



DUN & BRADSTREET BUSINESS SOLUTIONS

D&B Hoovers™ Pricing

For Real-Time Business Intelligence

Pricing Documentation
Lot 2b

Digital Marketplace G-Cloud 15

Cloud Software-Pricing for Public Sector Entities only

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DIGITAL MARKETPLACE G-CLOUD 15 – CLOUD SOFTWARE-PRICING FOR PUBLIC SECTOR ENTITIES ONLY

D&B HOOVERS™ PRODUCT & PRICING OVERVIEW

D&B Hoovers™ provides access to the world's largest commercial Data Cloud and sophisticated real-time business intelligence. It can be used to:

- Identify and prioritise business contacts
- Analyse markets and segments
- Enrich account and contact records
- Perform total addressable market (TAM) analysis for research purposes
- Acquire new company and contact data in bulk, for instance alternative suppliers

D&B Hoovers Audience Builder extends these capabilities for users who need to work with large datasets and perform advanced segmentation, market sizing, and account expansion.

CRM Integration

D&B Hoovers can be integrated directly into popular CRM platforms such as Salesforce and Microsoft Dynamics. There are two main operational modes:

- **Web-Based (Stand Alone):** Accessed via a web URL with D&B login credentials.
- **CRM-Based (Embedded):** Installed directly into your CRM, allowing users to log in with their CRM credentials and manage access through CRM user management tools.

Key Integration Features:

- Seamless import and export of account and contact data between D&B Hoovers and your CRM.
- Enriched company and contact records are delivered directly into your CRM for a clean workspace and segmentation.
- User management and permissions are handled within the CRM environment for embedded sites.
- Pre-built connectors and integrations E.G., **Salesforce Integration**
 - Site administrators can set up a site-level Salesforce connection for all users.
 - Supports importing Salesforce Accounts into D&B Hoovers Audience Builder.
 - Planned support for exporting companies and contacts back to Salesforce.
 - User-level connections are also available for individual D&B Hoovers users.

PRICING FOR D&B HOOVERS

To access to the solution, dashboard views and the full functionality is determined by three main factors:

- The number of individual 'seats' (users).
- The volume of downloadable records above 5,000 records (included in standard pricing structure).
- Version of D&B Hoovers – Explore, Focus or Predict.

Pricing based one to three users below including 5,000 record downloads (per user), and unlimited record or list view on screen:

Volume	Seats	Explore	Focus	Predict
5000	1	£1,048	£1,744	£2,533
10000	2	£2,095	£3,488	£5,065
15000	3	£3,143	£5,233	£7,603

In addition, other variables include:

- Contract Term.
- Cloud based or integration into Salesforce Optimizer.
- Data add-ons such as extra business contacts & enhanced reports.

Full details are provided in the table overleaf.

THE FULL TABLE OF FUNCTIONS BY PACKAGE IS BELOW:

D&B Hoovers Packages

		D&B Hoovers Explore	D&B Hoovers Focus	D&B Hoovers Predict
Core Content	Company Summary	X	X	X
	Company Description	X	X	X
	Company History	X	X	X
	Products & Operations	X	X	X
	Contacts	X	X	X
	Contact Decision Matrix	X	X	X
	Corporate Overview	X	X	X
	Corporate Family		X	X
	SWOT		X	X
	News	X	X	X
	Triggers	X	X	X
	Competitors	X	X	X
	Closest Industry Peers	X	X	X
	Closest Companies	X	X	X
	Annual Reports		X	X
	SEC Filings		X	X
	UK Companies House Documents		X (ex N. America)	X (ex N. America)
	Industry Snapshot		X	X
	Industry Snapshot PDF		X	X
	Stock Report		X	X
	3 Most Recent Years of Standardised Income Statement		X	X
	3 Most Recent Years of Standardised of Balance Sheet		X	X
	3 Most Recent Years of Standardised Cash Flows		X	X

First Research	First Research Industry Profiles			X
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CRM/ MAP			X	X
Down-loads	Company Downloads	5k company downloads per seat	5k company downloads per seat	5k company downloads per seat
Business Contacts	Business Contacts (to export emails + direct dials)	5k Business Contacts per seat	5k Business Contacts per seat	5k Business Contacts per seat

All prices are quoted exclusive of VAT, with a minimum 12-month contract period.

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PRODUCT TRAINING

Free on-line product training using the online Learning centre

<https://europeancommunity.dnb.com>

Customers can choose how they learn based on their preferences:

- Live, interactive online courses
- Team of specialist training consultants
- On-demand video tutorials
- 'How to' guides
- Detailed product information
- Industry best practices
- View training progress through Learner Dashboards

CUSTOMER SERVICE SUPPORT

Our self-serve Knowledge Hub <https://europeancommunity.dnb.com>

- Online Chat -which can be accessed from our products or our website <https://www.dnb.co.uk/>
- Email via our easy-to-use customer form on-line at <https://europeancommunity.dnb.com>
- The customer service team is available from 8.30-5.30, Monday through to Friday.

FURTHER INFORMATION /ORDERING:

Telephone: 0800 001234

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ABOUT US:

Dun & Bradstreet, a leading global provider of business decisioning data and analytics, enables companies around the world to improve their business performance. Dun & Bradstreet's Data Cloud fuels solutions and delivers insights that empower customers to accelerate revenue, lower cost, mitigate risk, and transform their businesses. Since 1841, companies of every size have relied on Dun & Bradstreet to help them manage risk and reveal opportunity.

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