



# World Prospects

Global Business  
Intelligence

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**A New Approach To Finding Customers & Clients  
In 5 Seconds Or Less, On-Demand, 24/7/365, Globally**

**Find More Customers** ▶▶▶

Simply type in the name of an existing customer or the name of an ideal customer and we'll find customers for you

▶ **Find More Customers**

**[www.WorldProspects.com](http://www.WorldProspects.com)**

"Sales and marketing professionals using WorldProspects.com report a 15% to 40% increase in sales and qualified lead generation."

## Find More Customers Now

## Introduction

When your sales professionals convert a lead to a customer, do they have the resources to immediately and *easily* target the entire industry of the customer? In other words, have you given them the tools needed to grow and have you institutionalized the *behavior* of growth?

Can your marketing professionals rapidly roll out marketing data without spending hours sifting through research, codes and lists? Can they systematically reach your target customers and then test and execute campaigns in further markets?

- ❖ 1.2 Million Companies In 163 Countries
- ❖ Each \$3 Million+ In Revenues
- ❖ Competitive Intelligence
- ❖ Deep Selection Tools And Criteria
- ❖ Key Contact Names At All Levels
- ❖ Addresses, Phone Numbers, etc.
- ❖ Sales And Employee Data
- ❖ Business Descriptions
- ❖ Financial Reports

**To see how in less than 10 seconds you can find more customers, beat budgets, increase revenues, and change the way you think about getting customers, go to [WorldProspects.com](http://WorldProspects.com) and turn the page...**



# World Prospects

A Deal Strategy Company

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**US Phone: 1 (877) 747-2823**  
  
 New York: 14 Sep 01:04:38 AM    London (BST): 14 Sep 06:04:38 AM    Tokyo: 14 Sep 02:04:38 AM

**Click Here To Register For FREE And Get Up To 2000 COMPLEMENTARY Leads!**

**User Login >>>**

User Name

Password

**Login**

[Forgot your Password?](#)

**Find a Business By >>>**

Business Name [Begins With]

City

State/Province

Select One... 

Country

NAICS/SIC Code

Keyword

**Find**

**Prospect List**

- ▶ Global Business Leads From 163 Countries
- ▶ Each With More Than \$3 Million in Revenues
- ▶ Financial Data And Reports For Decision Makers

**Browse Businesses By SIC >>>**

- ▶ A. Agriculture, Forestry, and Fishing (01-09)
- ▶ B. Mining(10-14)
- ▶ C. Construction(15-17)
- ▶ D. Manufacturing(20-39)
- ▶ E. Transportation and Public Utilities (40-49)
- ▶ F. Wholesale Trade(50-51)
- ▶ G. Retail Trade(52-59)
- ▶ H. Finance, Insurance, and Real Estate(60-69)

**Prospect List >>>**

Build targeted lists of business sales leads

- ▶ Build prospect lists

**Company Search & Valuation Report >>>**

Find company SIC codes, key contacts, and more with our online business directory. Get Detailed valuation reports on most of the world's private and public businesses

- ▶ Search for reports
- ▶ Sample valuation report

**Find more customers >>>**

Simply type in the name of one of your existing customers or the name of an ideal customer and we'll find customers for you.

- ▶ Find more customers



**At WorldProspects.com click on either of the "Find More Customers" links**

**Find More Customers**

Build targeted lists of business sales leads

Each \$3 Million+ In Revenues

5 Million+ Global Executives

1 Million+ Phone Numbers

All 5 Continents

All Major SIC / NAICS Codes

Financial Reports

Download to spread sheets, CSV or CRM applications

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**Find More Customers**

**Step 1**  
Enter the company name and we will first verify the company before finding you customers.

**Company Name**


**Step 2**  
Select the correct company. Click on any of the companies in the list and we will pull up a list of similar companies.

Simply type in the name of one of your existing customers or the name of an ideal customer and we'll find customers for you.

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Type in the name of an existing customer or ideal customer then click the "Go" button



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### Find More Customers

**Step 1**  
Enter the company name and we will first verify the company before finding you customers.

**Step 2**  
Select the correct company. Click on any of the companies in the list and we will pull up a list of similar companies.

**Company Name**

**1 Company(s) Found>>>**


Microsoft Corporation
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Confirmation that the customer that you entered exists in our system!

Click on the company name to pull up a list of more potential customers for you

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Find More Customers

▶ Back to Find More Customers

**Step 3**  
Subscribers can click to get detailed information on each company including up to 20 executives, contact data, financial data and demographic data and export this data to spreadsheets for campaign purposes. Non-subscribers should call 1-877-747-2823 (outside the U.S. 1-703-717-5664) to speak with a service representative about becoming a subscriber or ordering any of the information available to subscribers

These companies are similar to the **Prepackaged software** business of **Microsoft Corporation** and should be included in your marketing efforts.

**1 Company(s) Found >>>**

Oracle Corporation	Details	Valuation Report
Symantec Corporation	Details	Valuation Report
Intuit Inc	Details	Valuation Report
Medquist Inc	Details	Valuation Report
Novell Inc	Details	Valuation Report
Activision Publishing Inc.	Details	Valuation Report
Thq Inc.	Details	Valuation Report

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We find potential customers for you: Companies that develop similar products and are of a similar size.

Click "Details" to get more information on each company



[ Public Company | Ticker Symbol: NOVL ]

## Company Name

Novell Inc

## Address

404 Wyman St Ste 500

Waltman , MA ,02451-1212 , USA

Primary SIC 7372

Sales \$ 1,165,917,000

Employees 5,734

Phone Number 781-464-8000

Founded 01/02/1970

Line of Business Internet Software

Website www.novell.com

▶ **Sample valuation report**

**In a single snapshot see  
critical industry, sales, ticker,  
employee, contact and deep  
executive data of potential  
customers**

## Executives

Joseph S Tibbetts Jr, Chief Financial Officer  
Jack Messman, Chairman Of The Board  
Gerard Van Kemmel, Chairman Of The Board  
Jennifer Konecny-Costa, Senior Vice-President  
Alan J Friedman, Senior Vice-President  
John J Slitz Jr, Senior Vice-President  
Carl S Ledbetter, Senior Vice-President  
Debra Anderson, Chief Information Officer  
Richard Selbst, President  
Mark Hardardt, Vp Sales  
Ken Anderson, Senior Corporate Officer  
Joseph A Lasala Jr, Secretary  
Lynn Stephens, Human Resources Manager

Similar Companies >>>						
Company	Revenues	Line of Business	State	Country	Phone	Sample Executive
Medquist Inc	\$1,174,800,000	Health Information Solutions And Services	NJ	USA	856-206-4000	Bob Ehlinger
Activision Publishing inc.	\$947,656,000	Wholesales Interactive Computer Software	CA	USA	310-255-2000	Ronald Doornink
Thq Inc.	\$640,846,000	Prepackaged Software	CA	USA	848-871-5000	Bruce Jagid
Mercury Interactive Corp	\$506,473,000	Custom Computer Programing Prepackaged Software Services	CA	USA	408-822-5200	Igal Kohavi
Intuit Inc	\$1,867,663,000	Develops Small Business And Consumer Software	CA	USA	650-944-6000	Stephen M Bennett
Symantec Corporation	\$1,870,129,000	Prepackaged Software Cvc Computer Programming Svc	CA	USA	408-517-8000	Teresa Elias
Kronos Incorporated	\$450,694,000	Services-Prepackaged Software & Hardware Solutions	MA	USA	978-250-9800	Umesh Gandhi
Macromedia Inc	\$369,786,000	Prepackaged Software Services	CA	USA	415-252-2000	Isaac Babbs
Aspect Communications Corporation	\$363,848,000	Communication Software Services	CA	USA	408-325-2200	David Louie
Rational Software Corporation	\$363,400,000	Prepackaged Software Services Custom Computer Proframing	CA	USA	408-863-9900	Allison R Schleicher

In a single snapshot get a target list of similar companies to call on in your sales efforts



# Find More Customers

# 10 of 10 seconds

	H	I	R	S	T	U	V	W	X	Y
1	Postal Code	Country	Executive 1 Name	Executive 1 Title	Executive 2 Name	Executive 2 Title	Executive 3 Name	Executive 3 Title	Executive 4 Name	Executive 4 Title
2	43065-1536	USA	Patrick J Mc Gonagle	President	Todd Ware	Vice-President	William H Sullivan Jr	Chairman Of The Board	H J Longwell	Executive Vice President
3	75039-2298	USA	M E Foster	President	Rex Tillerson	President	PI Mulva	Secretary	James E. Smith	Vice President
4	77380-1160	USA	Michael E Rose	Chief Financial Officer	Jon Brown	Finance	Anthony Meyer	Vice-President	James E. Smith	Vice President
5	94583-2324	USA	William K Tell	Senior Vice-President	Allen J Krowe	General Manager	A Baillie	Director	Mary Bush	Director
6	77002-4372	USA	Jonathan S Gross	Executive	Ron A Krenzke	Executive Vice-President	Charles R Devine	Executive Vice-President	Michael L. Jackson	Chairman
7	72201-4425	USA	Curtis F Bratburry	Chief Operating Officer	C Ray Gash	Treasurer	Warren A Stephens	President	Michael L. Jackson	Chairman
8	00007-7019	USA	John R Eckel Jr	Principal	Lari Parades	Controller	Copano Energy Services	General Partner	Debbie Fu	Interim President
9	08837-2220	USA	Robin Wahl	Treasurer	Lane Silverman	Treasurer	Don Vandenberg	Senior Vice-President	Debbie Fu	Interim President
10	70618-5914	USA	Jill Louviere	Chief Financial Officer	Robert Taylor	Chief Financial Officer	John Gunn Sr	Vice-President	Paul Camp	Miss Secretary
11	70606-7524	USA	Hanna Anderson	Manager	Laura Beaugh	Manager	Becky Credreux	Manager	Ken Ryan	Manager
12	70508-2502	USA	Larry Mosing	Treasurer	Anthony Billeand	Engineer	Vernon Boulligny	Engineer	Cory Cole	Engineer
13	77042-3615	USA	Michael Kelley	Vice-President	Dale Wilhelm	Vice-President	Lloyd Pellegrin	Vice-President	Becky Don	Administrator
14	80202-5604	USA	D E F S Holding	General Partner	Carl King	Senior Vice-President	Jeff Kaup	Miss Manager	Jim W. Moore	Partner
15	23230-3620	USA	Jack Reid	Vice-President	Ed Malechek	Vice-President	Harold Costley	Vice-President	Randolph	Vice-President
16	58503-0564	USA	Wayne Backman	Vice-President	Rod Coone	Vice-President	Wally Goulet	Vice-President	Michael H.	Vice-President
17	30004-4765	USA	Sandra Mcadams	Operations Manager	Kalin Jones	Secretary	E H Cooper	Controller	R S Brand	Vice-President
18	77024-4284	USA	Larry A Hinks	Vice-President	Gregory B Moore	Vice-President	Michael D Sangster	Vice-President	Bruno Sim	Vice-President
19	77067-4531	USA	Nicholas Patronio	President	Van De Witt	President	Bob Bailey	Credit Manager	Richard A.	Treasurer
20	79701-5010	USA	L Secker Dawson	Chairman Of The Board	Thomas Wagner	Miss Staff	Frank D Brown	Vice-President	K S Forsdick	Vice-President
21	77478-3155	USA	Terry D Keller	Treasurer	David S Browning	Secretary	Arthur Lindenauer	Chairman Of The Board	Zaki Selim	Vice-President
22	46202-1306	USA	Steven Stark	Vp Marketing	David N Griffiths	President	Robert J Hummel	Vp Human Resources	Andrew P.	Vice-President
23	75001-4273	USA	H G Westerman Jr	President	C D McDaniel	Executive Vice-President	Jim Ledbetter	Coordinator	Osiris Mac	Treasurer
24	77066-3030	USA	Eduardo Ku	Maintenance Staff	Sy Borden	Administrator	Mark Burford	Assistant Treasurer	Peter R. So	Executive
25	80202-3918	USA	Brant Gimmeson	Manager	Della Wilson	Manager	Harold M Korell	Chairman Of The Board	Kent McFar	Technician
26	77032-3100	USA	Mark K Boling	Secretary	Greg D Kerley	Chief Financial Officer	Brenda Hethcoat	Manager	Anil Shah	Treasurer
27	77079-4101	USA	David Faure	Secretary	Charles Striedel	President	Dr Ray R. Iran	Chairman Of The Board	Donald P. D.	Secretary
28	90024-4201	USA	Aumond A Watkins	Vice-President	Richard W Haillock	Executive Vice-President	John E Goble	Project Manager	Robert P. M.	Chief
29	75225-6211	USA	Edward V Howard	Vice-President	James A Watt	Chairman Of The Board	Tony Amaya	Chief Technology Officer	Sergio Esc	Administrator
30	80903-1715	USA	John W Somerhalder II	Chairman Of The Board	Barbara Winter	Vice-President	Sandee Adamson	Web Project Manager	John Step	Web Developer
31	30005-2039	USA	T A Bannigan	President	Ann Overbeck	Investment Manager	Michael Guznick	Analyst	Russell Ro	Analyst
32	60663-9600	USA	Lintz Brian	Web Project Manager	T M Walsh	Engineering Staff	Michael Guznick	Analyst	Jim Smith	Analyst
33	77002-4718	USA	Robert Bradley	Manager	John Wermelink	Analyst	Michael Guznick	Analyst	Jim Smith	Analyst
34	60601-6302	USA	Thomas A Nardi	Chief Financial Officer	James M				Holler Dan	Web Developer

Export detailed critical data to spreadsheets for sales and marketing efforts including up to 20 executives per company and full contact data, phone, address, demographic data etc.



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