

# Unlocking APAC Cloud Opportunities with Technographic Precision

**Industry: Cloud Management  
Software**

## CLIENT OVERVIEW:

A Sydney-based cloud software company with 400–650 employees and \$310 million in revenue, serving multi-cloud enterprises across the APAC region.

## OBJECTIVE:

To obtain compliant, technographic contact lists of Snowflake and Databricks users, and multi-cloud architects across APAC.

## CHALLENGES:

- High rate of unverified leads from LinkedIn.
- Inconsistent compliance coverage across APAC jurisdictions.

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## Contact

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## SOLUTION:

- Delivered verified, GDPR/APAC-compliant lists segmented by cloud stack.
- Applied regional compliance filters to ensure outreach accuracy.

## RESULTS:

- Achieved a 58% boost in qualified cloud leads.
- Strengthened campaign success with jurisdiction-specific targeting.

## CLIENT FEEDBACK:

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**"Infodepots' accuracy and compliance-first approach helped us scale our cloud outreach with confidence across APAC."**