



Powering B2B Expansion with Precision Decision-Maker Intelligence

Industry

IT Services and IT Consulting

Client Overview

A South Africa-based IT services and consulting company specializing in secure communication and data protection solutions. The company generates \$5 million in revenue and has a team of 11-50 employees.

Objective

The client required a targeted database of key decision-makers across multiple industries in South Africa, including Mining, Legal, Healthcare, Accounting, Financial Services, Consumer Goods and Services, and Industrials. Their goal was to refine their business development strategy by directly reaching relevant contacts.

Challenges

1. Precise Contact Identification: Finding the right professionals within diverse industries.
2. Industry-Specific Targeting: Ensuring accurate segmentation for better outreach.
3. Data Accuracy & Relevance: Avoiding outdated or irrelevant contacts to maximize engagement.

Solution

The client got to know about our services through email prospecting and received a highly refined, verified dataset tailored to their needs, including:

- Company Details: Business name, industry classification, revenue, and employee count.
- Decision-Maker Information: Names, job titles, direct email addresses, and phone numbers.
- Industry Segmentation: Comprehensive coverage across Mining, Legal, Healthcare, Accounting, Financial Services, Consumer Goods, and Industrials.

Results

- More Effective Outreach: The client successfully connected with relevant professionals in their target industries.
- Higher Engagement Rates: The quality and accuracy of the dataset improved response rates.
- Streamlined Business Development: Direct access to key contacts helped enhance their sales strategy.

+1 833-936-4636
info@infodepots.com
www.infodepots.com

Client Feedback

"The dataset provided was extremely valuable in reaching the right contacts. The accuracy and industry-specific segmentation made a significant impact on our outreach efforts."