

INDUSTRY: MINING, LEGAL, HEALTHCARE

Client Overview:

A leading mining consortium based in Pretoria, South Africa, with a revenue of \$900 million and a workforce of 3,000–5,000 employees. The company required precise data solutions to support ESG compliance, procurement, and employee healthcare initiatives.

Objective:

The client sought custom mailing lists targeting ESG compliance officers and mining procurement heads. Additionally, they needed verified healthcare provider data to enhance their employee benefits programs.

Challenges:

1. Data Accuracy Issues: Outdated contact lists for procurement and ESG officers in remote mining regions.
2. Sector Differentiation: Difficulty in distinguishing between public and private sector legal teams.

Employee Benefits Complexity: Ensuring healthcare provider data covers relevant medical facilities and specialists.

Solution:

Through a referral from a Johannesburg-based accounting firm, the client engaged Infodepots for:

- Custom ESG & Procurement Contact Lists: Verified, region-specific contacts to enhance procurement and compliance operations.
- Healthcare Provider Database: Comprehensive lists of clinics, specialists, and hospitals aligned with employee healthcare needs.
- Legal Sector Segmentation: Differentiated legal teams into public and private sector categories for targeted communication.

Results:

- Enhanced Data Reliability: Improved outreach to ESG officers and procurement teams.
- Streamlined Benefits Program: Optimized healthcare provider selection for employees.
- Regulatory Compliance Support: Strengthened engagement with key legal professionals for ESG mandates.



Client Feedback:

"Infodepots provided tailored, high-quality data that streamlined our compliance and procurement efforts while strengthening our employee benefits strategy."