

PRECISION LEGAL OUTREACH FOR MINING AND INDUSTRIAL FIRMS



CLIENT OVERVIEW

A Cape Town-based legal advisory firm with \$45 million in revenue employs 70–120 professionals, serving mining and industrial clients.

OBJECTIVE

To obtain verified contact lists of in-house counsel at mining and industrial companies in South Africa.

CHALLENGES

Difficulty identifying specific legal decision-makers versus generic legal department contacts.
Limited visibility into corporate hierarchies across large organizations.

SOLUTION

Provided curated lists of verified in-house legal professionals with role-specific segmentation.
Enabled precise targeting by mapping legal decision-making hierarchies within companies

RESULTS:

Enhanced engagement with the correct legal contacts in mining and industrial firms.
Reduced outreach inefficiencies and improved campaign ROI.

CLIENT FEEDBACK:

"Infodepots' targeted legal contact data enabled us to connect directly with the right decision-makers and streamline our outreach efforts."