

PROBLEMS RINGLEAD SOLVES



Reduce Storage Costs

RingLead merges duplicate Leads, Contacts and Accounts – giving you a cleaner, more organized database that complies with record limits and storage size.



No More Inaccurate Analytics

Powerful database cleansing solutions reduce the amount of bad data in reports and analytics, giving your team the accurate information it needs to make better decisions going forward.



Avoid the Pitfalls of Email Marketing

RingLead validates emails in bulk and real time to reduce the number of email bounces and help avoid spam traps.



Slow CRM and MAP Performance

RingLead improves the speed of data exchange between Marketo and other CRM integrations by reducing the number of records being processed (fewer sync issues).



Improve ABM with Hyper-Personalization

RingLead enriches more than 100 demographic and firmographic data points with fresh, accurate information (i.e. industry, revenue, capital raised, technologies used, state, country, and many more) to help you reach your ICP with personalized messaging to drive revenue.



Correct Data Errors

RingLead normalizes CRM and marketing automation data to correct typos, syntax errors, and standardize field naming conventions (e.g V.P, Vice President, and vice president) for more accurate segmentation, targeting, and reports.



Poor Lead Scoring & Routing

More data points on a lead allows more accurate scoring and routing so qualified leads always get into the right hands quickly and effectively.



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Improved Web-to-Lead with Intelligent Web Forms

RingLead intelligent web forms automatically fills in information on B2B web forms to reduce form abandonment (due to too many forms) without sacrificing lead quality or quantity.



Stronger Multi-Channel Sales & Marketing

Lack of contact information is a thing of the past. RingLead finds all of a leads social profiles, company profiles, email addresses, direct dial phone numbers, registered domains, and more.

Link Marketo Leads to Salesforce Accounts

RingLead allows a user to link Marketo Leads to Salesforce Accounts in bulk and real time. Users can define whether they want to link the Lead or convert the Lead into a Contact at the matching Account. RingLead also enables the admin to assign new Leads based on Account ownership.

RingLead seamlessly integrates with the top CRMs and Marketing Automation Platforms



Experience the synergy of an end-to-end data quality solution with RingLead

