LAKE B2B – 20 SOLUTIONS



DATABASE SERVICES	
Multichannel Prospect Lists	Do you want to connect with prospects through multiple channels? Our Multichannel Prospect Lists are designed to facilitate marketing techniques such as direct mail, email, telemarketing and mobile marketing, to enable marketers reach prospects through several touchpoints.
Appending Services	Your database may be huge, but is it up to date? Our Data Appending Services ensure your contacts are relevant and current. With an updated database you can relevantly connect with your market through multiple channels.
Email Verification & Validation	Want to reduce bounce rates, improve deliverability and increase email marketing ROI? OR When was the last time you cleansed your database? Our Email Verification and Validation Services ensure your complex databases are updated, cleansed, verified and relevant to improve your email marketing ROI.
360 Degree Profiling	Like to increase business opportunities with detailed company profiling? With our 360 Degree Profiling we provide a comprehensive report with market information on competitors and specific target markets, to enable you to leverage your market position.
Master B2B Database Files	Want to access the largest B2B Masterfile of 44+ million verified B2B contacts? With our updated and verified Master B2B Database Files, you can connect with relevant decision makers, influencers, executives and hard-to-find departmental manager contacts.
Pre-packaged Lists	Are you targeting niche markets in your industry? With our Pre-Prepacked Lists you can get compiled and updated lists dedicated to various industries according to your requirement.
Specialty Data Lists	Are you segmenting your lists by specialty? With our Specialty Data Lists you can get a list of IT users based on specialty. Our most popular file in great demand is the Technology Install Base Files.

	DATABASE SERVICES	
Custom Wish Lists	Do you want a list that is unique to your requirement? We provide Custom Wish Lists to enable you plan targeted campaign for a specific audience, achieve marketing goals and deliver results.	
Hard Bounce Management	Would you like to improve the efficiency of your email marketing campaigns? We provide Database Management Services, to ensure invalid email addresses are removed and reduce hard bounce rates of email campaigns.	
Data Management	Do you want to manage your data, before it manages you? We provide Data Management Services such as data cleansing, data governance and data standardization, to help you maintain, improve and optimize your data quality.	

DA	TA-DRIVEN MARKETING
Market Research	Want to delve into the psychology of your prospects? With our Market Research Services, you can understand the preferences, interests and needs of your prospects and the position of your brand in the market.
Event Marketing Services	Want to connect, converse and engage your prospects? With our Event Marketing Services, you can execute events to help you engage prospects, connect with customers and create a network of clients in your industry.
Email Marketing Services	Want to use the most cost-effective channel in modern marketing? Email is the preferred channel to connect with large audiences economically and profitably. With our Email Marketing Services you can develop relevant, targeted and customized campaigns.

DATA-DRIVEN MARKETING		
Search Engine Optimization	Would you like to raise search ranking of your website? We provide SEO services to ensure your website is ranked high. Our capabilities include website audit, keyword building, link building and site architecture.	
Online Advertising	Want to gain instant visibility, wider reach and higher conversions? Our Online Advertising experts provide intelligent marketing options that provide you with greater visibility, search engine ranking and higher conversion rates.	
Social Media Marketing	Do you want to make your brand findable? With our Social Media Marketing specialists, you can generate leads, connect with your market in real-time, build your tribe and create your imprint in the socialsphere.	
Web Design/ Creative Services	Create an exceptional first impression with your website? With our Website Design Services, our expert designers develop progressive and data-driven website designs to engage your visitors and provide them with an unique online experience	
Telemarketing	Want to use a powerful and cost-effective way to generate qualified leads? With our Telemarketing Services, our professionals connect with your customers to increase sales, improve relationships and provide high lead generation ROI.	
Lead Generation	Do you want a qualified lead pipeline that converts to revenues? Our Lead Generation specialists identify leads, profile them, nurture them based on your target audience criteria, and convert them to revenue using appointment setting and telesales.	
Demand Generation	Want to drive revenue and improve ROI with demand generation tactics? Our Demand Generation Services include Lead Generation, Lead Management, Inbound Marketing, Account Based Marketing and Telemarketing.	