



Data Intelligence, Validation & Enrichment

Detailed Know-how to use Data-driven Services

Contact Intelligence

Company Information

 Company Phone 215-751-4000
  Company FAX 215-751-4306
  Employees Range 10,001+ employees

 SIC Code 7372
  SIC Description Prepackaged Software
  Revenue/Turnover 110.36 billion U.S. dollars

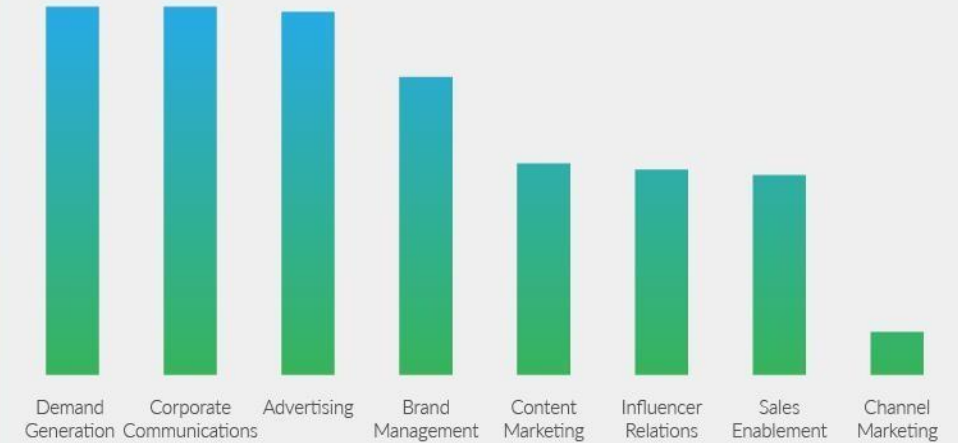
 NAICS Code 511210
  NAICS Description Software Publishers
  Industry Computer Software

Jesika Dalal

Gender
 Female
Contact Email Address
 j*****@microsoft.com
Job Title
 Director - Integrated Marketing



Contact skills and interest



Company Infrastructure

Software used

CRM

Number of Tools

Hierarchy

HRMS

Channel Partners

Organizational Hierarchy

Reporting Manager – CTO
Job Function
 Integrated Software
 Updation and Solution
Seniority
 Leader
Address
 1 Microsoft Way, Redmond,
 WA 98052, USA

 www.facebook.com/jesika.dalal
 www.linkedin.com/in/jesika-dalal-2381735/
 @JesikaDalal

Event Behaviors

Events exhibited
 HIMSS, DreamForce, RSA Confer-
 ences
Events attended
 DMA, FINTECH Singapore, AUS
 Summit
**Events exhibited or attended by
 company**
 DreamForce, RSA Conferences,
 FINTECH Singapore, AUS Summit

Competitors Contacts for Similar Title

No. of Company

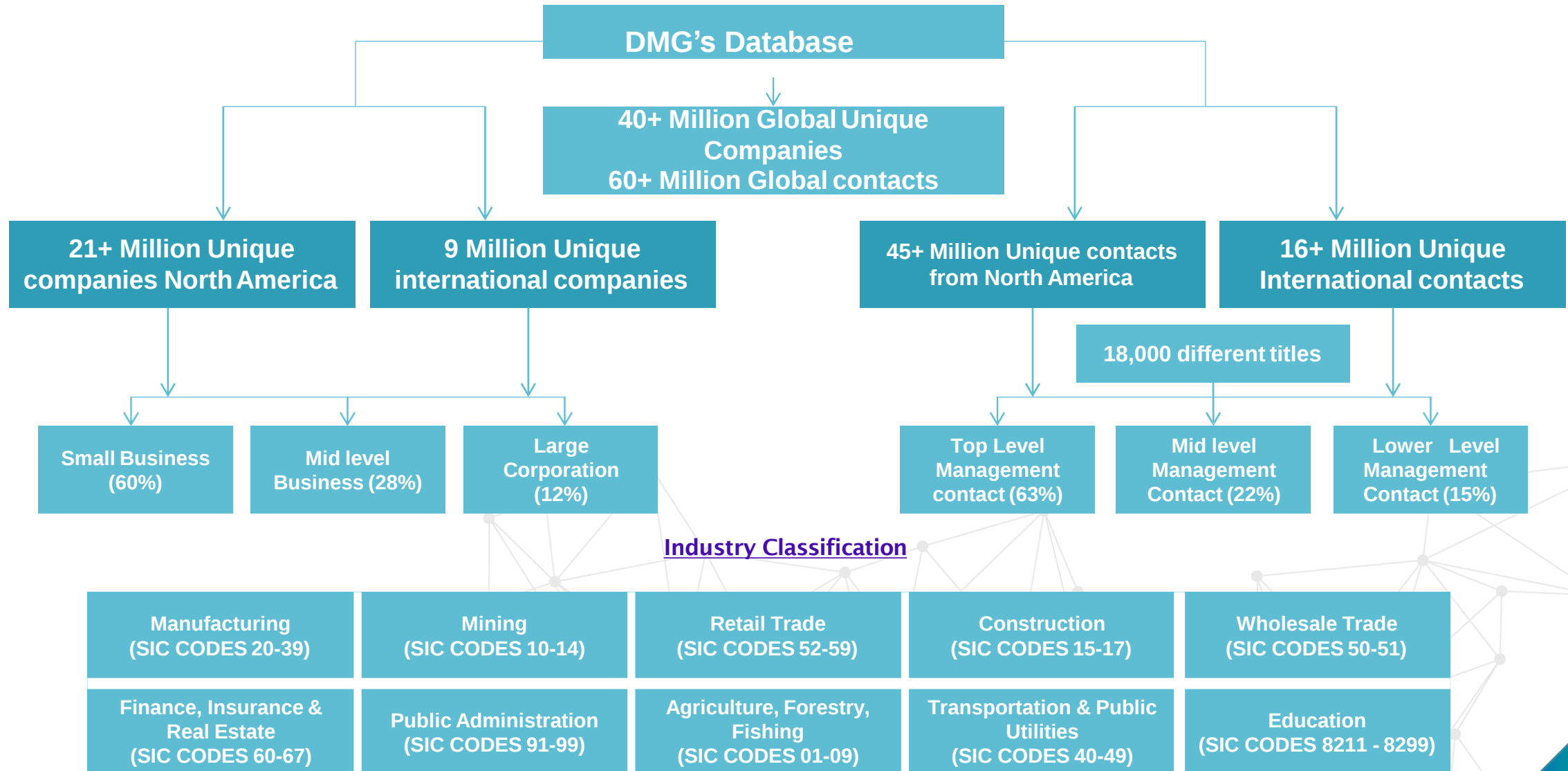
3,500

No. of Similar Title

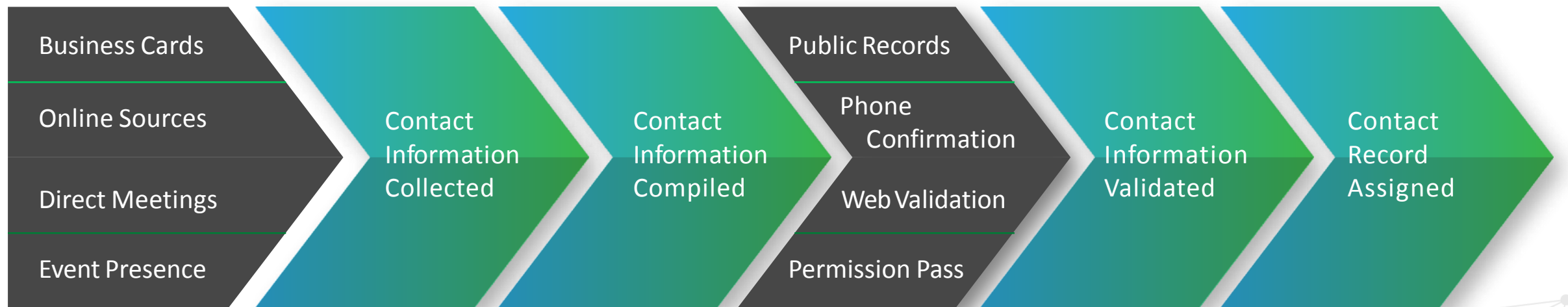
5,601

Last emailed – Jan 23, 2019
 Last called – Nov 05, 2018

Master Database Summary



Collating Data from Verified Sources

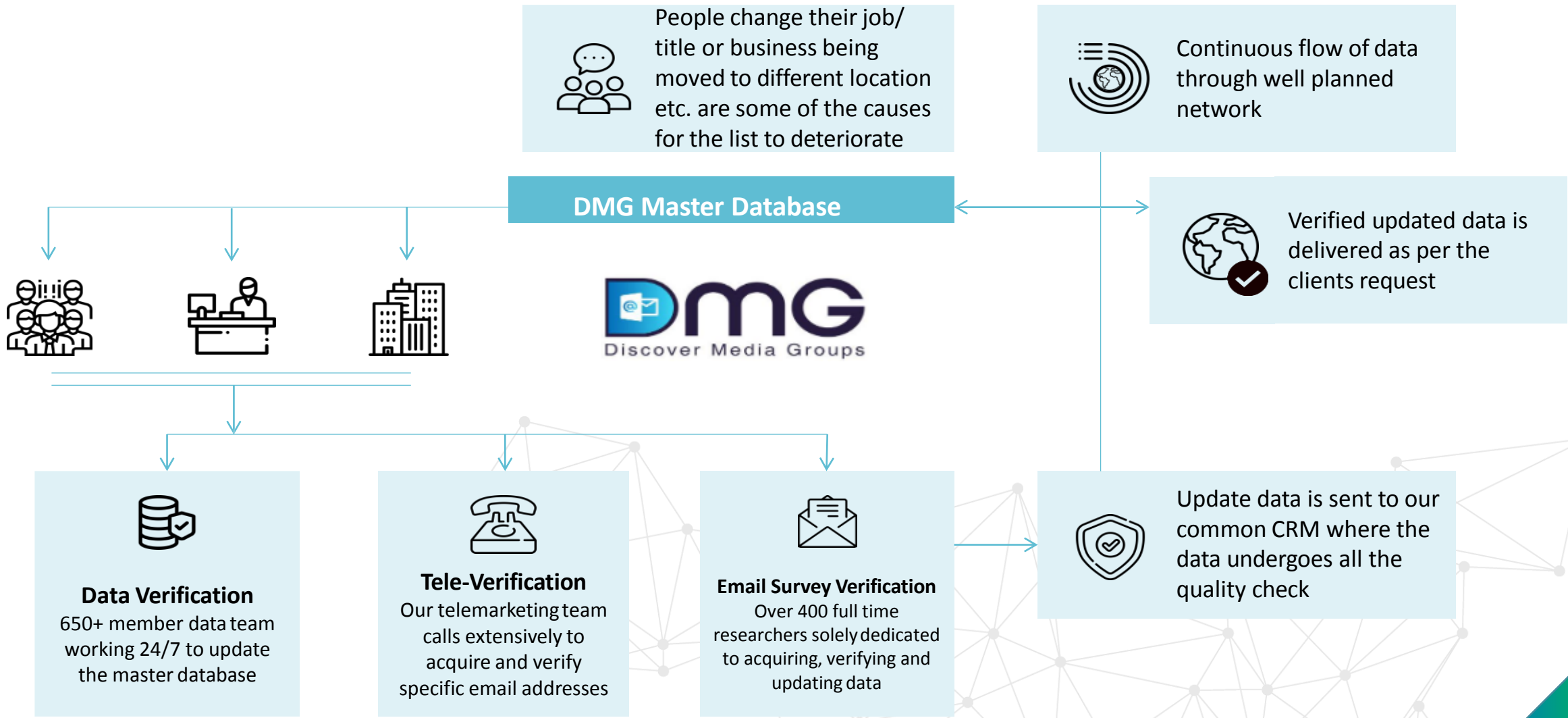


*Valid for 30 business days

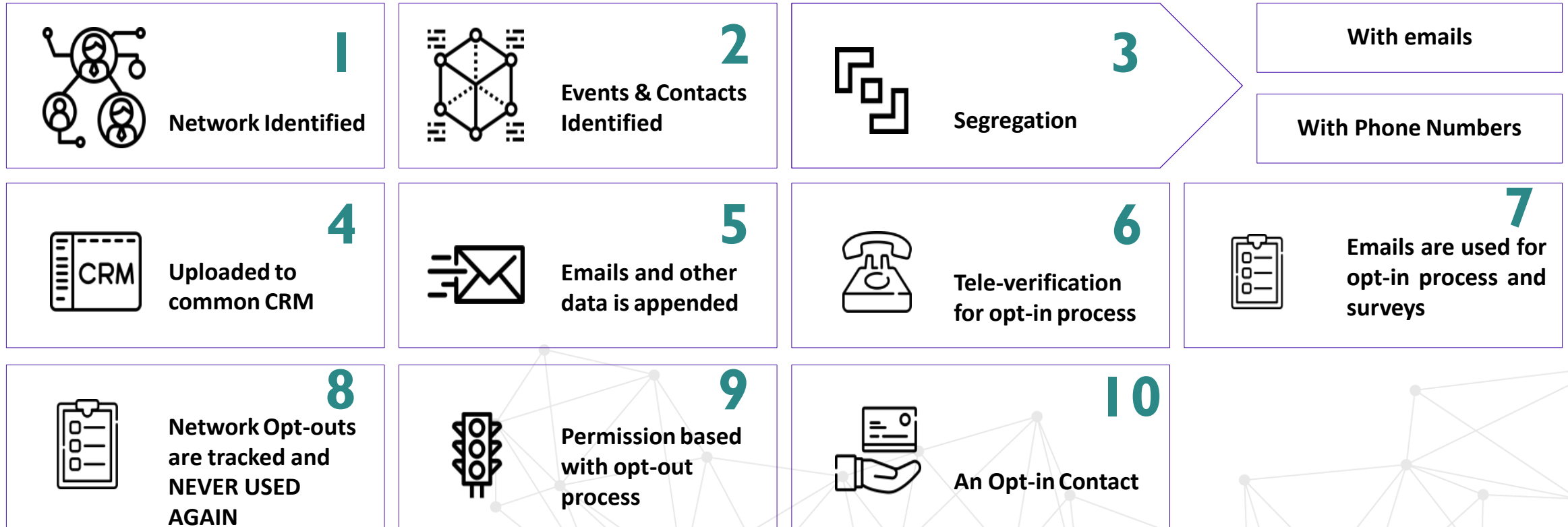
- SMTP Verification
- Bounce Scrubbing
- Opt-Out Processing

*Maintenance post database inclusion

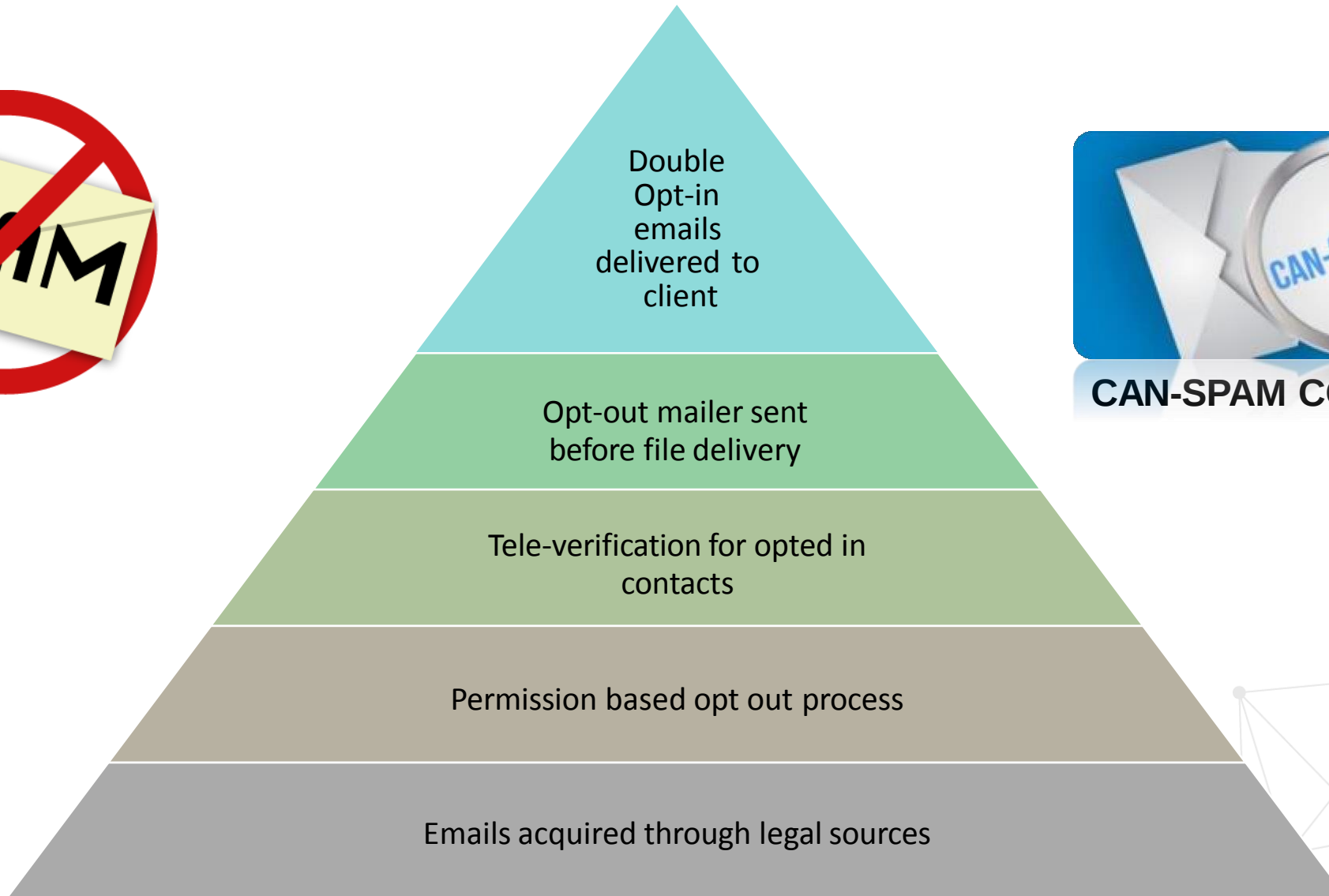
Data Verification



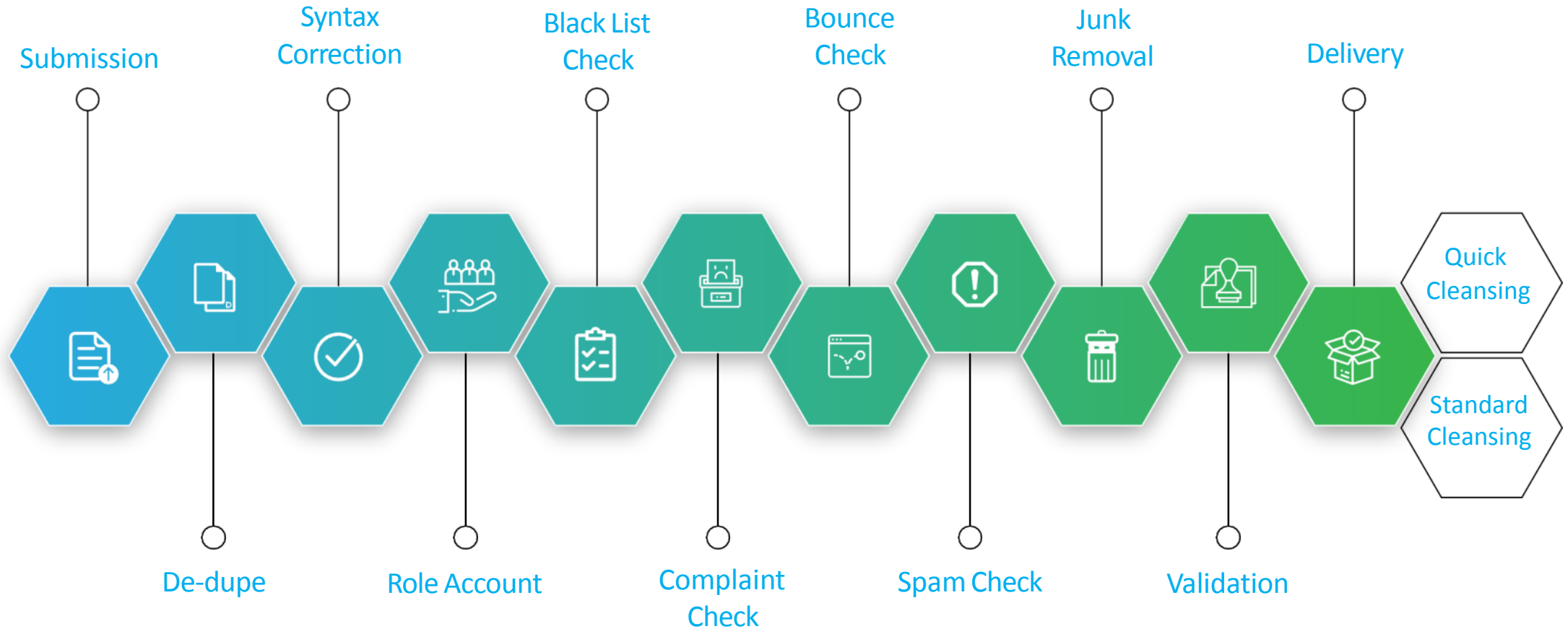
Opt-in Process Flowchart



Double Opt-in Process Flowchart



11-step Data Scrubbing & Validation Procedure



Client receives:
A. List of final screened and validated contacts
B. List of removed contacts

A. Client provides spreadsheet with contacts for cleansing
B. Post validation, cleansed spreadsheet is shared with an added column, mentioning VALID or INVALID

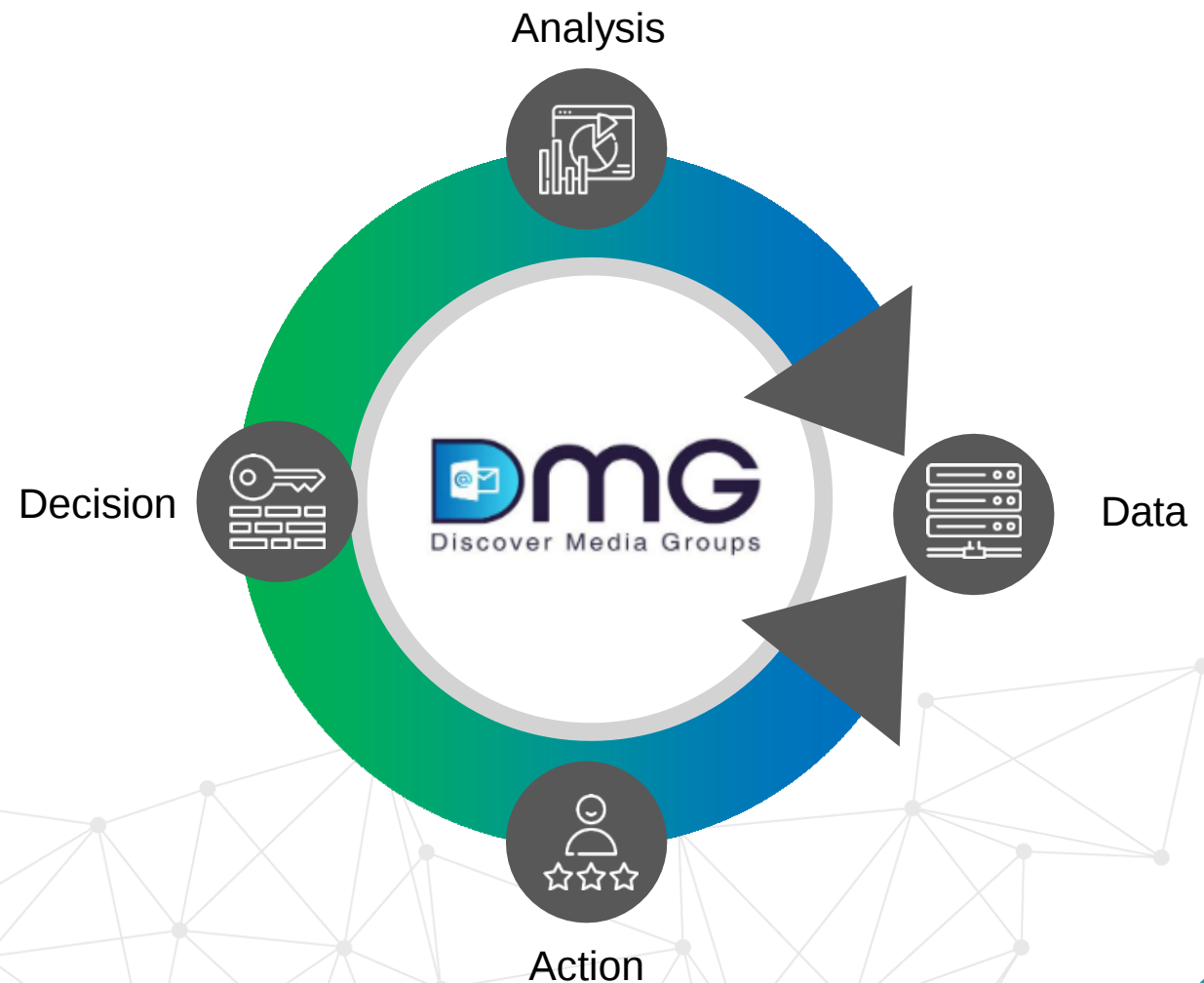
Data Health is a Key Measurement of Business Growth

Optimizing customer experiences at every stage of the buyer cycle is only possible with a dynamic data strategy.

The success of modern businesses to hinge upon their ability to:

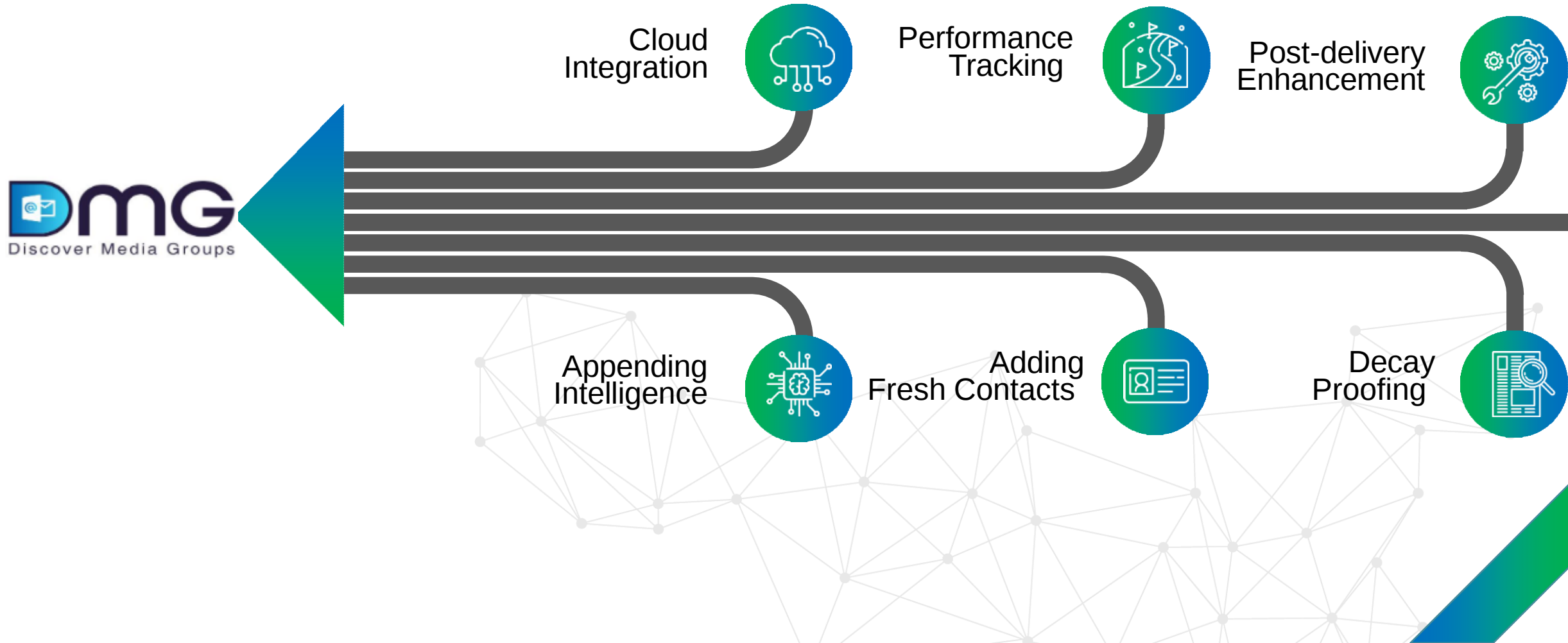
- ✓ Capture the right data
- ✓ Convert it into actionable insights
- ✓ Discover efficient processes to manage enormous data volumes
- ✓ Maintain data-to-decision cycle continuity across all platforms

At DMG, we have in-built proactive data refinement processes enabling businesses to achieve exactly that.



Keeping Your Data Healthy... Consistently

Our all-round data enrichment program brings out the best in your data with cutting-edge technologies and advanced performance tracking capabilities.



Demystifying Marketing Innovations



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