

RelPro & Vertical IQ: A Smart Combination

Where Relationship Intelligence and Industry Intelligence Meet

RelPro and Vertical IQ are solving the business intelligence puzzle. For professionals who are targeting small- to medium-sized businesses (SMBs), these two complementary solutions offer you company-specific data with accurate contact details & research on the decision makers, as well as the industry insight you need to achieve sales success and deepen customer relationships.

Unlock Macro & Micro Insights

Whether you are targeting a specific company, exploring opportunities within a specific industry, or improving your status as a value-added advisor, RelPro and Vertical IQ are your time-saving intelligence partners.



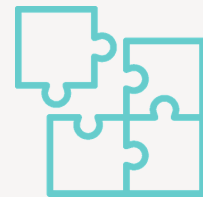
Focus on the details of individual companies and their decision-makers.

Use RelPro's integrated data from 17 best-in-class sources covering 7 million companies and 150 million executives.



Widen the lens to understand your prospect's industry.

With comprehensive profiles covering more than 500 industries, Vertical IQ explains the in's and out's of your prospect's industry including trends, risks, opportunities, and financial ratios.



Get a better picture of your prospect's business.

Incorporate the actionable intelligence from RelPro and Vertical IQ to prepare for meetings and offer tailored advice that adds value to your prospect and client interactions.

"RelPro and Vertical IQ allow Relationship Managers to rapidly context switch, perform client due diligence, ask intelligent questions, and conduct business development. The combined services deliver customer and industry insights within the RM's workflow, helping them better serve customers and their banking objectives."

-Michael Levy, principal at GZ Consulting

Key RelPro Capabilities

- Actionable intelligence on 150 million decision-makers across 7 million companies with accurate emails, direct phone numbers, and digital resumes
- Find companies and executives using powerful search criteria including revenue, industry, UCC, and funding history filters
- Weekly alerts to stay updated on executive and company developments
- Time-saving workflow and data integrations
- Relationship mapping to leverage networks and enable collaboration

The screenshot shows the RelPro interface for 'Verisk Analytics Inc.' with a search for 'Custom Computer Programming Services (541511)'. Key data points include:

- Overall Industry Revenue: \$185 Bil
- Companies: 62,000
- Workers: 959,000
- Average Annual Revenue: \$2.98 Mil

Additional features shown include 'Quickview' for off-shore outsourcing and highly skilled labor, and an 'Industry Structure' section for computer programming services.

RelPro
make the connection

Learn more at www.relpro.com

Key Vertical IQ Capabilities

- Industry intelligence on more than 500 unique industries
- Call preparation questions and answers
- API integrations including Salesforce.com
- Quarterly industry updates with client-shareable content
- Industry news articles
- Mobile app for easy call prep on the go

The screenshot shows the Vertical IQ interface for 'Dental Practices' (NAICS 821210, SIC 8021). It features a 'Working Capital Summary' chart with categories: Report, Sell & Invoice, Collect, Manage Cash, and Pay. The 'QuickView' section states: 'The 136,400 dental practices in the US are in the business of providing "oral health," including hygiene or preventative care, restorative treatments, and oral surgery. 90% of dentists are in general dentistry, while oral surgeons and orthodontists each represent 4%. The rest are specialty practices, such as pediatric dentists or periodontists. Three out of four dentists are in solo practices.'

vertical IQ

Learn more at <https://verticaliq.com/>