



ReachOut

Simplify prospecting with ZoomInfo's ReachOut extension. Get direct phone numbers and email addresses while viewing LinkedIn profiles, corporate websites, or Leads, Accounts, and Contacts in Salesforce. It's data on-demand: the information you need right where you need it, such as LinkedIn and company corporate websites.



INCREASED CONNECT RATE BY 3X

"With access to ZoomInfo, we now have the most accurate contact data at our fingertips, and no longer have to deal with inaccurate numbers or gatekeepers."

ERIN BUSH

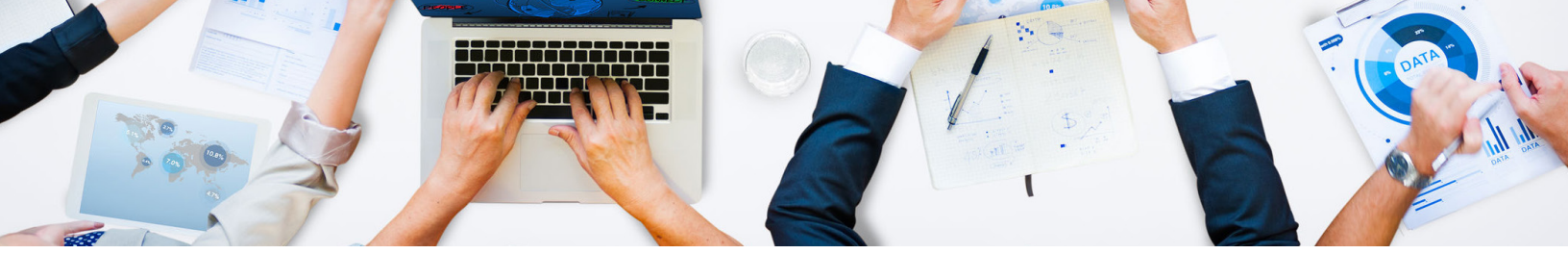
Head of Sales Operations,
SalesLoft

BUSINESS BENEFITS

- Connect with prospects faster without the need to switch between multiple tools
- Save time and export contact information, as a new lead, contact or account, directly into Salesforce
- Scale your campaigns with the ability to find similar target accounts
- Shorten your sales cycle and increase your revenue with access to highly accurate and up-to-date information

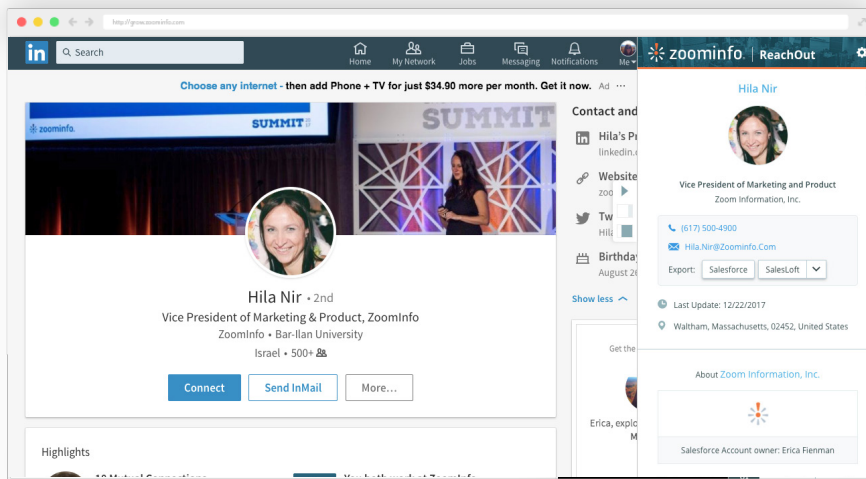
THE ZOOMINFO DIFFERENCE

ZoomInfo improves more of your dataset because we have over 88 million professional email addresses, 47 million direct dial phone numbers and nearly 13 million company profiles. Using our direct dial phone numbers and email addresses, you will improve connect rates with leads and have more meaningful conversations.

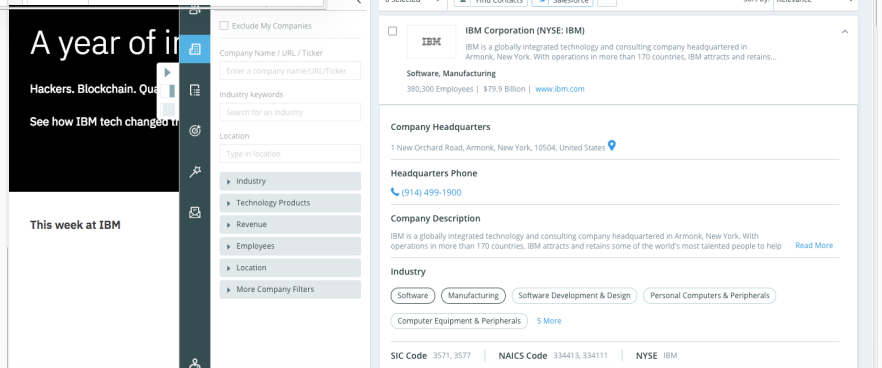


KEY FEATURES

- ✓ Access direct phone numbers, email addresses and detailed background information while prospecting on LinkedIn and corporate websites
- ✓ Export as a lead, contact, or account to Salesforce
- ✓ Get lead, account, or contact information within Salesforce, SalesLoft, Outreach, and Microsoft Dynamics
- ✓ View in 20% and 80% of the screen
- ✓ See who from your organization owns the lead or account before duplicating efforts
- ✓ Access ReachOut tool more easily with new sticky functionality
- ✓ Utilize all functionality of ZoomInfo 2.0 right within your current prospecting workflow
- ✓ Know when the contact was last updated via last update date
- ✓ Download the free Google Chrome extension in under three minutes



— 20% view of a contact within LinkedIn



80% view on a corporate website