

Founded nearly ten years ago, Owler is a community-based business information and insights platform. Owler provides salespeople with real-time news, alerts, and insights to help them close more business and stay on top of their competitor's moves.

owler.com



LinkedIn Sales Navigator

Most salespeople use LinkedIn, but only some utilize LinkedIn's paid premium offering, Sales Navigator. This tool makes it easy to build prospect lists based on decision makers' job titles and responsibilities. Users can also monitor relevant discussions, allowing salespeople to find more meaningful ways to engage.

business.linkedin.com/sales-solutions/sales-navigator



Vainu

Vainu is building a sales intelligence platform that helps salespeople and marketers move forward. Vainu is powered by technology to collect, read and understand all company information ever written, and make this easily consumable for the salesperson.

vainu.com



ZoomInfo Powered by DiscoverOrg

ZoomInfo Powered by DiscoverOrg collects most of its data by interviewing and researching companies systematically a few times each year. The solution is especially useful for business-to-business sales teams targeting IT departments.

zoominfo.com