

# ACCOUNTABLE

## LIST BROKERS

PTY. LTD. ABN 37067 481 485

### Australian Corporate Database

#### PROFILE

Containing a massive 921,000 companies with over 800,000 contacts, this database dwarfs other corporate contact files. You can reach Senior Decision-Makers in thousands of businesses that have never been available in one source before. Its coverage of cities outside of the State capitals is also unsurpassed, for mail, phone & many more records have Company or Personalised Emails (please refer to page 3.)

The file contains businesses of all sizes, from large multinationals to smaller businesses that provide employment to the majority of Australians and is constantly verified. This can also be de-duped against your in-house database prior to delivery at minimal charge.

From our Consumer database, we can also get over 470,000 Directors at Home (one per address) and half with "after DNC" phone and 79,000 have Email. **We can also identify over 500,000 employees with their "work" email and home address.**

*Please refer to our Residential Data pricing.*

**Is your database not up to speed? Missing fields like Contact names, addresses, phone numbers, or email address? We can append these fields to your in-house database!**

**What we do initially is take a sample of your data and fully review it. We let you know the rough match-up level & this gives you a snapshot of the initial integrity of what you have (at no- charge).**

#### SELECTIONS

Top 50,000 Companies, (140,000 Senior Management) small businesses (mostly with less than 20 employees), Fax numbers, Email (over 255,000) Industry, Position, State, Postcode & ABN or A.C.N.

#### Mailing, Telemarketing & Fax Counts – all Personalised

Industries	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	Total
All Agriculture Forestry and Fishing	71	4,888	91	2,851	1,077	278	3,781	945	13,892
All Mining	6	385	24	304	86	38	255	343	1,441
All Manufacturing	699	26,758	610	14,166	5,863	1,799	27,780	5,155	82,830
All Electricity Gas and Water Supply	12	291	12	132	57	20	203	94	821
All Construction	1,661	42,565	568	23,889	481	2,158	22,456	5,904	99,682
All Wholesale Trade	404	18,775	226	9,955	3,497	849	16,736	5,566	56,008
All Retail Trade	1,390	47,369	990	28,449	11,940	5,644	42,113	11,344	149,239
All Accom. Cafes and Restaurants	481	13,645	444	9,541	3,049	1891	11,289	3,265	43,605
All Transport and Storage	259	7,609	319	4,342	1,999	621	6,153	1,934	23,236
All Communication Services	88	1,914	34	1659	1274	192	2,163	428	7,752
All Finance and Insurance	406	6,744	168	4,333	1700	455	5,233	1555	20,594
All Property and Business Services	2,707	37,537	1532	21,970	8,610	254	29,770	9,979	112,359
All Govt Administration & Defence	362	2,462	177	1689	1335	1127	2,021	2440	11,613
All Education	210	3,938	138	1,684	889	272	3,204	966	11,301
All Health and Community Services	1401	28,636	732	12,185	766	2,044	19,556	5,411	70,731
All Cultural and Recreational Serv	550	9,184	253	5,141	2,459	1457	6,925	1,868	27,837
All Personal and Other Services	1879	27,231	537	11,408	6,074	2,219	18,087	5,742	73,177
Unclassified	287	4,976	72	2,988	604	183	5,148	554	14,812
<b>Total</b>	<b>12,873</b>	<b>284,907</b>	<b>6,927</b>	<b>156,686</b>	<b>51,760</b>	<b>21,501</b>	<b>222,873</b>	<b>63,493</b>	<b>821,020</b>

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### Key Positions of Decision Makers

Contact	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	TOTAL
<b>CEO/GM</b>	7294	188984	4801	107122	43154	14864	156340	34051	<b>700000</b>
<b>Chairman</b>	14	37	4	117	56	19	224	74	<b>1100</b>
<b>Marketing</b>	707	11851	308	8675	4385	1021	15059	4879	<b>36000</b>
<b>Finance</b>	696	12193	300	7982	3999	883	13860	4585	<b>32000</b>
<b>IT</b>	542	14336	234	6235	3207	793	10865	3527	<b>27000</b>
<b>HR</b>	636	16178	290	7118	2229	957	12163	4050	<b>31000</b>
<b>Sales</b>	577	1653	242	7380	2273	848	12559	4083	<b>26000</b>

**FORMAT & GUARANTEE** - Provided in Excel, upper and lower cased. Deliverability is 98%+ for Mailing, 95%+ for Telemarketing and 85%+ for Fax and Email.

**PRICING** - Minimum Order \$1,000 plus GST. (We run Fax No's through the Do Not Fax Register prior delivery.)

	Single use	Multi-use (12 months)	
<b>Set Up</b>	<b>\$300</b>	<b>\$300</b>	<b>Flat</b>
Postal OR Phone OR Fax	\$425	\$1,495	Per 1,000
Postal and Phone	\$850	\$1,950	Per 1,000
Postal, Phone and Fax	\$1,275	\$2,150	Per 1,000
Post, Phone and Employees and Industry	\$1,000	\$2,350	Per 1000
Employees	\$75	\$295	Per 1,000
ANZSIC Code and Description	\$75	\$295	Per 1,000
Office Type...Head Office/Branch	\$75	\$295	Per 1,000
ABN	\$75	\$295	Per 1,000
<b>All Data Fields</b>	<b>\$1,575</b>	<b>\$3,330</b>	<b>Per 1000</b>

### Email Job Titles (also with Postal/Phone) *\*multiple contacts per company*

Industry x Job Title	Executive Management	Finance & Accounting	HR	IT	Legal	Logistics	Marketing	Operations	Other	Sales
<b>Agriculture</b>	517	251	100	145		72	146	266	375	139
<b>Banking / Finance</b>	829	780	198	616	3	13	341	300	928	184
<b>Business Services</b>	2696	838	379	731	12	46	521	617	1388	528
<b>Communications</b>	1043	326	114	383	10	27	339	210	804	287
<b>Construction</b>	1891	478	207	279	49	29	153	318	889	192
<b>Consumer Services</b>	5917	1975	1240	2176	34	96	1278	942	5062	275
<b>Exporter</b>	9	5	2	3		4	3	7	8	2
<b>Government</b>	1221	1722	1308	1899	93	170	977	1302	8384	95
<b>Hospitality</b>	1825	691	376	488	4	25	640	422	1284	224
<b>Importer</b>	27	8	2	6		2	6	5	4	8
<b>Insurance</b>	380	381	120	299	3	18	152	167	509	132
<b>Manufacturing</b>	4854	2502	1138	1737	59	885	1487	2424	4395	2110
<b>Mining</b>	640	456	219	268	17	51	152	269	514	79
<b>Other Finance</b>	2287	1297	189	414		25	286	284	873	210
<b>Professional Services</b>	9934	1968	724	1705	48	93	795	782	4111	730
<b>Property</b>	1864	330	99	181	4	5	251	364	708	360
<b>Retail</b>	2076	947	328	685	5	151	542	397	984	945
<b>Transport</b>	1252	782	388	677	25	285	316	790	1298	338
<b>Utilities</b>	286	348	247	467	23	58	213	308	880	98
<b>Wholesale/Distribution</b>	4739	2033	782	1607	31	784	1715	1406	2860	2151

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TOTAL	44287	18118	8160	14766	420	2839	10313	11580	36258	9087
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**PRICING .... Minimum Order \$1,000 \*all plus GST. Multi-use is for 12 months usage**

Fields.....per 1000	Rate (Single-use)	Rate (Multi-use)	
Set Up	\$350	\$350	Flat
Mail or Tele or Fax	\$490	\$1.35	Per 1,000
Email & Mail or Tele	\$990	\$2,250	Per 1,000
Mail & Tele (incl. Fax no charge)	\$1040	\$2,000	Per 1,000
Email Only	\$550	\$1,750	Per 1,000
Email, Mail & Tele (incl. Fax no charge)	\$1530	\$2,700	Per 1,000
Mail, Phone, Fax, Industry, Revenue, Employees	\$1980	\$3,200	Per 1,000
Additional Fields each *see below <b>Table</b>	\$150	\$300	Per 1,000

Employee Size	ABN or ACN	Location Count
Business Name – Legal Entity	ASX Listed	Market..B2B or B2C
Revenue	Overseas Owned	PC Value
Website	SIC/ANZSIC Codes	Key Industry

We can also determine the Hardware/Software used in many cases, from \$1 extra per record

## **Special On-Line Access..**

For a minimum of 12 months multiuse for 5000 or more records, we can provide On-line, full data at a special price we can work out for you ....that includes every attribute both on the corporate and on contact level including email. ( \$2 each without email) You can have 5 users accessing this data, plus all updates as they occur, over 12 months. So you get the most up-to-date information available.

## **The last word.....**

We conduct many Campaigns to create data for clients when data required isn't available 'off the shelf', or data is exhausted. Our Project Team can *specifically create that audience for you.*

By adding 'your required Position' into their corporate verification programme, which is ongoing Nationally you are then progressively supplied with fresh and accurate information that can be immediately utilised by your sales team.

*We have 2 main options - depending on whether Email is critical or not. (In some cases the recipient may wish to keep that information suppressed.)*

**1)** \$300 set up and for validating the Company, Postal, Phone, a **Personalised email contact where possible**, otherwise the Company preferred Contact Email, its \$3.50 + GST per record for multi-use. We can also provide Industry type and size by employees for a little extra. Email data has a 90%+ deliverability guarantee, (excluding 'soft' bounces due to full mailboxes, or internet/servers down) and it's validated before being provided to you.

**2)** For Personalised records where we find the Email address *isn't* available or not disclosed, that Postal and Phone data would be provided to you at \$2.25 + GST each for multi-use. (Again with the option for other fields to be added as per above.)

As mentioned, in all cases, this data is provided to you for **multi-use** and ongoing contact and is priced on-par to commercial data so you are not paying a premium.

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In most cases, we can commence supply of brand new data to you within 5 working days.