

Deal
Strategy

World Prospects

Global Business
Intelligence

**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



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

www.WorldProspects.com

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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 and turn the page...

Find More Customers

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A Deal Strategy Company

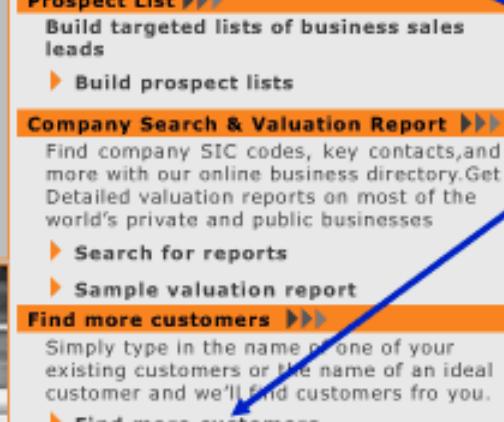
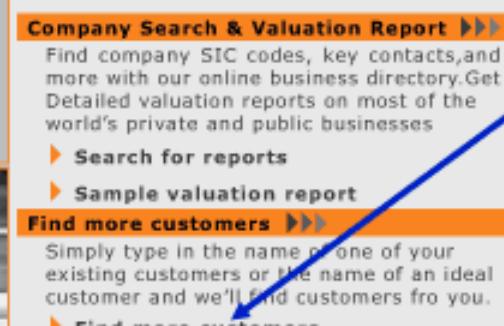
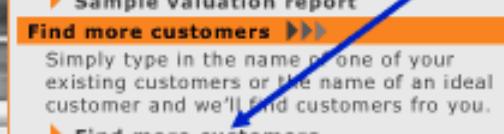
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New York: 14 Sep 01:04:38 AM London (BST): 14 Sep 06:04:38 AM Tokyo: 14 Sep 02:04:38 AM

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
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

Search & Valuation Reports 
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.

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
 GO

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.

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

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Find More Customers

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

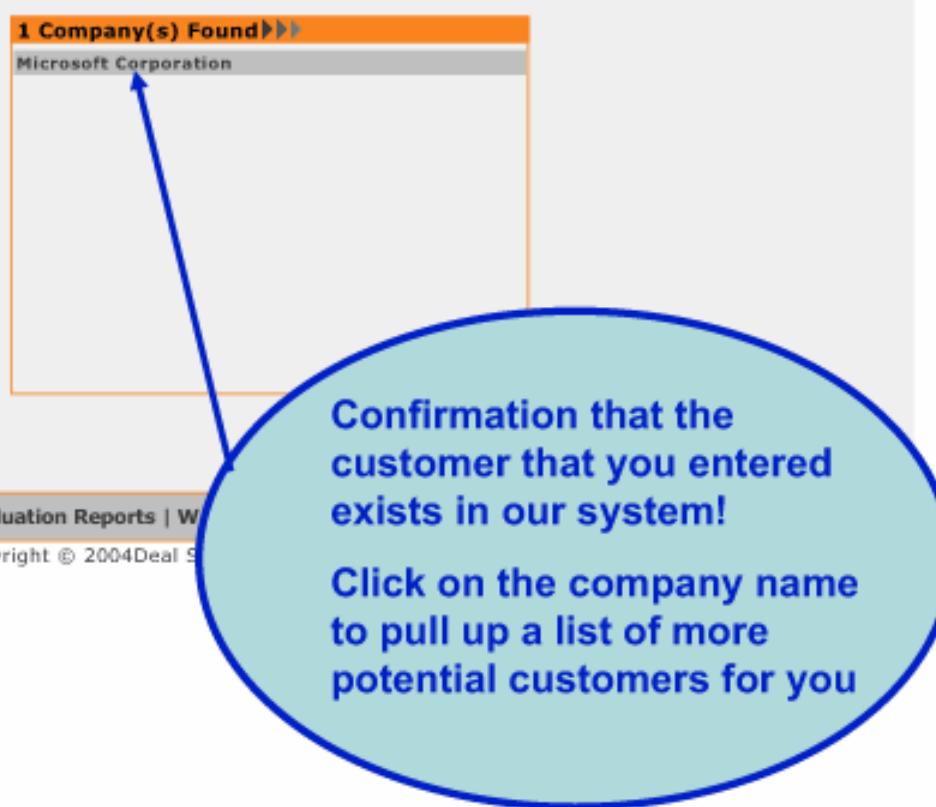
Step 2
Select the correct company. Click on any of the companies in the list and we will pull up a list of similar companies.

Company Name
microsoft corporation

1 Company(s) Found
Microsoft Corporation

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

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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»»		
	Details	Valuation Report
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](#)

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 Selbt, President
Mark Hardardt, Vp Sales
Ken Anderson, Senior Corporate Officer
Joseph A Lasala Jr, Secretary
Lynn Stephens, Human Resources Manager

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

Find More Customers

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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

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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
2	43065-1536	USA	Patrick J. Mc Gonagle	President	Todd Ware	Vice-President	William H. Sullivan Jr.	Chairman Of Th	
3	75039-2298	USA	M. E. Foster	President	Rex Tillerson	President	P. J. Mulva	Secretary	H. J. Longw Exec
4	77380-1160	USA	Michael E. Rose	Chief Financial Officer	Jon Brown	Finance	Anthony Meyer	Vice-President	James E. Vice-F
5	94583-2324	USA	William K. Tell	Senior Vice-President	Allen J. Krowe	General Manager	A. Baillie	Director	Mary Bush Direct
6	77002-4372	USA	Jonathan S. Gross	Executive	Ron A. Krenzke	Executive Vice-Pres	Charles R. Devine	Executive Vice	Michael L. Chair
7	72201-4425	USA	Curtis F. Bradbury	Chief Operating Officer	C. Ray Gash	Treasurer	Warren A. Stephens	President	Jackson T. Chair
8	00007-7019	USA	John R. Eckal Jr.	Principal	Lari Parades	Controller	Copano Energy Serv	General Partne	
9	08837-2220	USA	Robin Wahl	Treasurer	Lane Silverman	Treasurer	Don Vandenberg	Senior Vice-Pres	Debbie Fu. M. Inter
10	70618-5914	USA	Jill Louviere	Chief Financial Officer	Robert Taylor	Chief Financial Office	John Gunn Sr.	Vice-President	Paul Camp. Mis S
11	70606-7524	USA	Hanna Anderson	Manager	Laura Beaugh	Manager	Becky Credreur	Manager	Ken Ryan. Mana
12	70506-2502	USA	Larry Mosing	Treasurer	Anthony Billeland	Engineer	Vernon Bouligny	Engineer	Cory Cole. Engin
13	77042-3615	USA	Michael Kelley	Vice-President	Dale Wilhelm	Vice-President	Lloyd Pellegrin	Vice-President	Becky Don. Admir
14	80202-5604	USA	D. E. F. S. Holding	General Partner	Carl King	Sablor Vice-Pres	Jeff Kaup	Mis Manager	Jim W. Mo Partn
15	23230-3620	USA	Jack Reid	Vice-President	Ed Malechak	Vice-President	Harold Costley	Vice-President	Randolph. Vice-F
16	58803-0564	USA	Wayne Backman	Vice-President	Rod Coone	Vice-President	Wally Goulet	Vice-President	Michael Hi. Vice-F
17	30004-4765	USA	Sandra McAdams	Operations Manager	Kalin Jones	Secretary	E. H. Cooper	Controller	R. S. Brand. Vice-F
18	77024-4284	USA	Larry A. Hinks	Vice-President	Gregory B. Moore	Vice-President	Michael D. Sangster	Vice-President	Bruno Sim. Vice-F
19	77067-4531	USA	Nicholas Petronio	President	Van De Witt	President	Bob Bailey	Credit Manager	Richard A. Treas
20	79701-5010	USA	L. Secker Dawson	Chairman Of The Boa	Thomas Wagner	Mis Staff	Frank D. Brown	Vice-President	K. S. Forsdi. Vice-F
21	77478-3155	USA	Terry D. Keller	Treasurer	David S. Browning	Secretary	Arthur Lindenauer	Chairman Of Th	Zaki Selim. Vice-F
22	46202-1306	USA	Steven Stark	Vp Marketing	David N. Griffiths	President	Robert J. Hummel	Vp Human Res	Andrew Pr. Vice-F
23	75001-4273	USA	H. G. Westerman Jr.	President	C. D. Modaniels	Executive Vice-Pres			
24	77066-3030	USA	Eduardo Ku	Maintenance Staff	Sy Borden	Administrator	Jim Ledbetter	Coordinator	Osiris Mac. Treas
25	80202-3918	USA	Brant Gimmeson	Manager	Deilia Wilson	Manager	Mark Burford	Assistant Treas	Peter R. So. Exec
26	77032-3100	USA	Mark K. Beling	Secretary	Greg D. Kerley	Chief Financial Office	Harold M. Korell	Chairman Of Th	Kent. Mcfa. Techn
27	77079-4101	USA	David Faure	Secretary	Charles Striedel	President	Brenda Hethcoat	Manager	Anil Shah. Treas
28	90024-4201	USA	Aurmond A. Watkins	Vice-President	Richard W. Hallock	Executive Vice-Pres	Dr Ray R. Irani	Chairman Of Th	Donald P. D. Secre
29	75225-6211	USA	Edward V. Howard	Vice-President	James A. Watt	Chairman Of The Boa	John E. Goble	Project Manager	Robert P. M. Chief
30	80903-1715	USA	John W. Somerhalder II	Chairman Of The Boa	Barbara Winter	Vice President	Tony Amaya	Chief Technolo	Sergio Esc. Admir
31	30005-2039	USA	T. A. Bannigan	President	Ann Overbeck	Investment Manager	Sandee Adamson	Web Project M	John Stepl. Web F
32	60563-9600	USA	Lintz Brian	Web Project Manager	T. M. Walsh	Engineering Staff	Vincent Guzniczak	Analyst	Russell Ro. Analy
33	77002-4718	USA	Robert Bradley	Manager	John Warmelink			Analyst	Jim Smith. Analy
34	60601-6302	USA	Thomas A. Nardi	Chief Financial Office	James M.				Holler Dan. Webm

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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