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B2B Contact Databases Category

FALL 2026
Customer Success Report





B2B Contact Databases Category

B2B contact databases aggregate contact information about ideal prospects which can streamline prospecting, lead generation and outreach activities. It serves as a centralized repository for accessing, storing and updating details about potential clients, partners, and other business contacts.

Benefits of adopting B2B contact database software include improved efficiency in prospecting and managing business contacts. Additionally, this software facilitates targeted marketing and sales strategies by allowing businesses to segment their contacts based on various criteria, leading to more personalized and effective outreach. Overall, B2B contact databases contribute to increased effectiveness for B2B sales and marketing teams.

Customer Success Report Ranking Methodology

The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings.

The overall Customer Success ranking is a weighted average based on 3 parts:

CONTENT SCORE

- Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
- Customer reference rating score
- Year-over-year change in amount of customer references on FeaturedCustomers platform
- Total # of profile views on FeaturedCustomers platform
- Total # of customer reference views on FeaturedCustomers platform

MARKET PRESENCE SCORE

- Social media followers including LinkedIn, Twitter, & Facebook
- Vendor momentum based on web traffic and search trends
- Organic SEO key term rankings
- Company presence including # of press mentions

COMPANY SCORE

- Total # of employees (based on social media and public resources)
- Year-over-year change in # of employees over past 12 months
- Glassdoor ranking
- Venture capital raised

Award Levels



MARKET LEADER

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



TOP PERFORMER

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.



RISING STAR

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.

2026 Customer Success Awards

Check out this list of the highest rated B2B Contact Databases software based on the FeaturedCustomers Customer Success Report.



Apollo
LinkedIn Sales Solutions
SEAMLESS
zoominfo



cognism.
ContactOut
leadiQ
Lusha
RocketReach
Snovio
UpLead



adapt
BOOK YOUR DATA
Databar.ai
Firmable
hunter
Kaspr
Zeliq

* Companies listed in alphabetical order



2026

B2B CONTACT DATABASES

MARKET LEADER

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ABOUT APOLLO

Apollo

Apollo is the unified engagement acceleration platform that gives reps the ability to dramatically increase their number of quality conversations and opportunities. Reps are empowered to do more than just conduct outreach, they learn who to target, how to reach out, and what to say at speed and scale. They help drive growth and success by providing the means for teams to discover and utilize their organization's unique best practices.

136 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"I like Appolo.io ! So much filters, very easy to access and also the connection add with SalesNavigator ! An honestly, I don't know the others you've mentionned ! I will have a look soon. Thanks fors these tips Monika Grycz."

NICOLAS GLINSKY
BUSINESS DEVELOPMENT MANAGER, NUVISAN

"Without Apollo, we would still be in the digital stone age, using multiple disparate tools, combing through different lists, manually deciding who to reach out to."

BEN SANDERS
CHIEF MARKETING OFFICER, EMERGE

"Apollo has all components of go-to-market, without having to switch a platform. So even as we grew our sales team, there was no slowdown."

JOHN KIM
CHIEF EXECUTIVE OFFICER, PARAFORM

"Using Apollo, we've had a phenomenally low bounce rate these last two quarters we've essentially cut them in half."

MORGAN ANDERSON
MARKETING MANAGER, LEMONLIGHT

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ABOUT LINKEDIN SALES SOLUTIONS

LinkedIn Sales Solutions

LinkedIn connects the world's professionals to make Linkedin more productive and successful. With more than 380 million members worldwide, including executives from every Fortune 500 company, LinkedIn is the world's largest professional network on the Internet. The company has a diversified business model with revenue coming from Talent Solutions, Marketing Solutions and Premium Subscriptions products. Headquartered in Silicon Valley, LinkedIn has offices across the globe.

361 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"We often compete for capital against other initiatives that are already on a company's plan, so getting to the right people, understanding their pains and aligning to their priorities is crucial. Sales Navigator helps us to identify not just the right target accounts, but also the technical buyers, functional buyers, economic buyers and mobilizers."

SETH CATALLI
CHIEF REVENUE OFFICER, GLOBALITY

"Given the utility we've gotten out of LinkedIn Sales Navigator, it's really hard for me to imagine a world where that tool doesn't exist in the hands of our sales teams at Hyatt. I think the potential is frankly limitless."

ASAD AHMED
SENIOR VICE PRESIDENT OF COMMERCIAL SERVICES, HYATT

"There is a great correlation with retention of our existing accounts and success identifying key personas and building new relationships through Sales Navigator."

EASTON TAYLOR
SVP OF CUSTOMER SUCCESS, GAINSIGHT

"Expanding personalized customer engagement using LinkedIn Sales Navigator is at the top of my agenda."

THILO HUYS
HEAD OF MARKETING, BECHTLE AG

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zendesk Outreach Percolate BECHTLE HYATT



ABOUT SEAMLESS.AI

SEAMLESS

Seamless.AI helps professionals in the world create new relationships, opportunities, and revenue, faster than ever before. They are built on the core purpose of creating "great lives for great people," which extends beyond their great employees to their clients, partners, and supporters. Seamless.ai delivers the world's best sales leads. Maximize revenue, increase sales and acquire your total addressable market instantly using artificial intelligence.

147 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"So initially when I started with the free trial of Seamless, it was building a list and trying to figure out, okay, who might be interested in our products or services, and how can I target them? What's the opening message. And then I kind of burned through that first initial trial and got nothing out of it."

MIKE KRAFT
CHIEF EXECUTIVE OFFICER, KRAFTWARE

"Seamless for us is, was kind of the missing piece of the puzzle. Once we learned about you guys we found the potential behind what you guys offer. I mean, that was it man. It was like, cake after that."

ABEL NUNEZ
CHIEF EXECUTIVE OFFICER, CREATIVE MARKETING NERDS

"Selfishly, I don't want anyone else to use this, you know what I mean? But selflessly, everyone needs it."

KYLE FRIEDMAN
COMMERCIAL INSURANCE BROKER, KEYES COVERAGE

"Seamless is a great tool. Like one of the best lead generator tools in the industry."

KEITH DAWSON
INDEPENDENT INSURANCE CONSULTANT, ADVANTAGE GROUP

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THE BRENNAN GROUP · TRUKMANN'S · HI-FIDELITY · CHURNZERO



ABOUT ZOOMINFO

zoominfo

ZoomInfo is a B2B database software company that delivers business data to supercharge marketing campaigns and sales outreach. ZoomInfo helps customers identify their buyer personas, reach decision makers faster, and enhance and grow their databases.

391 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"Our revenue marketing GTM strategy is solidly built on the ABM framework. It's able to aggregate lead-level activities under the right accounts and append lead-level engagement insights at the account level."

NADIA DAVIS
SENIOR DIRECTOR OF REVENUE MARKETING AND MARKETING OPERATIONS, PAYIT

"As a true ABM tool, we were confident MarketingOS would support our goal to position ourselves as a solution for an entire institution, not just one person."

AUSTIN SPIKES
SENIOR MANAGER OF GROWTH MARKETING, LIAISON INTERNATIONAL

"ZoomInfo not only provided us with invaluable data, but also worked closely with us to solve our challenges. This partnership has been crucial in driving our success."

JENNIFER MCADAMS
CHIEF MARKETING OFFICER, XACTLY

"When we were introduced to ZoomInfo's SalesOS, we were confident it would help us hit our revenue targets by expanding our reach to a new pool of potential buyers."

ROBERT RODRIGUEZ
CRM ADMINISTRATOR, HOUSTON ROCKETS

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B2B CONTACT DATABASES

TOP PERFORMER

featured customers



ABOUT COGNISM

cognism.

Cognism is a sales acceleration platform, using patented AI technology, to provide B2B sales teams with a blend of real-time company, people and event data to streamline prospecting, find and deliver new revenue. Cognism is a leader in international sales intelligence, setting a new standard for data quality and compliance, trusted by 1800+ revenue teams worldwide. Cognism helps businesses find, engage and close their dream prospects by providing premium company and contact information, including firmographics, technographics, sales trigger events, intent data, verified business emails and phone-verified mobile...

314 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"Signals in Sales Companion, such as C-suite changes and funding rounds, are incredibly useful. They serve as great prompts for when to reach out and help us secure new business. Having all those insights in one place in Sales Companion has been a game-changer."

CAMERON BAYLISS
OPERATION SUPERVISOR, TELEVERDE

"I would 100% recommend Cognism. Compliance is a big factor, along with data quality. We truly believe Cognism's data quality is incomparable. When you have this and a positive sales experience, it's very easy to recommend it to others."

DAN ORBACH
HEAD OF SALES & PARTNERSHIPS, UPCLOUD

"I was the first to adopt Cognism, but its simple UI made adoption easy, even with minimal training. Unlike Apollo.ai, which was complex and unintuitive, Cognism was straightforward to learn and teach to the team."

DIGITAL MARKETING TEAM LEAD
EXPORT PROMOTION AGENCY

"With Cognism, that 30% has dropped to 5% or maybe even 3%."

ANTOINE LAMOUREUX
HEAD OF SALES, TOUCAN

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demandDrive Lalaleads_ redgate TOUCAN Televerde Generating Demand. Accelerating Sales.



ABOUT CONTACTOUT

ContactOut

ContactOut is pride themselves on being the most accurate B2B data intelligence tool out there. Their platform is trusted by hundreds of thousands of sales, marketing, and recruitment professionals in over 76% of Fortune 500 companies like Google, Microsoft and Netflix.

26 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"Contact Out has tripled the yield to our InMail strategy traditionally exclusively on LinkedIn, which isn't delivering us ROI anymore. Great product!"

RYAN BROGAN
SR. MANAGER OF GLOBAL RECRUITING, WARNERMEDIA

"Great email tool. I've used a few other services and ContactOut is the easiest one to use."

JON NOWAKOWSKI
SR. RECRUITER, ROBERT HALF

"With ContactOut we've been able to source at least 50 excellent candidates a week."

NICK SANDERS
RECRUITMENT MANAGER, SPREETAIL

"ContactOut worked really well for us. A great tool; we use it daily."

AMY STEPHENSON
SENIOR CONSULTANT, RANDSTAD

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CNN · ContractRecruiter · BDEX · Google · J.P.Morgan



ABOUT LEADIQ

LeadIQ eliminates the most annoying parts of prospecting, helping sales reps get new deals with less work. The average sales rep only spends 1/4 of their time actually prospecting. That's because reps spend their days looking up prospects in Salesforce, researching them on the web, finding lead contact info, and doing manual data entry. That's not why you hired your sales team, it's not why they work in sales, and it just isn't a good use of anyone's time.

35 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"The LeadIQ flow for list building has made my life super easy. It's a huge time saver and allows me to hit the phones much faster. Also have been a big fan of their new Scribe feature to use as a boost of inspiration when I have writers block crafting my emails."

ANTHONY BANAYOTE
INSIDE SALES REP, GONG

"Throughout our partnership with LeadIQ, they've always communicated in a timely manner and were willing to resolve issues quickly. This confirmed that LeadIQ was the right choice for us."

MARIAH DONNELLY
DIRECTOR OF SALES DEVELOPMENT, GREENHOUSE

"LeadIQ feels purpose-built for the sales rep, which is something you don't see with so many of the sales intelligence tools on the market."

ROB SIMMONS
VP OF COMMERCIAL SALES, LEANDATA

"LeadIQ's LinkedIn integration makes it easy to find contact information quickly without switching back and forth between tabs."

ALICIA B.
MARKETING MANAGER, YOTTAA

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ABOUT LUSHA

Lusha

Lusha helps business professionals establish a fast and true connection with their leads, contacts, and candidates. B2B engagement is based on trust. Lusha helps you build that trust using simple tools which allow you to enrich and verify business profiles. Lusha is a continuously updating database that provides B2B salespeople with targeted, accurate and timely business information. Lusha aggregates its data from multiple sources, cross-checking and updating LIVE to ensure up-to-the-minute data accuracy and database cleanliness.

65 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"With Lusha you have a direct line to your prospect, and it's way easier to make a connection. Cell phone numbers are ultimately what provide me with the most value."

CHANCELLOR CORBETT
BUSINESS DEVELOPMENT CONSULTANT, ORACLE NETSUITE

"Now, thanks to Lusha, I can directly reach prospects, thanks to the accurate contact details I receive."

ANTOINE GARCIA
DIGITAL ACCOUNT MANAGER, IPPON TECHNOLOGIES

"Lusha enables us to contact people by phone who we couldn't reach before."

DENNIS VAN WEEREN
DIRECTOR OF OPERATIONS, VIBE GROUP

"With the Lusha API up and running, our whole approach to cold-calling has been totally revolutionized."

AIRCALL

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aircall empirix NEXTGEN explorium GONG



ABOUT ROCKETREACH

RocketReach

RocketReach allows you to find email and phone for over 1.5 billion professionals across over 20 million companies world wide. Using sophisticated algorithms, RocketReach match rates are over 85% on average, well above most other services. With over 3 million users and climbing, they're trusted by 90% of S&P 500 companies, across all industries, as well as small businesses, startups and venture capital. Their data is used for sales prospecting, recruiting, fund raising, research, lead generation, job searches and analytics.

56 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"RocketReach has been an invaluable resource in discovering end-user contacts and for client discovery. With a 25% reply rate to our directed marketing efforts, it's also helped us clean and maintain our CRM data, ensuring it stays up to date."

CARSON S
BUSINESS DEVELOPMENT, CTI WORKING ENVIRONMENTS

"Efficient results; positive ROI. More options to filter data than I thought possible, really allowing you to hone a very strategic data query. Plus the ability to build a query and then export a large amount of data for verification is very useful."

MATT M
DIRECTOR OF PROSPECT DEVELOPMENT AND STRATEGIES, UNIVERSITY OF MICHIGAN

"RocketReach has helped us a lot to get the leads instantly and create a great pool of respondents. The best part of RocketReach is getting the contact details of any target group we are looking out for and we can easily reach out to them."

BHAVESH N.
SENIOR OPERATIONS EXECUTIVE, LEADING HEALTH CARE COMPANY

"RocketReach has enabled me to contact people faster and I get more emails opened than with other services that I have tried. Rocket Reach does a great job of helping find the correct emails for people that I wish to contact."

THOMAS D
PRESIDENT, PROFESSIONAL RESEARCH SERVICES, INC

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UNIVERSITY OF MICHIGAN · ELEMENT THREE · TRIER AND COMPANY · mjmorgan GROUP · ECOGEN RECYCLING



ABOUT SNOV.IO

Snov.io

Snov.io is a sales automation platform combining lead generation, email verification, and email sending tools to streamline outreach. It offers individual and bulk prospect search, 7-step email verification, scheduled drip campaign sending with triggers, personalization, and open, click, and reply detection, and integrations through API, Zapier, and Pipedrive.

123 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"Snov.io had a truly remarkable impact on our outreach strategy. By adding a touch of automation to our workflow, we freed up roughly 10 hours per week."

GUSTAVO PÉREZ
FOUNDER & CEO, KOMPASS CONSULTING

"Snov.io transformed our workflow. This software allows us to automate warm outreach at scale without sacrificing personal approach."

VLAD ANDERSON
CHIEF GROWTH OFFICER, LITELOG

"Snov.io offers exceptional LinkedIn automation capabilities and the BEST email verifier on the market."

NIKITA MALOOK
FULL-CYCLE SALES SPECIALIST, JETOCTOPUS

"Snov.io LinkedIn Automation Tool is great for warming up prospective leads and increasing sales."

DAVID ZHANG
FOUNDER, INTERLUNAR

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TRADLINX DevRank HANSON FURNITURE Stream Social Propel



ABOUT UPLEAD

UpLead

UpLead is a B2B data provider and technology company based in Southern California providing instant access to millions of verified B2B contacts with direct email addresses. Search by industry, location, sales volume, number of employees, public vs private, contact title, job function, management level, technologies used and more to find your next customers. API and CRM integrations available. Recently ranked the #1 easiest to use Sales Prospecting Tool by G2.

98 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"UpLead allows me to easily connect with new prospects and customers. The Support team is amazing and always available to help me. Overall, I highly recommend Uplead to anyone looking for a great lead management tool."

ERIC JOHN
FOUNDER AND CEO, TECHTRIBE DIGITAL

"Excellent UI, easy to use at first sight and most importantly for me the pricing is sensible (I'm looking at you Zoom Info!)."

TONY DOWLING
DIRECTOR, REAL INBOUND

"UpLead is simply perfect. Special thanks to Mr. Russel from the customer support team. Very professional and very kind."

CANER DEREBOYU
CO-FOUNDER, NIELSEN CHASE DATA RESEARCH LTD

"UpLead simplifies the equation: unbeatable price, uncompromised quality."

RAM REDDY
FOUNDER & CEO, GLOBAL INDUSTRY ANALYSTS

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NORTHWOODS® BRAEMAC piab Dreams Fulfilled



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B2B CONTACT DATABASES

RISING STAR

featured customers



ABOUT ADAPT.IO

adapt

Adapt.io is a global B2B account intelligence provider with 500,000+ users and 61M+ high-quality business contacts. Adapt is a unified sales acceleration that helps you discover and enrich critical sales and marketing data accurately. Adapt integrates seamlessly with leading CRMs and fills your pipeline with high-quality data on existing and new contacts. Adapt's Chrome extension (Prospector) helps you get email IDs and other contact details right out of LinkedIn and websites. Adapt is a must-have for sales representatives, marketing leaders, recruiters, and decision-makers to accelerate the time taken to a sales...

52 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"Its easy interface, accessibility, I like the fact that it actually gives you free 20 credits before any subscription is paid as this make its easier to make an informed decision."

KONE YAYA
BUSINESS DEVELOPMENT MANAGER, SALDY TRADING & CO

"Adapt.io's capabilities allowed us to increase our sales conversion process by 35%, resulting in improved outreach effectiveness and reduced time spent on prospecting and lead generation."

SRIRAM IYER
FOUNDER, AND CEO, HRTECH

"The best thing is its UI which is easy to use, and it gives us verified contact and company details of prospects which we don't find in other prospecting tools used in-house."

ABHISEK PATTOJOSHI
PRODUCT MANAGEMENT, NETENRICH

"The success rate is one hundred percent on this platform that makes it the best."

SUMUKH SHUKLA
BUSINESS DEVELOPMENT EXECUTIVE, DEQODE

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Epic · icmg think architecture · FT FINANCIAL TIMES · deqode. Business Challenges, Decoded. · CHATPERFORMANCE



ABOUT BOOKYOURDATA

BOOK YOUR DATA

Bookyourdata transforming B2B data sales intelligence, trusted by 20,000+ users, including industry leaders like Oracle, Carlisle, Allianz, Ranstad, Manpower, Harvard, McKinsey, McLaren and SpaceX. Their platform offers unparalleled accuracy and global reach, providing access to over 500 million verified B2B profiles across 200+ countries. They're dedicated to delivering laser-targeted, real-time verified leads, ensuring you pay only for quality results.

12 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"We were able to target exactly who our niche is and get accurate information that helped us save time, resources and prevented us from buying outdated lists. Bookyourdata's reliable and targeted data was the perfect solution to our problem. It allowed us to focus on crafting the right messaging and approaching our ideal clients, rather than wasting time sifting through irrelevant information. This helped us to reinvigorate our BD process and scale our business in ways we never thought possible."

SAUL COLT
CHIEF EXECUTIVE OFFICER, THE IDEA INTEGRATION

"Bookyourdata has been the game-changer we needed, outshining competitors like Lusha and Zoominfo with its user-friendly interface and rapid access to invaluable leads. It has become an indispensable tool for our lead generation efforts, paving the way for greater sales success and business growth."

DANIEL ANDERSON-JONES
MANAGING DIRECTOR, CREATIVE EDGE AUSTRALIA

"We were paying for things that weren't performing. It was definitely very frustrating to the team because despite being persistent and cold calling, sending out good cold email, they just weren't getting the response rate that they needed."

GABE ARNOLD
CHIEF EXECUTIVE OFFICER, BUSINESS MARKETING ENGINE (USA)

"Growing a database is the name of the game in lead generation. Having enough leads to convert and new people to talk to is key in any sales program."

TARIK GIDAMY
PRESIDENT, IRISE REALTY

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ABOUT DATABAR

Databar.ai

Databar is a platform that automates prospecting and data enrichment using over 120 data providers and AI templates. This tool provides access to corporate, personal, and email data from over 120 suppliers and hundreds of web scrapers without requiring additional subscriptions or API keys.

15 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"Our outbound success significantly increased with Databar's enrichments. By accessing unique data points for hyper-personalization, we increased our positive reply rate by 48%. Databar helps us discover compelling insights about each prospect making our outreach stand out in crowded inboxes."

MORITZ WOBITH
GROWTH CONSULTANT, SEEDBOX

"Databar's unique approach of bringing together multiple data providers in one tool has more than doubled our data enrichment success rates. The combination of multiple data sources and AI features gives us great accuracy and coverage. It's become an essential part of our tech stack."

RAYMOND BARTOLOMUCCI
CHIEF EXECUTIVE OFFICER, ROOPAIRS

"I love it. I'm already on a premium plan and it's been great so far. The guys are listening to me as their customer and rapidly evolving."

DANIL KISLINSKIY
GO GLOBAL WORLD

"Incredibly easy to use as a non-technical founder."

LANCE BRICCA
DIRECTOR, BUSINESS DEVELOPMENT, INGENIA

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PRYZMA SHARY Seedbox KAS THE KAS GROUP INC. Forager



ABOUT FIRMABLE

Firmable

Firmable is Australia and New Zealand's definitive B2B database helping businesses drive smarter decisions and outperform by knowing more about their leads, customers, and candidates than ever before. Their platform provides access to the largest database of companies in the one place with a rich set of attributes – from foundational firmographics like location, industry, and employees; to next gen data points such as company tech stacks, web traffic, and reviews; and deep local information including ABN & NZBN mapping.

15 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"Firmable is a fantastic platform with unmatched data quality and customer service. In a data comparison test against other platforms, Firmable delivered accurate contact details for twice as many contacts, proving its superior value."

DAVID PIEROTTI
DIRECTOR OF GOVERNMENT RELATIONS, PUBLIC SECTOR NETWORK

"Firmable is incredibly easy to work with. The team really understood our needs and went above and beyond to offer valuable insights that has helped shape our sales strategy. Firmable's responsiveness and quick turnaround on local data is impressive."

BENJAMIN READ
CHIEF EXECUTIVE OFFICER, VERVOE

"Firmable gives us the clarity we need to move fast and stay focused. Whether it's syncing data to Salesforce or extracting insights from LinkedIn, it's all about simplicity and speed. Our team has been more empowered."

DANE MEAH
CHIEF EXECUTIVE OFFICER, MYCISO

"Investing in Firmable is a no-brainer – cheap as chips relative to the value. It's access to information, time saving, and ultimately more time on the phone."

ALASTAIR BLENKIN
CO-FOUNDER & CEO, PROCUREPRO

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MyCISO SECURITY MANAGEMENT SIMPLIFIED
Solutions+ DRIVING BUSINESS IMPROVEMENT THROUGH INNOVATIVE TECHNOLOGY SOLUTIONS
vervoe
mercha
TALL BOB Some send. We deliver.



ABOUT HUNTER.IO

hunter

Hunter.io makes it incredibly easy to reach out to other professionals. They help sales, recruiters and marketers connect with the relevant people with simple and powerful tools. Hunter organizes the data gathered from billions of public web pages and distributes it through tools that anyone can use. Their products are already adopted by 1,500,000 users and companies like Google, IBM and Microsoft.

50 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"Since using Hunter, we've improved our email deliverability rate to over 95%, reduced bounce rates significantly, and increased response rates by approximately 25%. Without Hunter, our outreach process would be slower, less accurate, and prone to higher bounce rates, making lead generation far more challenging and less effective. Before Hunter our email domain's spam score was high."

ABDULLAH AL BAKI
7CGI

"I feel like we've been using the tool for so long, it's hard to tie attribution from before/after but we've been growing consistently and made the Inc 5000 list multiple years in a row. Hunter has been a staple among our content marketing teams!"

DREW PAGE
DIRECTOR OF BUSINESS DEVELOPMENT, SIEGE MEDIA

"I started originally with Lusha as the Head of Sales in Meltwater. Then, about three years ago, I started using Zoominfo (at Managr) because they had the best phone number accuracy."

MICHAEL GORODISHER
FOUNDER AND CEO, MANAGR

"Hunter has contact information for websites with less traffic than some of the top contact-finding tools out there."

BEAU H.
AE & SDR MANAGER, SEZZLE

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Autonomi AeroChat simpli HOSTINGER



ABOUT KASPR

Kaspr

Kaspr automatically retrieves contact details on LinkedIn. Manage your prospects in the dashboard by enriching the data, creating LinkedIn outreach campaigns and integrating with all your favourite sales applications. Over 40,000 users across various industries have adopted the Kaspr Google Chrome extension to get qualified, accurate and GDPR & CCPA aligned B2B data. Take the time out of prospecting, focus on selling instead.

29 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

"Kaspr is very efficient and easy to use! Since we use Kaspr, we do not regret, Kaspr is very efficient and easy to use!"

LYES BOUKEROUI
SALES OPERATIONS MANAGER, UPTOO

"We save a considerable amount of time thanks to Kaspr. Kaspr's contact information is the most reliable in the market."

JÉRÉMY BENDAYAN
CO-FOUNDER & COO, SPLASHR

"Kaspr is a must-have. When it comes to B2B sales, you need something to find emails and phone numbers."

CHRISTIAN NEFF
FOUNDER, MARKENTIVE

"Kaspr does what ZoomInfo promises to do. But way cheaper, easier, and looks nicer."

ANDY EARNSHAW
CHIEF CUSTOMER OFFICER, VISIBLY HQ

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Gymlib · Craft.AI · Visibly · SalesLabs · AGICAP



ABOUT ZELIQ

Zeliq

Zeliq is a complete prospecting platform designed to help Revenue Teams identify, enrich, and engage the right prospects- easily & efficiently. Zeliq brings everything together in one AI-powered platform—prospect search, data enrichment, and multichannel outreach. No more tool switching. No more scattered workflows. Today, thousands of companies use Zeliq to find prospects, enrich data and automate campaigns—all in one place. Every feature we build comes from one mission: helping sales teams sell more, faster.

25 TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

> *"Easy to use, Zeliq provides many professional and personal numbers, and its contact enrichment feature lets you retrieve missing numbers later, which is very useful."*

BAPTISTE BOUCHER
SENIOR BUSINESS MANAGER, ASTEK

> *"I use Zeliq for email sequences; its AI smooths my first demo call, adds leads from the database, and flags errors to avoid unprofessional emails."*

LARAS LAKSI
CLIENT TEAM LEADER, INFLUX

> *"Easy-to-use tool with solid interface listing contacts and LinkedIn links, occasionally imperfect but consistently helpful."*

DANKO MATKOVIĆ
SALES MANAGER, UTILITA HI-TECH

> *"Zeliq boosts lead generation with personalized prospecting and saves time by automating all CRM enrichment."*

THÉO PERCHERON
REVENUE OPS, EURÉCIA

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