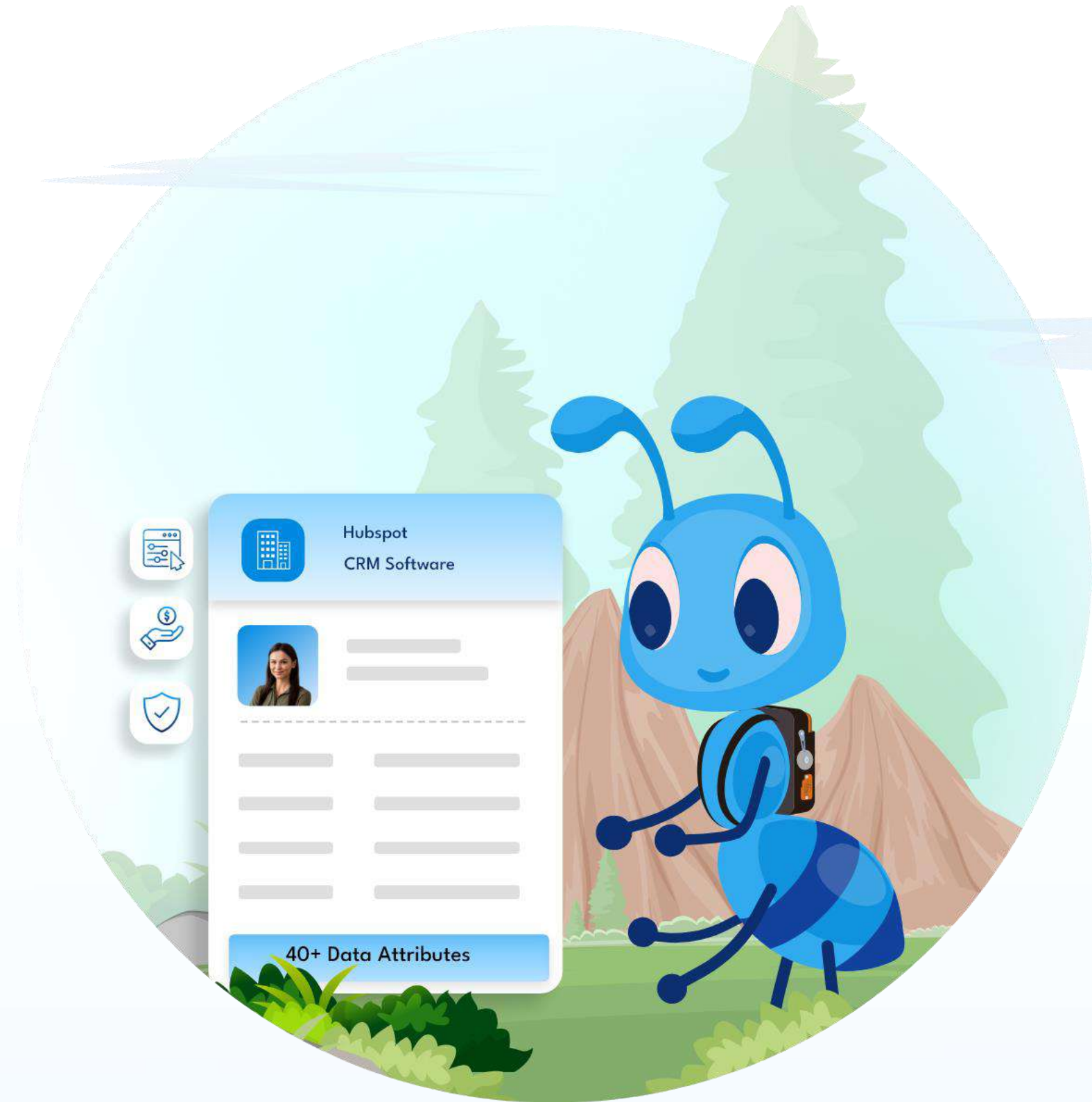


Capability Deck

B2B Database Acquisition



About Us



DataCaptive came into being in 2016 to address the growing demand for data-driven marketing solutions. The demand has grown since 2016, and so have we.



We are a leading B2B data service provider headquartered in Santa Clara, California, USA. We process raw data and provide customers with verified & validated information to support digital marketing campaigns.



Our notable offerings include a B2B Custom Contact Database, a slew of Data Enrichment Services, an Email Automation Platform, and a comprehensive DataCaptive Business Directory.



Junaid Syed
President & CEO



Abrar Ameen
Co-founder & COO



Nirban (Sid) Talukdar
Associate Director -
Business Development



Mohammed Younus
Younus
Senior manager -
Business Operations



Nida Seher
Senior manager -
Business Development



Syed (Rob) Abrar
Sales manager -
Business Development

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Data Attributes We Offer

Standard Data Fields

- ✓ Contact Person Name
- ✓ Company Website
- ✓ Official Email
- ✓ Job Title
- ✓ Phone/Board Line No.
- ✓ Physical Address (with city, zip code, country)
- ✓ Company Name
- ✓ Industry Details

Additional Data Fields

- ✓ Direct Dials
- ✓ Personal Email
- ✓ SIC/NAICS Code
- ✓ Fax Number
- ✓ Employee Size
- ✓ Revenue Size
- ✓ Comp. LinkedIn ID (on availability)
- ✓ Pers. LinkedIn ID (on availability)

[Complete List of Data Attributes](#)

[Sample Data List](#)



Data Building & Opt-in Process

1. Data Collection

The data is collected manually through multiple online and offline global subscriptions of e-books, tradeshows, news agencies, directories, web journals and more for relevant information



3. Data Validation

To validate the contact records a thorough thorough scanning process is conducted to match our master database. A manual check is then initiated and initiated and cross-verified with social media media platform to ensure authenticity.



5. Data Inspection

After the cleansing workflow, the data is inspected for any inaccuracies. Our data analysts look for records that require manual repair and then the cycle of validation, Verification and cleansing is repeated.



7. Final Opt-in List

The final compiled list of records receive opt-out mailers followed by tele-verification for all data fields.



2. Data Enrichment

The missing fields in the collected data are appended and verified using our parent machine learning tools to compile and segment the contact list



4. Data Cleansing

Statistical and analytical techniques are implemented to check for data anomalies. Data Data cleansing process is initiated after a thorough check for stale data. Manual inspection is then conducted to create high-high-quality data.



6. AB Testing

Through AB testing email campaigns are rolled out to further remove any email deliverability inaccuracies.



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Some of Our Wide Catalogue of B2B Database

[View all](#)

Industry	USA – Key Decision Makers	Global – Key Decision Makers	USA – All Contacts	Global – All Contacts
Accounting	1,99,860	4,03,349	2,59,818	52,43,537
Agriculture	790	10,670	1,027	13,871
Airlines/Aviation	73,822	2,27,949	9,59,686	29,63,337
Alternative Dispute Resolution	1,737	3,918	22,581	50,934
Alternative Medicine	11,722	16,595	1,52,386	2,15,735
Animation	5,577	21,194	72,501	2,75,522
Apparel & Fashion	1,19,837	3,19,979	15,57,881	41,59,727
Architecture & Planning	77,043	1,93,788	10,01,559	25,19,244
Arts And Crafts	16,580	40,320	21,554	52,416
Automotive	3,74,052	9,61,565	48,62,676	1,25,00,345
Aviation & Aerospace	1,26,922	2,19,809	16,49,986	28,57,517
Banking	3,62,487	13,47,361	47,12,331	1,75,15,693
Biotechnology	2,08,841	3,20,595	27,14,933	41,67,735
Broadcast Media	55,411	1,49,793	7,20,343	19,47,309
Building Materials	1,34,565	3,47,332	17,49,345	45,15,316
Business Supplies And Equipment	64,942	1,53,477	8,44,246	19,95,201
Capital Markets	8,093	32,975	1,05,209	4,28,675
Chemicals	1,06,957	3,46,893	13,90,441	45,09,609
Civic & Social Organization	60,178	1,26,968	7,82,314	16,50,584
Civil Engineering	1,02,135	2,57,421	13,27,755	33,46,473
Commercial Real Estate	20,691	43,063	2,68,983	5,59,819
Computer & Network Security	43,170	91,411	56,121	11,88,343
Computer Games	19,106	77,246	2,48,378	10,04,198



Why Partner with DataCaptive?

- > Get most current & up-to-date information
- > Over **170 countries** B2B database
- > More than **180 Million +** verified direct email addresses
- > Easy to integrate lists that make for ease of accessibility



[Compliance Documents](#)

[BBB Accreditation](#)

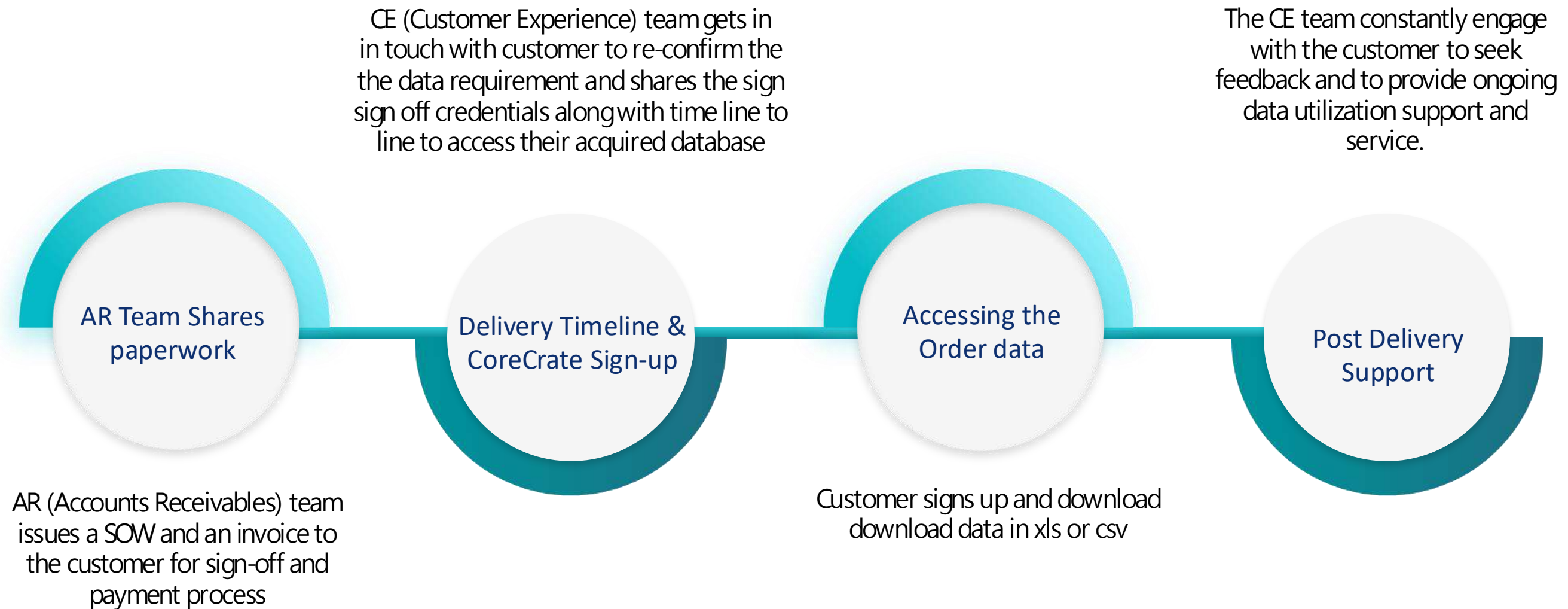


Data Features and Guaranty Terms

- ✓ 100% Opt-In Contacts (fully compliance with GDPR, CAN-SPAM, CASL, HIPPA, and other regulations)
- ✓ Direct Contacts' emails (no company generic emails)
- ✓ No Usage Restrictions (perpetual usage)
- ✓ ESP-Approved Contacts (Mailchimp, SendGrid, ActiveCampaign, etc.,)
- ✓ Personalized Assistance
- ✓ 85% accuracy on email deliverability
- ✓ 95% plus accuracy on other fields
- ✓ Immediate replacement for invalid contacts



Order Fulfillment Flow



Fulfillment

Value Added Services

DMS (Data Maintenance Service) ✓

- ✓ DMS can be offered to customers who have the preferences of using the data over a period of time, to ensure the data remains accurate and up-to-date over an extended period.
- ✓ As data becomes stale and loses its accuracy if not updated, DMS provides a solution to maintain the freshness of the database.
- ✓ The core purpose of DMS is to prevent acquired data from becoming outdated, ensuring that the information the information remains current and reliable through regular updates.
- ✓ Typically, the service involves refreshing the data at regular intervals, such as quarterly, half-yearly, or yearly.



Value Added Services

Data Enrichment

Data enrichment involves enhancing and updating existing customer's data, to ensure it's accurate, accurate, complete, and is up-to-date.

This service is specifically designed for customers who have either purchased data from us in the past or who manage their own internal databases within CRMs or other systems. It includes processes like cleaning of inaccurate entries, appending the missing details, verifying the contact information, and validating the outdated records.

Data Cleansing

Data Appending

Data Verification

Data Validation



Value Added Services



ReachEngine is a comprehensive email marketing platform designed to enhance customer outreach and expand the brand visibility through streamlined email campaigns. It includes the following features:

- ✓ Drag-and-Drop Email Builder: No coding required—create professional emails effortlessly.
- ✓ Automation & Personalization: Schedule emails, trigger campaigns, and personalize customer journeys
- ✓ Pre-Built Templates: Over 350+ ready-to-use designs for impactful email marketing
- ✓ Advanced Analytics: Track opens, clicks, bounces, unsubscribes, and engagement metrics.
- ✓ You can [Hire an Expert](#) on ReachEngine for your email campaigning leads



Value Added Services

Snail Mail (B2B direct mail)

- ✓ We specialize in high-impact B2B data solutions, and one of our standout offerings is targeted snail mail marketing campaigns to generate leads, build relationships, and drive conversions.
- ✓ Despite the dominance of digital channels, snail mail is experiencing a resurgence in B2B due to its tangible impact and ability to cut through digital noise.
- ✓ Physical mail stands out in a digital-heavy environment, making it more memorable and engaging.
- ✓ In spite of the upfront costs, well-executed campaigns often yield better response rates than digital alone.



Value Added Services

Allbound as a Service

Right Message → Right Person → Right Time

- ✓ Our Allbound Service offers a unified approach to sales and marketing that blends inbound, outbound, and paid media strategies into a single, cohesive system designed to drive predictable revenue and scalable growth.
- ✓ Unified GTM Strategy that combines inbound (like SEO and content), outbound (like cold outreach), and paid media into one seamless motion to engage buyers across channels.
- ✓ Sales-Ready Engagement ensures leads are nurtured and primed before reaching sales, thereby reducing friction and improving close rates.
- ✓ Allbound helps in scalable growth engine that aligns marketing and sales, shorten sales cycles, and boost ROI without building large internal teams.



Pricing Table:- Per contact

Number of Contacts	Price per Contact
Up to 5,000	\$0.20
5,001 – 10,000	\$0.15
10,001 – 20,000	\$0.12
21,001 – 40,000	\$0.08
41,001 – 80,000	\$0.06
80,001 – 120,000	\$0.05
120,001 – 200,000	\$0.04
Above 200,000	\$0.03

n.b.: The actual cost of custom list acquisition may vary based on data customization and nicheness of the target market

Case Studies

[View more](#)



How Beam Mobile Achieved
3X Success with Customized
Data

[Learn more](#)



How a Pharma Company
Reduced Hard Bounces
by 60%

[Learn more](#)



How Did Martin Productions
Productions Boost **Campaign**
Campaign Efficiency
by 40%?
[Learn more](#)



How DataCaptive
optimized the sales cycle for a
heavy machinery firm

[Learn more](#)



How DataCaptive
helped a PPE manufacturer
generate over 58 leads per week

[Learn more](#)

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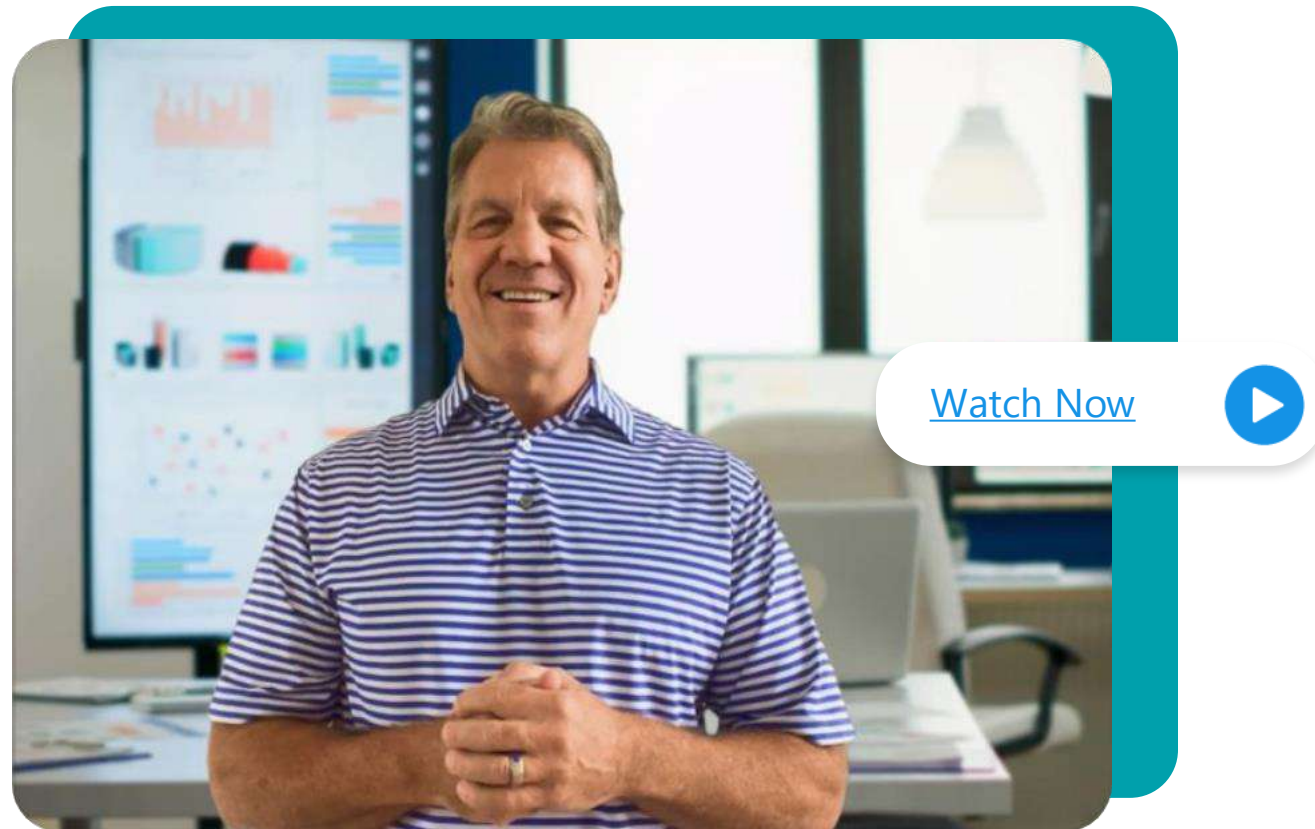
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Testimonials: Here is what Our Happy Customers Say!



Here is what other customers are saying about us



For any queries, please contact:

Support Team



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