



B2B Sales Intelligence Solution





Helping you grow your business

Want to find new business leads or looking to connect with new prospects?

Today, capturing business opportunities has never been so challenging. At Kompass we work to provide you with innovative business data solutions, designed to help you reach the right companies.

Our B2B sales intelligence solution, [ByPath](#) was developed by sales people for sales people. Analysing Big Data found online through social networks, blogs and the media, enhanced by company data found on the global Kompass database.

Building relationships is a key part of the sales process, so through the delivery of timely and meaningful business insight, [ByPath](#) will help you find new prospects and grow your business!



Business Sales Intelligence

The wealth of information available online is undeniable, yet 82% of sales people feel overwhelmed by the amount of information & the time it takes to investigate leads.

ByPath uses predictive intelligence to deliver relevant information to help users approach companies through their wider network by finding new relevant contact opportunities.

Understanding the Sales Challenge...

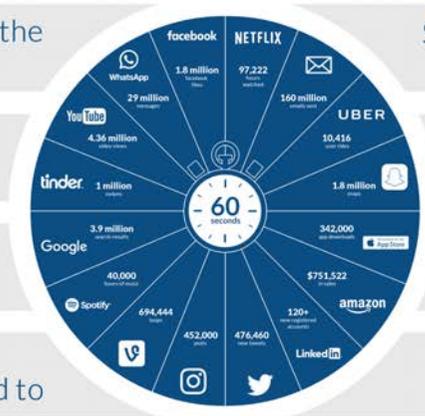
...and how ByPath can help you

Identifying the **right information** at the right time can be **overwhelming**

Reacting to **new buying behaviour** from a growing online society

Handling ever **more decision makers** even for the smaller deals

Managing **informed & all powerful customers** who don't want to be sold to



Source **insightful** and **real time** data which has become essential to effective sales

Manage your **business intelligence** more effectively and efficiently

Become more **consultative** and **solution led** when managing sales

Understand customer **expectations** and **influences** that affect sales decisions



How **ByPath** works

Whether you have a small or large sales resource having access to accurate and up-to-date company & contact information is essential for any business.

In the ongoing battle of limited time vs unlimited data ByPath works intelligently to bring together the best of both worlds - Big Data sourced online along with the structured & quality company data found on the Kompass EasyBusiness database.



INSIGHT NOT JUST INFORMATION

ByPath gives you meaningful insight into information, through the connections it makes within & beyond your business network & **200k** online media sources.

Powered by global Kompass data, you have access to over **200m** contacts, **33m** B2B companies, **20m** emails in **15** countries.



FIND THE RIGHT OPPORTUNITIES

ByPath alerts are generated through self-learning in a range of formats, such as new leads, appointments, news & tweets.

These alerts show the **WHO** they relate to, **WHY** they've been sent, suggests **HOW** they can be followed up, along with the ability to **ACTION** as required.



ENGAGE WITH POTENTIAL PROSPECTS

ByPath helps you understand when it might be necessary to modify & **adapt your sales strategies** based on relevant alerts.

To help you mitigate & proactively **manage risks** to both new & existing business. To help you focus your resources on the most likely business **opportunities**.

Our CRM Partners



Update your CRM
by adding new leads
for both contacts &
companies from
ByPath with a
single click



ByPath/EasyBusiness - Subscriptions/Prices

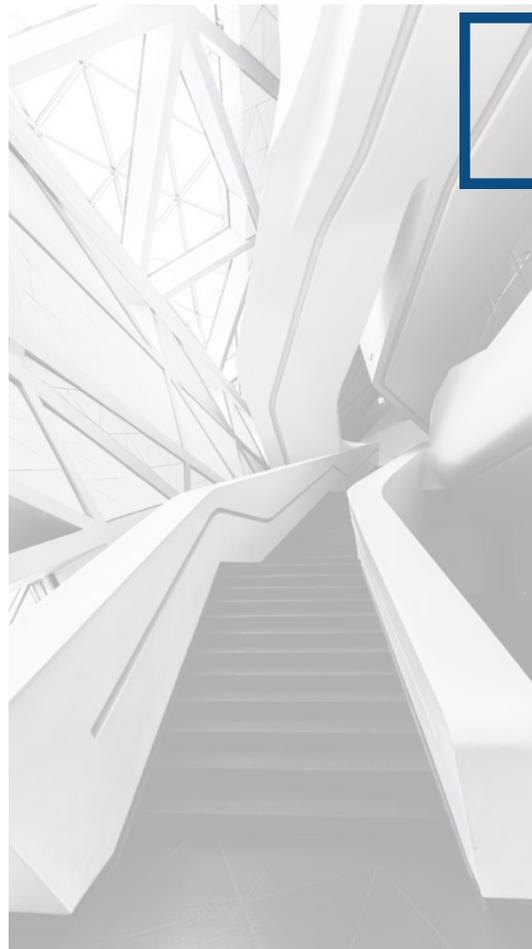
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LICENCES	BYPATH licences	EASYBUSINESS licences	EASYBUSINESS & BYPATH licences
Number	Per licence	Per licence	Per licence
1	£840	£250	£895
2 or more	£744	£200	£795

LEAD GENERATION COUNTRY PACK	EASYBUSINESS & BYPATH pack	EASYBUSINESS only
UK	£1,995	£1,500
EUROPE	£3,995	£3,500
WORLDWIDE	£5,995	£5,500

EasyBusiness - ADDITIONAL COUNTRIES		EasyBusiness - DOWNLOAD CREDITS	
Number	Per country	Number	Cost per '000
1	£750	1,000	£250
5 or more	£400	10,000	£155
		20,000+	£125

CONTACT US on 0800 0185 882 to discuss your ideal package today!



Why choose ByPath?

We recognise the challenges faced by every business when looking to find more customers.

Simply put, we offer you a definitive competitive advantage by giving you insight & not just information that will help you focus your resources on the most likely business opportunities.



Contact Us

Visit - <https://gb.solutions.kompass.com>

Email - sales@kompass.uk

Call - 0800 0185 882

Data has a better idea

FIND. ATTRACT. CONNECT. ENGAGE

KOMPASS
Your route to business worldwide



Winner
COBCOE
Make Europe
Work![®]
Breakthrough
Trade Award
2017



COUNCIL OF
BRITISH
CHAMBERS OF
COMMERCE IN
EUROPE

B2B **EXPO** MARKETING



FINALIST 2017
Best Innovation Award