



KOMPASS ROMANIA

EASYBUSINESS & SALES ACCELERATOR 2024



Comprehensive Kompass data,
advanced prospecting features

A unique and powerful
combination!

Sales Accelerator

Executives with social media profile*,
orgcharts, news and
SALES CYCLE MANAGEMENT app

ALL IN ONE

TO:
SELECT PROSPECTS,
GENERATE LEADS,
EFFICIENTLY MANAGE THE SALES CYCLE
NURTURE AND RETAIN CUSTOMERS

* includes managers of companies from France, Italy, Spain, UK, Germany, Switzerland, Sweden, Belgium, Netherlands, Luxemburg, with social media profile.



EasyBusiness Sales Accelerator

**Advanced all-in-one B2B prospecting & sales management solution,
empowering Marketers & Sales teams go further
thanks to premium data and sales accelerating features**

Supports you through the four main phases of the sales acquisition cycle



ANALYSE

your market



TARGET

your prospects



ENGAGE

decision makers



CLOSE

the deals

*360° all-in-one tool
for Sales teams*



*Sales funnel
optimization*

*Powered by
premium data*

*Sales forecast
display*

*Sales pipeline
management*

*Sales team
monitoring*

*Agenda, calendar
and tasks set-up*

*Prospects
follow-up*





HOW IT
WORKS?



Access to the **complete Kompass database** to **analyse** and identify your potential market

Build your **target lists** and **connect** to your leads leveraging key info, the multi-contact option and notes features

Qualify and import to your **Sales Accelerator pipeline** to follow up your opportunities with tasks and events



EASYBUSINESS - SELECT AND QUALIFY PROSPECTS



Hi Daniela Cedrone, welcome to EasyBusiness

You have now access to 87,478,121 companies in 73 countries

Search for companies by using the main features

Quick searches

My searches

START

100 companies found

Company name	Country	City	Telephone
1 NESTLE WATERS MANAGEMENT & TECHNOLOGY	France	BBY-LES-MOLINEAUX	+33 1 41 23 98 00
2 ENRI& Young Services Corporation	Spain	MADRID	+34 915 727 200
3 EFFIA ESTABLISHMENT	France	PARIS 12	+33 1 43 24 14 23
4 H&B GROUP	France	NEUILLY-PLAISANCE	+33 1 49 44 35 00
5 Debateo Assesores Tributarios	Spain	MADRID	+34 915 145 000
6 Debateo Consulting	Spain	MADRID	+34 915 145 000
7 INVESTORS ADVISORS (INVESTORS)	France	PUTAUX	+33 1 43 23 92 02
8 CAS SA CREDIT AGRICOLE SA (CREDIT AGRICOLE S.A.)	France	MONTROUGE	+33 1 30 00 20 39
9 PWC AUDIT	France	NEUILLY-SUR-SEINE	+33 20 00 20 39
10 ADP CS FRANCE	France	NANTERRE	+33 1 55 63 50 00
11 ENGIE FINANCE	France	PARIS 1	+33 1 58 62 85 00
12 BAKET COMPAGNE (Spain & Company)	France	PARIS 16	+33 1 43 33 30 20
13 ACCENTURE	France	PARIS 13	+33 1 53 23 95 95
14 CAPPI	France	SAINTE-GENEVIEVE-DES-BOIS	+33 1 49 04 53 90

SEARCH

Business services PHILES +50M +1000eur + executives vP

Compass activity heading

Company classification

Location

Company employees

Turnover

Executives by role

ANALYSE MARKET

ASSIST DIGITAL S.P.A.
S.D. 174139248
Phone: +39 0241042020 20147 MILANO (MI)

My figures & Financial information

TURNOVER

Year	Turnover
2015	65,501,556 EUR (2015)
2014	42,751,386
2013	52,276,370
2012	54,663,233
2011	70,662,947
2010	66,501,396

TURNOVER HISTORY

My alerts

My notes

IDENTIFY PROSPECTS

CARBOTERMO S.P.A.
S.D. 171432829
Phone: +39 023025144 20123 MILANO (MI)

CONTACTS

Executives

Directors / Managers

Executives

- GIUSEPPE DANILLO ASHBY: Technical Director, Direttore Tecnico
- GIANNI VENTURI: Responsabile Tecnico di Commerciale presso CARBOTERMO S.P.A.
- FABIO MOLINELLI: DIREZIONE TECNICA GESTIONE CLIENTI/PROVVISI presso CARBOTERMO S.P.A.
- JACOPO TREMOLLI: Area Project Manager
- PAOLO PRATELLI: Responsabile Tecnico di Commerciale presso CARBOTERMO S.P.A.
- GIORGIO QUARANTA: Amministrazione e Finanza presso Carbotermo Spa
- MARIA FANTAUZZI: Impiegato Tecnico Senior
- MONICA FERRARI: Responsabile gsa

BUILD TARGET LIST

1. Contacts selection

2. Message

Your message

Your first and last name *

Your email *

Your phone number

Message *

with corporate signature

Attachment

Review a copy

Number of emails: 7 emails
Total sending cost: 807 credits
My available credits: 800 credits

Your contacts

Corporate emails selected (4)

Individual emails selected (3)

CONTACT

QUALIFY



SEARCH: use more than 30 advanced search criteria and their logical combinations to select company lists, save, recall, edit and share them with your team

MAP: choose a geographical zone depending on your search criteria and get a geolocalized overview of the results

ANALYSE: create and export statistics and graphics, diagrams and charts, to analyze the results of your search

VIEW: open company profiles to access all data, contact details, key figures, financial information, executive names and functions, etc.

CONTACT: send e-mail messages to multiple contacts through EasyBusiness

INSERT NOTES: add your personal notes to company profiles, to track of your sales & marketing activities and use them as a filter for following searches

MONITOR ALERTS: follow-up selected companies and get an alert when their location, financial info or executives change

CREATE LISTS: create customized company lists to manage your qualified leads and share them with your team

EXPORT DATA: select the companies and info you want to export and download them in Excel or PDF file format

PRINT PDF: print the company full profile with all the info and details with just one click and share it with your sales and marketing teams



COMPANY INFO

- Kompass ID
- Company name
- Registration number (3)
- VAT Number
- Acronym
- Trade name
- Recipient
- Address (2)
- PO box
- ZIP code
- City
- District
- Country
- Country code
- Area
- State
- Website URL
- Phone number
- TPS (Telephone Preference Service)
- Fax number
- FPS (Fax Preference Service)
- E-mail address
- EMPS (Email Preference Service)
- Employees (company address)
- Exact company size (company address)
- Company size
- Exact company size
- Other classifications
- Brand / Tradename
- Associations



GENERAL INFO

- Legal form
- Establishment date
- Company type
- Export countries
- Export regions
- Import countries
- Import regions
- Gross turnover
- Gross turnover year
- Gross turnover range
- Export turnover
- Export turnover year
- Export turnover range
- List of other locations
- General activity
- Spoken languages



FINANCIAL INFO

- Turnover (Y-4 to Y-1)
- Operating income (Y-4 to Y-1)
- EBITDA (Y-4 to Y-1)
- Net income (Y-4 to Y-1)
- Share capital
- Shareholders and subsidiaries
- Share count
- Banks



EXECUTIVES INFO

- Title
- First name
- Second name
- Surname
- Local function name
- Job title
- Function code
- Type of function
- Gender

Sales Accelerator

Sales cycle power-up tool

Completes the Kompass data with:

Executive profiles and contacts,
Company orgcharts;
News and company alerts.*

Complete Sales Pipeline management

Customers retention & nurturing

* includes managers of companies from France, Italy, Spain, UK, Germany, Switzerland, Sweden, Belgium, Netherlands, Luxemburg, with social media profile.

ADD PRESELECTED LISTS FROM KOMPASS DATABASE



Date	Name	Companies number	Shared by	Alerts	Actions
1/13/22	My companies under alerts	5		<input checked="" type="checkbox"/>	
2:49 PM	Prospects Italy, France and Spain	21		<input checked="" type="checkbox"/>	
2:42 PM	Business services FR-IT-ES	186		<input checked="" type="checkbox"/>	
Yesterday	Importatori caffè e vino	2		<input checked="" type="checkbox"/>	
6/9/22	Delicatessen Germ con telefono	335		<input checked="" type="checkbox"/>	

Add into Sales Accelerator ✕

Do you confirm that you are adding all 21 companies in this list into the Sales Accelerator?

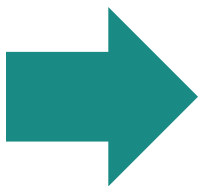
Add into Sales Accelerator ✕

The accounts have been successfully added.

Number of companies in the list: 21
Number of accounts added: 21

Do you want to create a deal automatically for the added account(s)?

MAIN FEATURES



IMPORT YOUR EXISTING ACCOUNTS FROM AN EXCEL FILE



The screenshot displays the 'My accounts' interface in the EasyBusiness by KOMPASS system. The top navigation bar includes the logo, search, and various menu items like 'My lists', 'My alerts', 'My Sales Accelerator', and 'My reports'. The user profile 'Mr. Cedrone' with 807 Credits is visible in the top right. The main content area shows a table of accounts with columns for Name, Kompass ID, Email, Phone, Tag, Source, Creation date, Modification date, Owner, and Actions. The 'IMPORT' button is highlighted with a red box, and a red arrow points to it from a modal dialog.

Import accounts

IMPORT

Please download the import format below and complete it with your accounts to be imported.
Only one field is required: Account name.
In order to match your accounts with our database, it is important to fill in a reg number or the Kompass ID of each account.
[Download the import format](#)

CANCEL

Name	Kompass ID	Email	Phone	Tag	Source	Creation date	Modification date	Owner	Actions
GAI MACCHINE IMBOTTI...	IT0009821	gai@gai-it.com	+39 0172574416			7/8/22 8:26 PM	7/9/22 1:46 AM	Daniele Cedrone	[Icons]
HITACHI RAIL STS S.P.A.	IT0465020	hitachirailsts@legal...	+39 0106438963			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	[Icons]
WOLTERS KLUWER ITALI...	IT1455755	info@wolterskluer...	+39 02824761	FORMER_CLIENT	Trade show	7/8/22 3:11 PM	7/8/22 11:40 PM	Daniele Cedrone	[Icons]
BTICINO S.P.A.	IT0001845	amministrazione@p...					7/8/22 3:11 PM	Daniele Cedrone	[Icons]
ASSIST DIGITAL S.P.A.	IT4139048	assist@arubapec.it					7/8/22 3:11 PM	Daniele Cedrone	[Icons]
ITINERA S.P.A.	IT0439753	itinera@itinera-spa.it					7/8/22 3:11 PM	Daniele Cedrone	[Icons]
Capgemini España	ES0013841	mdeanalv@capgem...					7/8/22 3:11 PM	Daniele Cedrone	[Icons]
ADP GSI FRANCE	FR1906712	contact@adp.com					7/8/22 3:11 PM	Daniele Cedrone	[Icons]
Amadeus It Group	ES1310974	amadeus@es.amad...					7/8/22 3:11 PM	Daniele Cedrone	[Icons]
WARRANT HUB S.P.A.	IT1124281	amministrazione@p...	+39 05227337			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	[Icons]

MAIN FEATURES

MANAGE ALL ACCOUNTS IN ONE PLACE



EasyBusiness by KOMPASS

Search My lists My alerts My Sales Accelerator My reports Mr. Cedrone 807 Credits

My accounts Name Search CREATE IMPORT EXPORT DELETE <<< 1-10 on 22 accounts >>>

<input type="checkbox"/>	Name	Kompass ID	Email	Phone	Tag	Source	Creation date	Modification date	Owner	Actions
<input type="checkbox"/>	HITACHI RAIL STS S.P.A.	IT0465020	hitachirailsts@legalm...	+39 0106438963			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
<input type="checkbox"/>	WOLTERS KLUWER ITALIA ...	IT1455755	info@wolterskluer.c...	+39 02824761			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
<input type="checkbox"/>	BTICINO S.P.A.	IT0001845	amministrazione@pe...	+39 0332279111			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
<input type="checkbox"/>	ASSIST DIGITAL S.P.A.	IT4139048	assist@arubapec.it	+39 0248104280			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
<input type="checkbox"/>	ITINERA S.P.A.	IT0439753	itiner@itiner-spa.it	+39 01318691			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
<input type="checkbox"/>	Capgemini España	ES0013841	mdeanalv@capgemin...	+34 916 577 000			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
<input type="checkbox"/>	ADP GSI FRANCE	FR1906712	contact@adp.com	+33 1 55 63 50 00			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
<input type="checkbox"/>	Amadeus It Group	ES1310974	amadeus@es.amade...	+34 915 827 785			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
<input type="checkbox"/>	WARRANT HUB S.P.A.	IT1124281	amministrazione@pe...	+39 05227337			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	
<input type="checkbox"/>	Applus Iteuve Technology	ES1243684	iteuve@appluscorp.c...	+34 935 672 000			7/8/22 3:11 PM	7/8/22 3:11 PM	Daniele Cedrone	

MAIN FEATURES

SYNCHRONIZE & COMPLETE WITH KOMPASS COMPANY DATA



My account in detail

Capgemini España Phone: +34 916 577 000 Email:mdeanalv@capgemini.com http://www.capgemini.com Kompass ID ES0013841 Owner:Daniele Cedrone

Contacts Deals Notes Events and tasks Docu

Surname First name

My account in detail

Customized Data

Account * Capgemini España

Email: mdeanalv@capgemini.com Corporate email +

Phone: Spain (+34) 916 577 000 Principal +

Website: http://www.capgemini.com Standard +

VAT number ESB08377715

Registration number B08377715

Address Visiting address +

Street C/ Anabel Segura 14 Complement

Zipcode 28108 City Alcobendas

Country Spain

Source

Tag Client Partner Competitor Prospect Former client

Owner * Daniele Cedrone

Creation date: 7/8/22 3:11 PM

Kompass Data

Company name Capgemini España

Kompass ID ES0013841

Email mdeanalv@capgemini.com

Phone +34 916 577 000

Website http://www.capgemini.com

VAT number ESB08377715

Registration number B08377715

Visiting address C/ Anabel Segura 14 Alcobendas 28108 Spain

BACK

CANCEL SEARCH SYNCHRONIZE SAVE

MAIN FEATURES

CREATE NEW ACCOUNTS AND ADD CONTACTS FROM KOMPASS



My account in detail BACK

Capgemini España Phone: +34 916 577 000 <http://www.capgemini.com> Kompass ID ES0013841
Email: mdeanalv@capgemini.com Owner: Daniele Cedrone

Contacts Deals Notes Events and tasks Documents Kompass info Orgchart History

Surname Search CREATE ADD AN EXISTING CONTACT ADD CONTACTS FROM THE KOMPASS DATABASE EXPORT

Surname First name Function Email Phone Tag Source Creation date Last update Actions

A **New contact** ×

Surname: *

First name *

Function

Account

Email

Phone

Source

Tags

Owner *

CANCEL CREATE

B **Adding contacts from the Kompass database** ×

<input type="checkbox"/>	Surname:	Function	Direction
<input checked="" type="checkbox"/>	Sr. Alejandro Jose Gaffner Soto	MD/Chief Operating Officer	SENIOR EXECUTIVES
<input checked="" type="checkbox"/>	Sr. Jesus Manuel Garran Pedraza	MD/Chief Operating Officer	SENIOR EXECUTIVES
<input type="checkbox"/>	Sra Arancha Torres González	HR Director/Manager	HUMAN RESOURCES DEPARTMENT

Adding contacts from the Kompass database ×

The contact(s) have been successfully added.

CANCEL ADD

My account in detail BACK

Capgemini España Phone: +34 916 577 000 <http://www.capgemini.com> Kompass ID ES0013841
Email: mdeanalv@capgemini.com Owner: Daniele Cedrone

Contacts Deals Notes Events and tasks Documents Kompass info Orgchart History

Surname Search CREATE ADD AN EXISTING CONTACT ADD CONTACTS FROM THE KOMPASS DATABASE EXPORT << 1-3 on 3 contacts >>

Surname	First name	Function	Email	Phone	Tag	Source	Creation date	Last update	Actions
Garran Pedraza	Jesus Manuel	Apoderado					7/8/22 4:35 PM	7/8/22 4:35 PM	
Gaffner Soto	Alejandro Jose	Apoderado					7/8/22 4:35 PM	7/8/22 4:35 PM	
Sancho	Moreno	Purchasing Manager	smoreno@capgem...	+34 15557865342	PROSPECT		7/8/22 4:35 PM	7/8/22 4:35 PM	

MAIN FEATURES

MANAGE THE FULL SALES CYCLE



My account in detail BACK

Capgemini España Phone: +34 916 577 000 <http://www.capgemini.com> Kompass ID ES0013841
Email: mdeanalv@capgemini.com Owner: Daniele Cedrone

Contacts **Deals** Notes Events and tasks Documents Kompass info Orgchart History

CREATE A DEAL **ADD AN EXISTING DEAL**

Number of deals: 0
Value of deals: 0 €

New deal

Deal name * Database analysis and cleaning

Description

B I U [List icons] [Link icon]

Carattere Di... A A

Database analysis
Data cleaning
3 internal resources involved

Value 5700

Stage * New

Source Inbound call

Estimated closing date 29/07/2022

Owner * Daniele Cedrone

CANCEL **CREATE**

Capgemini España Phone: +34 916 577 000 <http://www.capgemini.com> Kompass ID ES0013841
Email: mdeanalv@capgemini.com Owner: Daniele Cedrone

Contacts **Deals** Notes Events and tasks Documents Kompass info Orgchart History

Number of deals: 1
Value of deals: 5,700 €

Database analysis and cleaning
Value: 5,700 €
Linked to: Capgemini España
Stage: New
7/8/22 4:54 PM

MAIN FEATURES

MANAGE TASKS & ACTIONS, MEETINGS AND EVENTS



My account in detail

BACK

Capgemini España Phone: +34 916 577 000 <http://www.capgemini.com> Kompass ID ES0013841
Email: mdeanalv@capgemini.com Owner: Daniele Cedrone



Contacts Deals Notes **Events and tasks** Documents Kompass info Orgchart History

CREATE A NEW EVENT

CREATE A NEW TASK

New task



Task name *

Type of task



Carattere Di... A A

Description

Closing date *

Finished

Owner

Linked to

CANCEL

CREATE

Events and tasks Documents Kompass info Orgchart History

Task
Call for feedback
7/8/22 7:53 PM

MAIN FEATURES

COMPLETE TO DO CALENDAR



EasyBusiness by KOMPASS

Search My lists My alerts My Sales Accelerator My reports

Mr. Cedrone 807 Credits

My calendar

+ ADD July 2022 TODAY Filter by: All See: All users

Mo	Tu	We	Th	Fr	Sa	Su
27	28	29	30	01	02	03
04	05	06	07	08	09	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Events and tasks

Search in the calendar

- Video call with R&D team
Type: Event
Start date: 07/07/2022 14:00
End date: 07/07/2022 15:00
Deal linked: Digital ADV campaign + Telemarketing
Linked to: GAI MACCHINE IMBOTTIGLIATRICI
Description :
Check latest targets and objectives
- Check Briefing with Carolina
Type: Task
Date: 07/07/2022 12:00
Linked to: ADP GSI FRANCE

12:00 Check Briefing with Carolin
14:00 Video call with R&D team

15:00 Call for feedback

10:00 Meeting with IT team

SYNCRONIZE WITH OUTLOOK

MAIN FEATURES

MANAGE YOUR SALES PIPELINE



EasyBusiness by **KOMPASS** Search My lists My alerts My Sales Accelerator My reports Mr. Cedrone 807 Credits

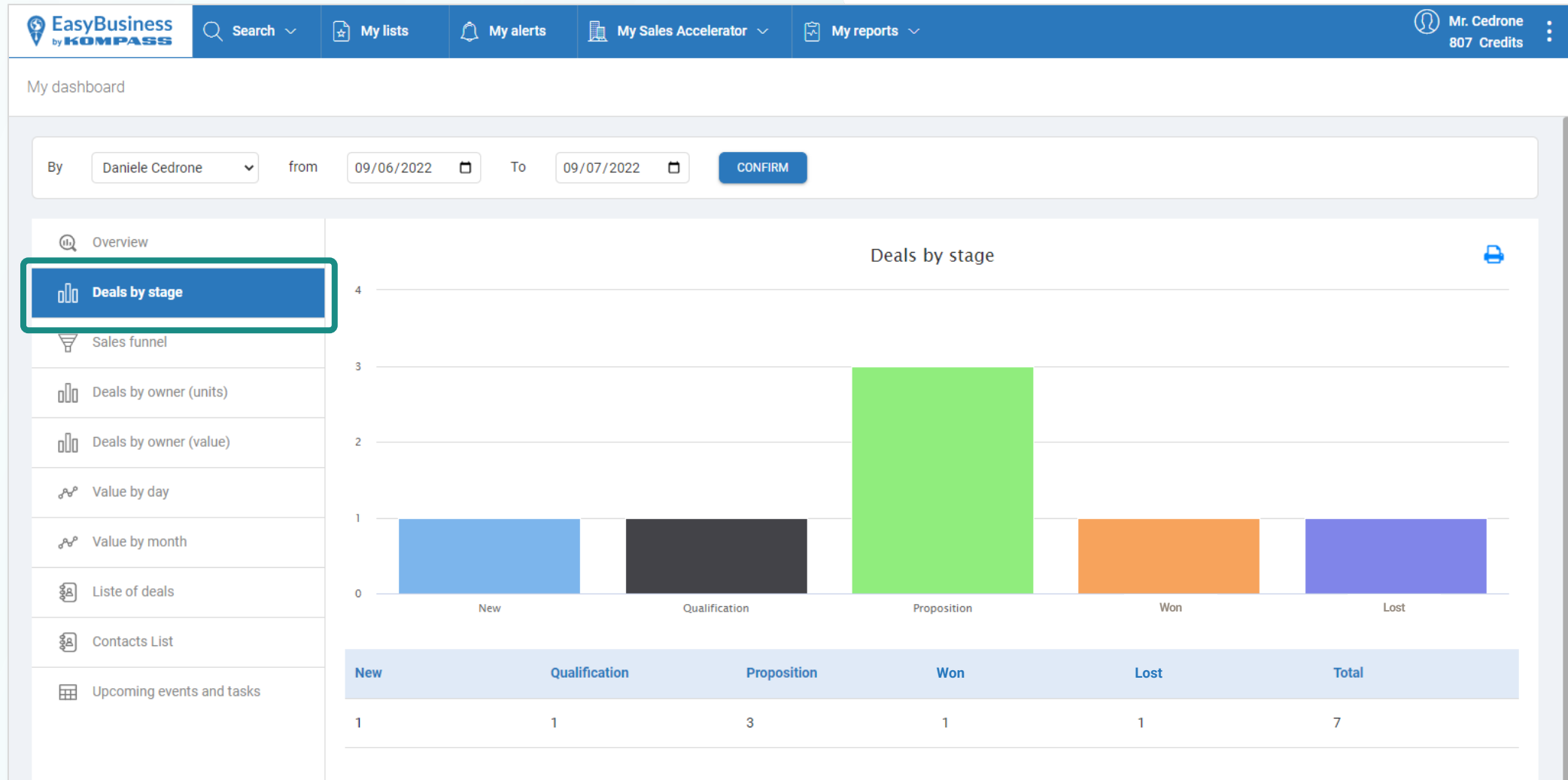
My deals CREATE A DEAL EXPORT

Number of deals: 23 Global value of deals: 56,900 € See: All users Month: luglio 2022 Account or contact Sort: Creation date (ascending) Display archived deals Display the deals to be renewed

New	Qualification	Proposition	Won	Lost
Vendita DB Sevedata Value: 10,000 € Linked to: SEVENDATA S.P.A. 7/8/22 11:24 AM	Lead Generation B2B Value: 3,600 € Linked to: CPR ASSET MANAGEMENT 7/8/22 3:19 PM	E-mailing campaign B2B - Retailers Value: 4,500 € Linked to: Amadeus It Group 7/8/22 3:19 PM	Off-line list - Vertical sector B2B Value: 5,300 € Linked to: WOLTERS KLUWER ITALIA S.R.L. 7/8/22 3:19 PM	Data quality Value: 5,600 € Linked to: Ernst & Young Servicios Corporativos 7/8/22 3:19 PM
Marketing automation - Full pack Value: 9,700 € Linked to: SOPRA STERIA GROUP 7/8/22 3:19 PM		Database analysis and cleaning Value: 5,700 € Linked to: Capgemini España 7/8/22 4:54 PM		
		Digital ADV campaign + Telemarketing Value: 12,500 € Linked to: GAI MACCHINE IMBOTTIGLIATICI 7/9/22 1:48 AM		

MAIN FEATURES

EXTENDED DASHBOARD FEATURES (1)



MAIN FEATURES



EasyBusiness by **KOMPASS**

Mr. Cedrone
807 Credits

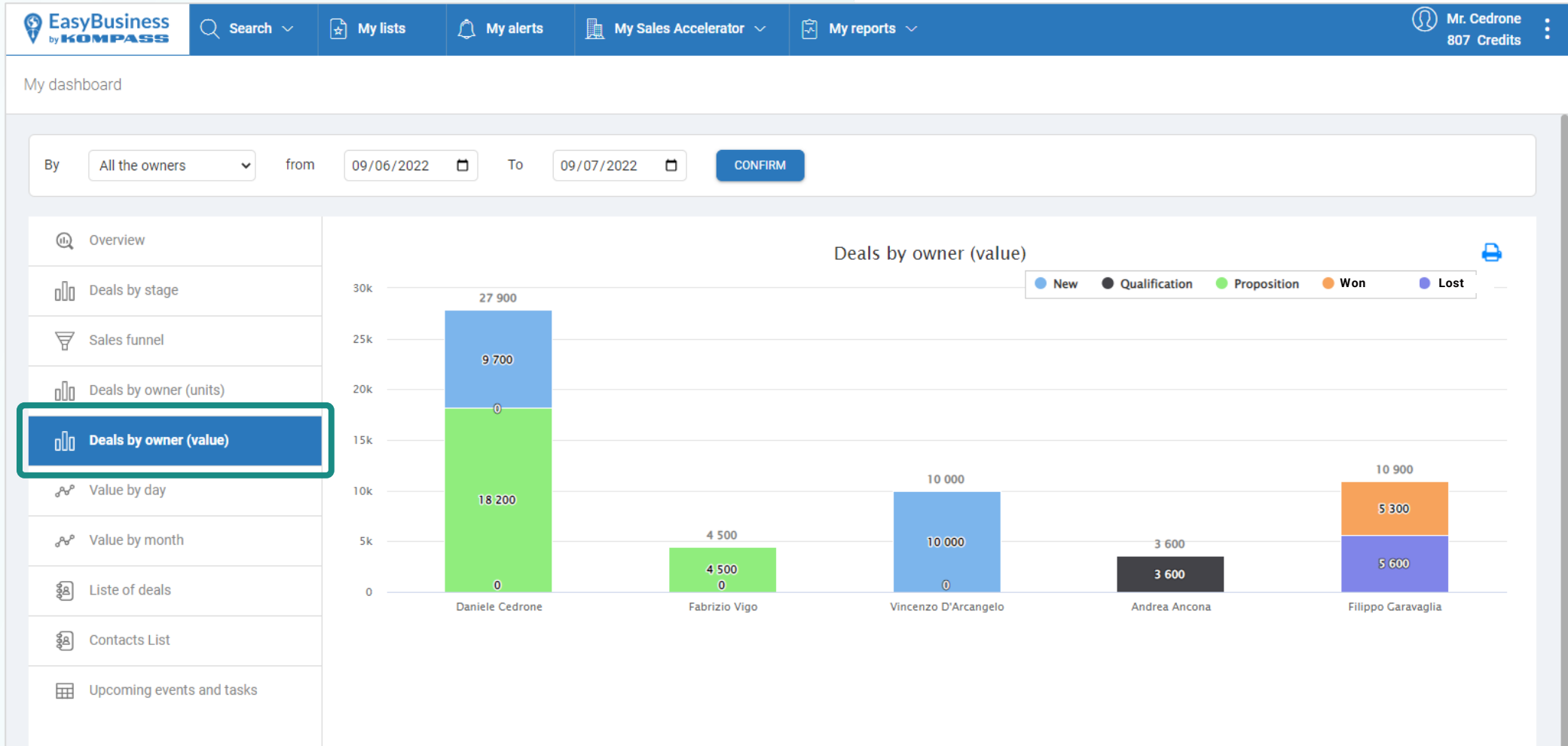
My dashboard

By from To

- Overview
- Deals by stage
- Sales funnel**
- Deals by owner (units)
- Deals by owner (value)
- Value by day
- Value by month
- Liste of deals
- Contacts List
- Upcoming events and tasks

Sales funnel

Stage	Value (€)
New	9 700
Qualification	3 600
Proposition	22 700
Won	5 300



EasyBusiness by KOMPASS

Search My lists My alerts My Sales Accelerator My reports

Mr. Cedrone 807 Credits

Hi Daniele Cedrone, welcome to EasyBusiness

You have now access to 57,556,206 companies in 73 countries

NEW SEARCH SEARCH FOR A COMPANY ANALYSE YOUR CLIENT BASE

NEW Search for companies by using the main features

Search for companies with the most commonly used filters and work with these new prospects with our export or email features.

START

Deals by owner (value)

Owner	New	Qualification	Proposition	Won	Lost
Daniele Cedrone	9 700	0	18 200	0	0
Fabrizio Vigo	0	0	4 500	0	0
Vincenzo D'Arcangelo	10 000	0	0	0	0
Andrea Ancona	0	3 600	0	0	0
Filippo Garavaglia	0	0	0	5 300	5 600

Sales funnel

Stage	Value (€)
New	19 700€
Qualification	3 600€
Proposition	22 700€
Won	5 300€

Deals by stage

Stage	Count
New	1
Qualification	0
Proposition	3
Won	0
Lost	0

Pending tasks and events

- Event**
Video call with R&D team
Start date: 7/7/22 2:00 PM End date: 7/7/22 3:00 PM
- Task**
Check Briefing with Carolina



WHY
EASYBUSINESS + SALES
ACCELERATOR?

360° coverage of
full acquisition cycle

Sales & pipeline management

Direct contact and engagement tools

Analysis and lead generation features

Prospection tool with premium data

EASYBUSINESS + SALES ACCELERATOR



Always-up-to-date info and reduced data entry thanks to integration with **Kompass premium database**

Full sales pipeline management with accounts, contacts, deals, tasks and events

User friendly and integrated, no complex feature, just those you would need and will use

All-in-one tool for the **whole team**, boosting productivity and effectiveness

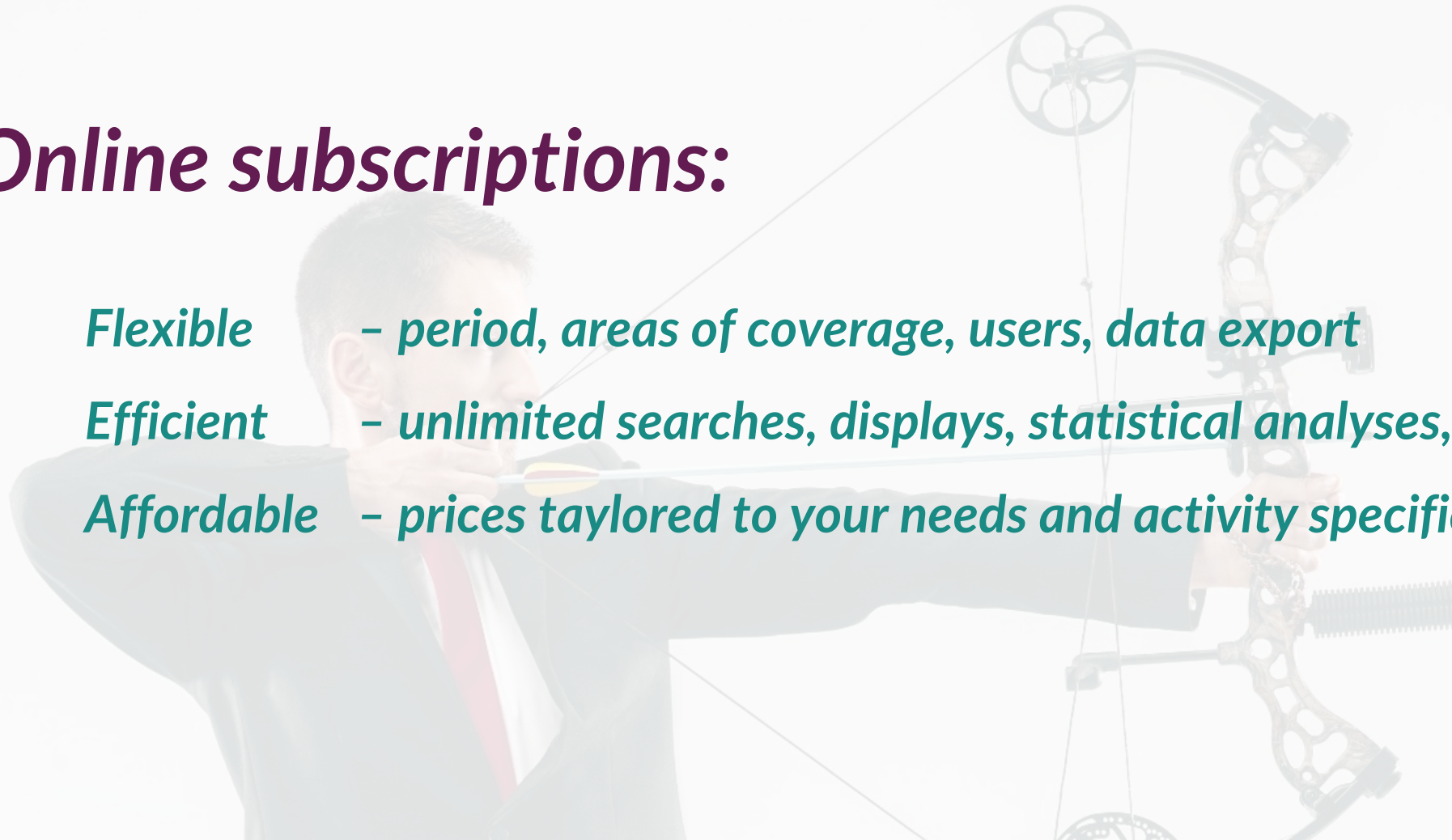
Sales funnel and forecast monitoring thanks to dashboard and reports

Time saving and sales optimization, so more time to sell and reach your goals

BENEFITS

HOW TO BUY

Online subscriptions:

- *Flexible* – *period, areas of coverage, users, data export*
 - *Efficient* – *unlimited searches, displays, statistical analyses, graphics*
 - *Affordable* – *prices taylored to your needs and activity specifics*
- 

KOMPASS

Your route to business worldwide

THANK YOU!

Contact

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ro.kompass.com



office@kompass.ro