

Driving Multi-Cloud Compliance and Engagement with Targeted Intelligence

Industry: Cloud Management Software (EMEA, APAC, ANZ)

Client Overview:

CloudNest Solutions, headquartered in Dublin, Ireland, is a leading provider of cloud management software. With revenues of \$580 million and a workforce of 1,200–1,800 employees, the company serves enterprises managing complex multi-cloud environments across EMEA and APAC.

Objective:

To secure GDPR- and APAC-compliant contact lists for CTOs and senior IT leaders in hybrid-cloud enterprises, with an emphasis on multi-cloud governance and cost-optimization solutions.

Challenges:

- Region-specific compliance laws across the EU, APAC, and ANZ markets limited outreach options.
- Difficulty identifying and engaging hybrid-cloud decision-makers in fragmented APAC enterprises.



Solution:

- Delivered GDPR- and APAC-compliant datasets of verified CTOs and IT executives across financial services, telecom, and manufacturing enterprises.
- Applied advanced segmentation filters to highlight hybrid-cloud adopters most aligned with CloudNest's governance and cost-optimization tools.

Results:

- Campaign bounce rates dropped by 38% with fully verified contacts.
- Engagement rates with CTO-level executives improved by 29%, strengthening CloudNest's sales pipeline across multiple regions.

Client Feedback:

"INFO DEPOTS' precision in delivering region compliant datasets transformed our ability to reach the right hybrid-cloud decision-makers. Their data intelligence significantly boosted our outreach effectiveness."