



Tier One – Free Directory

Overview of Tier	Available Options	Description of Option
In-context Company information for selected Contact / Company.	... Contact Profile	Key information regarding selected contact in the database. <ul style="list-style-type: none"> <li>▪ Name</li> <li>▪ Title</li> <li>▪ Biography</li> </ul>
	... Company Profile	Overview / Description – company snippet or information about the line of business.  Headquarter information <ul style="list-style-type: none"> <li>▪ Name</li> <li>▪ Address</li> <li>▪ Main Telephone</li> <li>▪ Website</li> </ul>
	... Company Financials	Basic Financial Information <ul style="list-style-type: none"> <li>▪ Last Year’s Revenue</li> <li>▪ Fiscal Year End Date</li> <li>▪ Number of Employees</li> </ul>
	... Industry Information	Top three competitors displayed.

Tier Two – Reference

Overview of Tier	Available Options	Description of Option
<p>In-context Company information for selected Contact / Company.</p> <p>Ability to update the selected Contact / Company with data.</p> <p>Ability to import additional company contacts into ACT!</p> <p>Ability to receive email alerts for selected companies.</p>	... Contact Profile	Key information regarding selected contact in the database. <ul style="list-style-type: none"> <li>▪ Name</li> <li>▪ Title</li> <li>▪ Biography</li> </ul>
	... Company Profile	Overview / Description – full company description about the selected business.  Headquarter information <ul style="list-style-type: none"> <li>▪ Name</li> <li>▪ Address</li> <li>▪ Main Telephone</li> <li>▪ Website</li> <li>▪ DUNS Number</li> </ul>
	... Company Financials	Expanded Financial Information <ul style="list-style-type: none"> <li>▪ 1 Years Sales Growth</li> <li>▪ Net Income</li> <li>▪ Net Income Growth</li> <li>▪ Employee Growth</li> <li>▪ 3 Yrs Historical Information</li> </ul>
	... Company Contacts	Displays key company contacts with the ability to import these into your ACT! database.
	... Industry Information	Industry overview <ul style="list-style-type: none"> <li>▪ Basic write-up</li> <li>▪ SIC Code</li> <li>▪ NAICS Code</li> <li>▪ Competitors – full list including links to companies.</li> </ul>
	... Company News	Hoover’s Company News <ul style="list-style-type: none"> <li>▪ News</li> <li>▪ Timeline</li> </ul>



Tier Three – Leads

Overview of Tier	Available Options	Description of Option
<p>In-context Company information for selected Contact / Company.</p> <p>Ability to update the selected Contact / Company with data.</p> <p>Ability to import additional company contacts into ACT!</p> <p>Ability to receive email alerts for selected companies.</p>	... Contact Profile	<p>Key information regarding selected contact in the database.</p> <ul style="list-style-type: none"> <li>Name</li> <li>Title</li> <li>Biography</li> </ul>
	... Company Profile	<p>Overview / Description – full company description about the selected business.</p> <p>Headquarter information</p> <ul style="list-style-type: none"> <li>Name</li> <li>Address</li> <li>Main Telephone</li> <li>Website</li> <li>DUNS Number</li> </ul>
	... Company Financials	<p>Expanded Financial Information</p> <ul style="list-style-type: none"> <li>1 Years Sales Growth</li> <li>Net Income</li> <li>Net Income Growth</li> <li>Employee Growth</li> <li>3 Yrs Historical Information</li> </ul>
	... Company Contacts	<p>Displays key company contacts with the ability to import these into your ACT! database.</p>
	... Industry Information	<p>Industry overview</p> <ul style="list-style-type: none"> <li>Basic write-up</li> <li>SIC Code</li> <li>NAICS Code</li> <li>Competitors – full list including links to companies.</li> </ul>
	... Company News	<p>Hoover’s Company News</p> <ul style="list-style-type: none"> <li>News</li> <li>Timeline</li> </ul>
<p>Researching New Companies via <b>Hoovers™</b> Database</p> <ul style="list-style-type: none"> <li>Keyword Search</li> <li>Advanced Search</li> </ul> <p>The ability to download 400 companies / contacts per month.</p> <p>(Additional packs of 400 leads per month can be purchased for an extra amount of £31.95 per user per month)</p>		

Tier – Pricing Structure

Level / Tier	Amount
One (Free Directory)	Free
Two (Reference)	£15.95 per user per month.
Three (Reference + Leads)	£35.95 per user per month. (This includes 400 leads per month) (Additional subscription of 400 leads available at £31.95 per user per month)