info CheckPoint

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Find the White Cat in a SNOW STORM

How A Recruiting Firm

- Made a placement within 2 weeks of subscription

- 7 placements within 3 months

Contents

About The Company

The Client* located in Dayton, Ohio is a renowned name in the services industry and provides workforce solutions critical to clients' project success. The focus-area sectors are broad and range from the IT sector, Automotive, Telecom, Finance, Retail, Travel & Entertainment (T&E), Education, Government, Insurance, Financial Services, Manufacturing, Distribution and the Non-Profit sectors.

As a technology staffing organization, The Client* has been delivering managed and outsourced resource needs to small sized as well as Fortune 1000 companies.

Challenges – What The Client Needed

Need for Highly Qualified Professionals – With the launch of a new website and a revamped social strategy, The Client's customer client base was rapidly growing and required highly qualified resources to manage growth.

Need for a Centralized Database – While The Client had existing databases, they needed a centralized source from which they could access niche contacts.

Need for Specific Results – The business requirement of The Client required specific results ranging from small-scale, local geographic specifications to large-scale national and international requirements.

Solutions –Info CheckPoint's Advantage

Solutions	Advantage
Extensive Database	Info CheckPoint provided databases that contain more than: • With 20+ Million Contacts – With over 125,000 users that are verified, validated and high quality business contacts. • 6+ Million Companies – To access firmographic details and search by company size, number of employees or annual sales. • 18,000+ Industries – To gain key industry focus information and locate niche sectors.
Accessibility	The Client could easily access extensive databases with classified contacts. They could view and save results without spending time downloading large amount of data
Granularity	With detailed drill options and categories, they could obtain granular results that represented their target market the best and specific business requirement.
Advanced Search Options	Detailed categories and the advanced search option helped in finding relevant and detailed results specific to requirements.
Ease of Navigation	The search tool was not only comprehensive it was user friendly and simple to use. Therefore providing speedy and accurate results.
Intelligence and Intuitiveness	The search application was intelligent, intuitive and gauged the requirement, enabling better and faster decision making.
Verified Data	Info CheckPoint does not use auto tele-dialers or 'bots' to verify leads. The verification specialists ensured data quality, through regular manual, email and tele-verification of individual contacts.
Accurate Data	With quality as the highest priority contacts were updated regularly. Crowd-sourced data was verified and validated before being added to the database and users were encouraged to update details to ensure data was fresh and updated.

Business Benefits

Info CheckPoint was successful in catering to the primary needs of The Client by enabling them identify highly qualified professionals, access a centralized database and obtain specific results.

What Info CheckPoint Provided	How The Client Gained	How It Exceeded Expectations
A Centralized Database	The Client had a wide range of niche contacts to choose from a single source.	The databases were segmented to facilitate targeted communication. The Client was easily able to select segments relevant to their specific business requirements.
Data Quality	Data that was obtained was verified and accurate, leading to better results.	Within 2 weeks of subscription, The Client was able to make a placement and 7 placements within 3 months.
Niche Contacts	Contacts that were registered exclusively with Info CheckPoint were instantly available.	Instant access was available to classified
Platform to Build a Network	Using Info CheckPoint, the Client was able to build a network of prospective candidates.	Beyond locating prospects, a platform was provided for the Client to build a network that could be nurtured regularly.

Conclusion

- There are 45 million people who switch jobs and 0.7 million companies formed every year.
- How do you keep up with changes?
- How do you source and recruit the perfect candidate?

One way is to use a database that is updated, current, relevant and verified. Here's what you should know about Info CheckPoint before sourcing candidates:

- Our databases are segmented – to enable you easily identify the perfect group of candidates
- We have an advanced search application – you can obtain granular results through detailed drill down options and save on time, resources and dollars with relevant contacts.
- View and save – you can access, view and save your data without having to wait for hours for it to download.

We would like you to stay ahead of change.
Find the right person for the right job with InfoCheckPoint

*Due to confidentiality reasons, the name of The Client has been withheld.

About Info CheckPoint

Info CheckPoint is a preferred provider of credible business to business (B2B) information, database management and marketing solutions. We understand the value of driven, directed and dynamic databases and therefore emphasize on high quality data which translate to invaluable information. For us a database is a business intelligence tool.

Our advanced search application allows instant access and provides segmented data to facilitate targeted communication significant in leveraging business growth. Through this interface you can obtain information that is customized to business requirements and enables focus on primary target markets appropriately.

At Info CheckPoint we adopt a scientifically based, technology driven and manually validated comprehensive data verification process. Utilizing data quality tools, techniques and tactics, we emphasize on maintaining data that is verified, validated, accurate, current, relevant and hygienic.

To gain access to power packed databases or for more information, please visit Info CheckPoint

Contact Us

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