

# Reaching More Business

Reach the key decision makers and influencers at over 18 million businesses with business targeting.

## What is Business Targeting?

Business Targeting identifies the IP addresses of individual businesses—often providing online targeting at a rooftop level.

## What Data Attributes Are Available for Targeting?

Business Targeting will match to the name of a business, the domain address, location, or to firmographic attributes, such as:

- Company Name
  - Domain
  - Industry
  - Revenue
  - SIC Code
  - NAICS Code
- Company Size
- Employee Count
- Business Owners at Home

### What are the Benefits?

B2B Business Targeting reaches more businesses and more decision makers at rooftop level:



100% REACH

18 million businesses, 25 million domains and 14 million business leaders at home



COOKIE-FREE PRIVACY

No tracking or use of cookies



DATA RICH

1,600 industry categories, including revenue, employee counts and business leaders at home



DEVICE INDEPENDENT

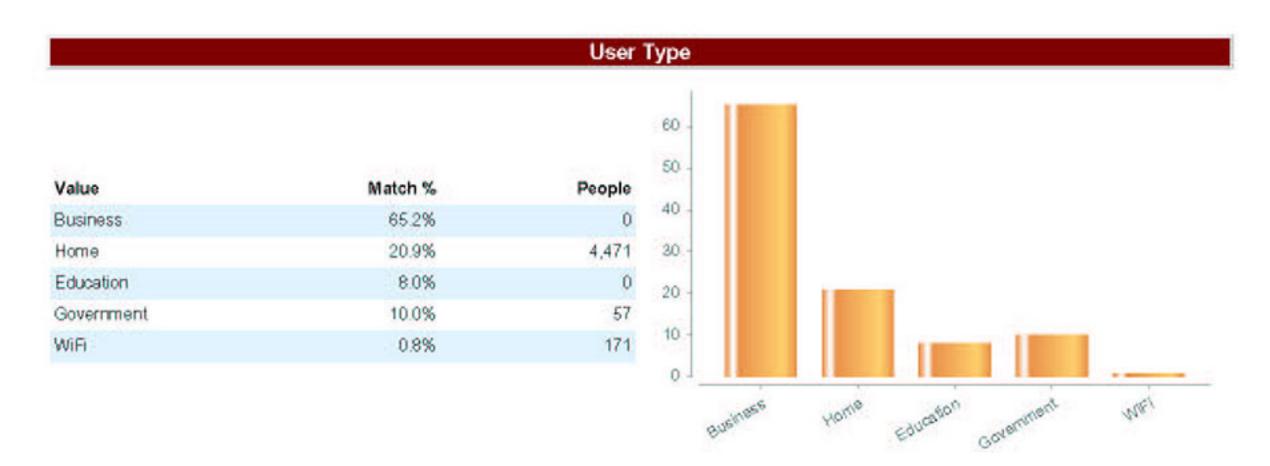
Access to desktops, laptops, tablets, smartphones, IP radio and TV



### Attribution: B2B

February 23, 2016 Prepared by Frank McGuire

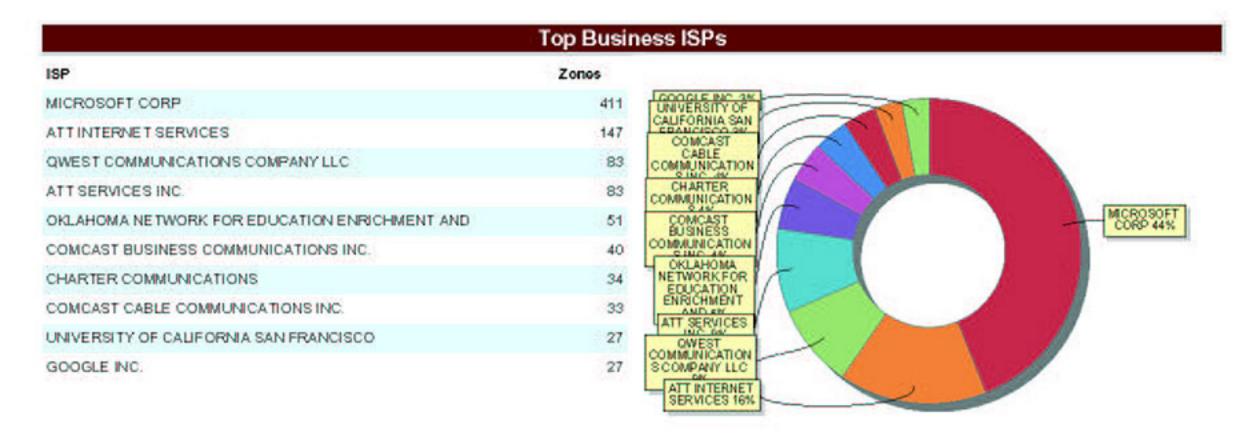
Zone Summary and Coverage					
Uploaded Records	4,281	Unique Zipcodes	198		
Matched Records	2,168	Unique Cities	351		
Unmatched Records	2,113	Unique States	50		
Matched Percentage	50.6%	Unique Zones	1,190		
Businesses in Matched Zones	7,722	Population	4,471		

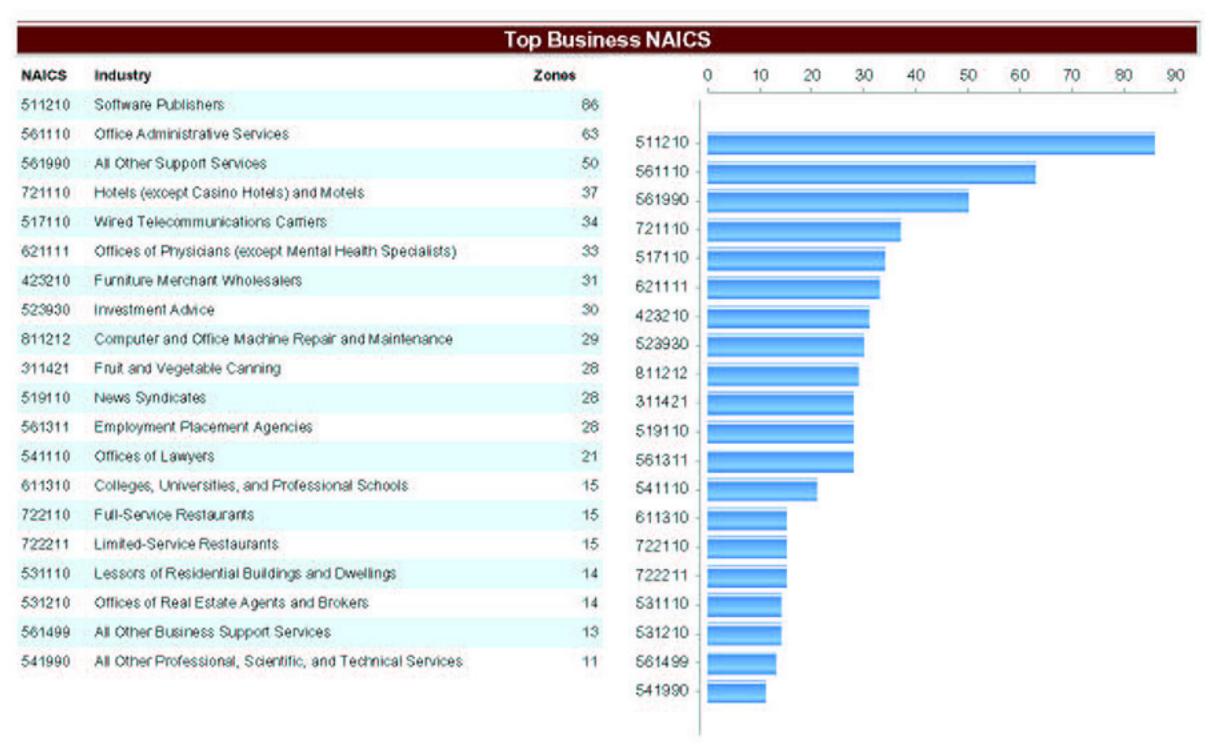


				To	p Busine	ess Zon	es								
Zip Code	Business	Home	Education	Govt	WiFi		0	50	100	150	200	250	300	350	400
98052	392	0	0	0	0										
94043	14	0	0	0	0	98052									
60914	10	0	0	0	0	94043									
80260	10	0	0	0	0	60914									
90248	10	0	0	0	0	80260									
53204	9	0	0	0	0	90248									
92128	9	0	0	0	0	53204									
50309	8	0	0	0	0	92128									
50313	7	0	0	0	0	50309									
94539	7	0	0	0	0	50313 94539									
68701	6	0	0	0	0	68701									
30339	5	0	0	0	0	30339									
50310	5	0	0	0	0	50310									
84119	5	0	0	0	0	84119									
92025	5	0	0	0	0	92025									

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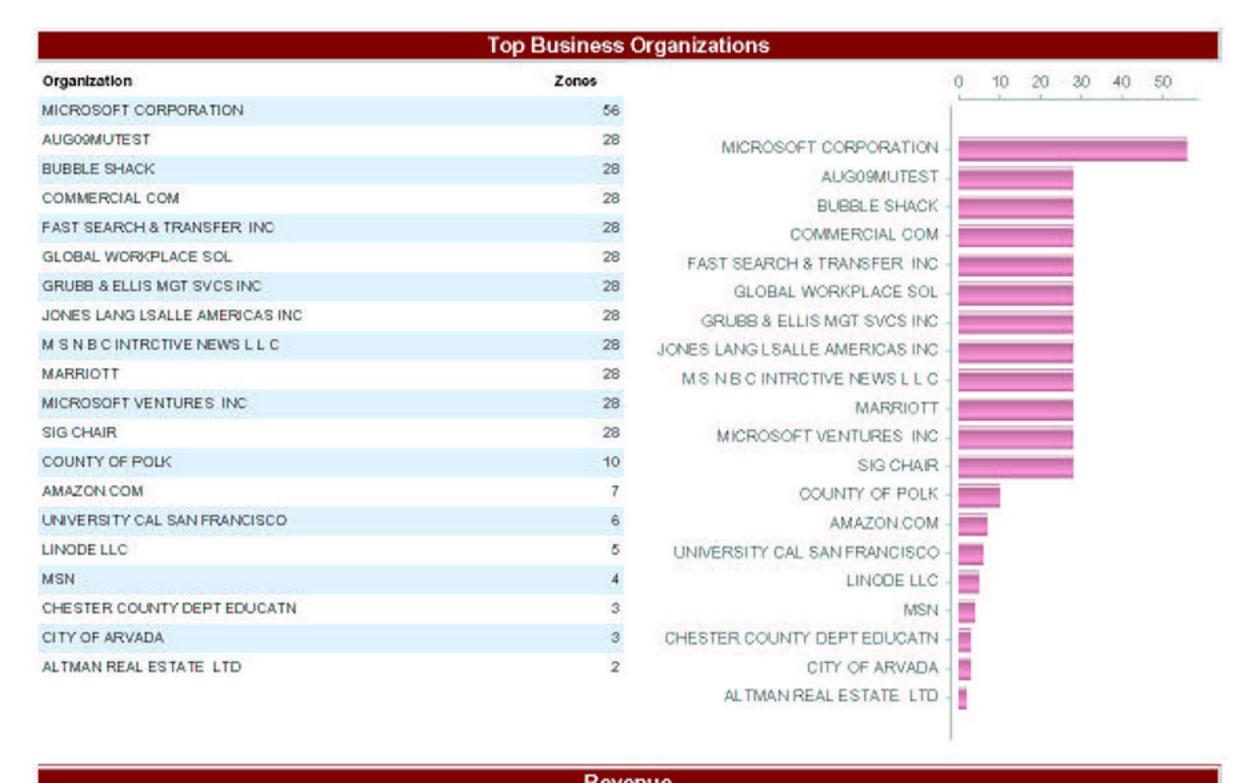






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	Reve	enue
/alue	Match %	30 -
		29 7
\$50K	30.4%	20
\$50K-\$100K	23.0%	20 -
\$100K-\$200K	19.3%	15
\$200K-\$500K	9.1%	10 -
\$500K-\$1M	6.0%	
\$1M-\$5M	4.7%	5 -
\$5M-\$10M	1.1%	
>\$10M	6.3%	