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CRM Solutions  
Channel Intelligence Program

USER  
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## Pass: Access over 120,000 IT partners in Europe!

### ⇒ Your needs:

- ✓ Work on micro-targets
- ✓ Run a telesales or mailing campaign
- ✓ Follow-up after a telemarketing action with a phone campaign
- ✓ Use the database for targeting different groups
- ✓ Look up company details, search by specific criteria
- ✓ Test the compuBase database

### ⇒ Our solution: **Pass Offer**

You have access to more than 120.000 companies and can consult as many company full profiles as your credits allow you. You can export the *senior manager* contact information.

### ⇒ Benefits:

- ✓ **Access over 120.000 companies** full profiles
- ✓ 250 selection criteria
- ✓ Search **all over Europe**
- ✓ Unlimited access to all compuBase-online tools: direct search, targeting, segmentation...
- ✓ Created to let you **discover compuBase**, this offer is adapted to small volumes
- ✓ Special **"Trial" price**
- ✓ Flexible usage with on-line access. No additional software to install

### Features:

<b>Offer</b>	- Full profiles at PRO level - Single-user licence (multi-user by Pass Advanced*) - One-year license for the whole database (the target is not predefined) - Subscription defined by number of 'credits' varying from 100 to 500 (>500 see Pass Advanced*)
<b>Delivery</b>	Exclusively on-line with access to all the tools of compuBase on-line: query, targeting, full profiles printing
<b>Update</b>	<b>Included</b> , Pass is an annual access license
<b>Other</b>	<b>Export</b> options: mailing, and telemarketing file in Excel format (company, 1 major contact, telephone & fax number) <b>E-mailing and fax mailing</b> file: if routing by compuBase <b>Discount offer</b> including from 45 to 125 offered profiles to discover the compuBase-online offer

### Information visible in full company profiles at PRO level:

- *Marketing information:* Company name\*\*, Address\*\*, Phone number\*\*, Fax, Company e-mail, Website,
- *Senior Manager contact:* Name\*\*, Position\*\*, Phone\*\*, Email
- TO and number of employees
- Activity
- Company information
- Technical & Vertical markets
- Systems and applications skills
- Hardware Systems Modules
- Telecommunication Hardware & Software
- Peripherals & Office Automation
- Distributed software
- Resold services

\*\* Exportable information

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\* Pass Advanced : *The major differences from PASS: more than 500 profiles, multi-user. Price offer provided only on demand, according to the number of profiles and user licences desired.*

***Complementary offers: Rental – Pass Advanced – Short Profile***