



DART is known for sourcing targeted information about prospects with utmost accuracy.

DART's clients are Small & Medium firms, Start ups and those who look for **cost effective services**.

DART's engagement process is simple;

- Log in to our project tool - www.backofficeservices.co.in
- Create an account
- Sign up NDA
- Post job and get the work done
- Payment to be released upon delivery of work products

DART's Services



Data Service Line

- **Lead Generation:** Provide full contact details of potential buyers of your products or services.
- **Business Profiling:** Prepare brief profile about your target clients, competitors, peers and more.
- **Data Mining:** Source the exact data per client's specifications using data mining methods/tools.



Highlights

100%
Guarantee
on Data

Listing out
C-Level
Executives

Invoicing
for
Qualified
Data only

Business Profiling

Sourcing
Person
email ids

Building
up Profile

Data
Mining

**Online
Research**



DART's Methodologies

Identifying Prospects



We bring qualified leads, and perform deep research in tune with Search Engine's algorithm to get accurate leads.



DART Analysts perform data mining, surf large amount of data, and bring out relevant information to identify qualified prospects.



We extract information from variety of sources per the need of projects to bring leads to ensure business success.



Marketing Research

Project Requirements

- Client was in need contact information of educational institutions and large corporations using iPads
- Email id, contact no. and title of contact persons needed.
- The goal is to contact these groups and introduce them to Note Binder.

DART Delivered

- Listed out the educational institutions who are using iPads
- Identified the contact person.
- Profiled such educational institutions and identified the contact person with email id and contact no.
- Client could successfully reach out 80% of identified persons in two months time

Marketing
Research



Prospects Profiled

Sample 1

Sample 2

Institution Name-Long
Island University

Contac Name - George
Baroudi

Institution Stanford
University

Contac Name - Kate
Chesley

Phone- (516) 299-3792

Title - Chief information
officer

Phone- 650-725-3697

Title - Associate
Director

Email:
george.baroudi@liu.edu

Ipad Link -
<http://www.citeworld.com/article/2114313/tablets/long-island-university-provides-ipads-all-its-students-heres-why.html>

Email:
kchesley@stanford.edu

Ipad Link -
<http://med.stanford.edu/estudent/>



Market Research - Building and Property Development Companies

Project Requirements

Build up data base on a number of Building/ Construction and Property Development (Mid-rise only) Companies in Malaysia;

1. Company Name
2. Email Address
3. Website
4. Telephone number
5. Address
6. Desirable (point of contact for sales)

DART Delivered

- Set up processes to identify potential prospects within the given geography.
- Identified the Company name
- Identified contact details of contact person as Needed
- Build up the database within the market segment per the project specifications



Prospects Profiled

Sample – 1

Company Name - WCT Berhad

Website - <http://www.wct.com.my/>

Phone – (603) 7805 2266

Contact Person - Wong Yik Kae

Title - Director

Email Address - wongyik.kae@wct.com.my

Country – Malaysia

Sample – 2

Company Name - Ajiya Berhad

Website - <http://www.ajiya.com/>

Phone – (607)-931 3133

Contact Person - Chan Wah Kiang

Title - Managing Director

Email Address - chanwah.kiang@ajiya.com

Country – Malaysia



Market Research - Sales & Marketing list/database

Project Requirements

Build up data base of contacts of Finance Directors, Managing Directors or CEOs of companies who have 200 OR LESS employees in Scotland .

1. Company Name
2. Website
3. No. of Employees
4. Contact Person
5. Title
6. Email

DART Delivered

- Set up processes to identify the contacts within the given geography.
- Identified the Company name
- Identified contact details of contact person as Needed
- Build up the database within the market segment per the project specifications



Prospects Profiled

Sample – 1

Company Name – L pass

Website - <http://www.lpass.co.uk/>

No of Employees 1-10 employees

Contact Person - Rachel Colvin

Title - Business Owner

Email Address - Rachel@Lpass.co.uk

Country – UK

Sample – 2

Company Name - Screen Education
Edinburgh

Website - <http://screen-ed.org/>

No of Employees – 11-50 employees

Contact Person – James McKenzie

Title - Project Manager

Email Address - james@screen-ed.org

Country – UK



Market Research - Build Database of RN

Project Requirements

- Build up data base of Registered Nurse candidates living no more than 30 miles from Sacramento, CA.
 - They MUST have 3 years of hospital nursing experience
1. First Name
 2. Last Name
 3. City
 4. State
 5. Company
 6. Phone Number, Email address

DART Delivered

- Set up processes to identify the Registered Nurse contacts within the given geography and conditions.
- Identified the Experience of candidate through internal resources and find contact details
- Build up the database within the market segment per the project specifications



Prospects Profiled

Sample – 1

First Name - Keisha

Last Name - Unger

City - Sacramento

State - California

Company Name - Mercy Hospital

Phone No. - (916) 512-5524

Email - Keishaunger32@gmail.com

Sample – 2

First Name - June

Last Name - Gower

City - Elk Grove

State - California

Company Name - Antelope Valley Hospital

Phone No. (630) 430-1374

Email - june412004@yahoo.com



Market Research – Global Holiday Events

Project Requirements

- Comprehensive database of all public holidays and major televised sporting events for all the major countries i.e.: North America, Latin America, Asia Pacific, Europe, Eastern Europe
1. Date of the event (formatted as date)
 2. Name of the event.
 3. Is it a Holiday or Event.
 4. Country or Region

DART Delivered

- Set up processes to identify the Global holiday calendar for holiday and sporting events in given geography.
- Identified the particular location and sports.
- Build up the database for global holiday calendar and sporting events which is majorly televised to all over world



Prospects Profiled

Sample – 1

Type (Event/Holiday) – Sports Event

Name of Event – FA Cup 2015

Date – May 30 2015

Place – London, England

Sample – 2

Type (Event/Holiday) – Sports Event

Name of Event – Rugby World Cup

Date – Sep 18 2015

Place – England

Market Research – Global Events and Business Conferences

Project Requirements

- Comprehensive database of all conferences organized globally by the following firms
 1. IQPC
 2. WTG Events
 3. UBM
 4. Capacity Media
 5. Cenature
 6. Marcus Evans

DART Delivered

- Set up processes to identify the Global Seminars/events in given prospects
- Identified the particular location and cost lead speakers and sponsorship.
- Build up the database for global seminars/events by the given events organizer.



Prospects Profiled

Sample – 1

Category - Capacity Media

Conference name - Central & Eastern Europe 2015

Sector targeted - Telecom

Lead speaker(s) - Tomas Strasak

Place – Warszawa, Poland

Costs for delegates - \$1,299

Sponsorship - Available

Sample – 2

Category - Marcus Evan

Conference name – 3rd Gestion Integral de Procurement and Supply Chain

Sector targeted - Power & Energy

Lead speaker(s) - Iván Pinzón Amaya

Place – Medellin, Colombia

Costs for delegates - \$2,838

Sponsorship – Available (Achilles)



Thank You

Contact DART for
Data Mining, Online
Research and Lead
Generation
Projects

DART info  Services Pvt. Ltd.

#2, 3rd Floor, 27th Main, HSR Layout,
Bangalore – 560 102, India
info@dartinfo.co.in
www.dartinfo.co.in



Dartconsulting



Dartconsulting



Dartconsulting

Ph. : +91-80 42 247 136
+Cell: 91-953 807 6063

Skype: dartassociates

