

Dun & Bradstreet (D&B) D&B360 Validated Integration with Siebel Customer Relationship Management 8.1

Accelerate Sales and Find New Opportunities Faster



Decide with Confidence

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D&B360—D&B’s cloud-based, on-demand solution—integrates D&B data and other essential business information directly into Oracle’s Siebel Customer Relationship Management solution, helping you to see prospects and customers from new angles.

Company Overview

Dun & Bradstreet is a leading source of commercial information and insight on businesses and has enabled companies to Decide with Confidence for 170 years. D&B’s global database contains the largest source of business records and is backed by D&B’s proprietary DUNSRight quality assurance process; ensuring company information is complete and accurate.

Integration Overview

D&B360 gives Oracle’s Siebel Customer Relationship Management (Siebel CRM) 8.1 users integrated access to Dun & Bradstreet’s trusted global database of more than 200 million companies, 53 million contacts, 3 million corporate family trees, and Hoover’s and risk data—and combines it with Rest of World data, such as news and social media information, all kept automatically up to date directly within Siebel CRM.

When you combine D&B360 with your Siebel CRM solution you will see your prospects and customers from all angles, allowing you to:

- Know your customer better
- Acquire new prospects
- Sell deeper into organizations
- Improve sales effectiveness
- Manage data easier



Validated Integration

Siebel Customer
Relationship
Management

Through the Oracle PartnerNetwork, partners with validated integrations are able to provide customers with standards-based product integrations, tested and validated by Oracle. Customers benefit from improved risk management and smoother upgrade capability, leading to a lower total cost of ownership and greater overall satisfaction.

Integration Details

Integration with D&B360 provides Siebel CRM users the following:

- Comprehensive company and contact data
- List building
- Data management simplification (cleanse/match/append)
- Rest of World data (news, social media)
- Segmentation
- Corporate family tree
- Advanced data management (automated batch match/refresh)

Availability

US\$75–\$139 per user/month for current Siebel CRM license holders.

Required annual commitment.

Minimum 10 users.

Volume discounts available.

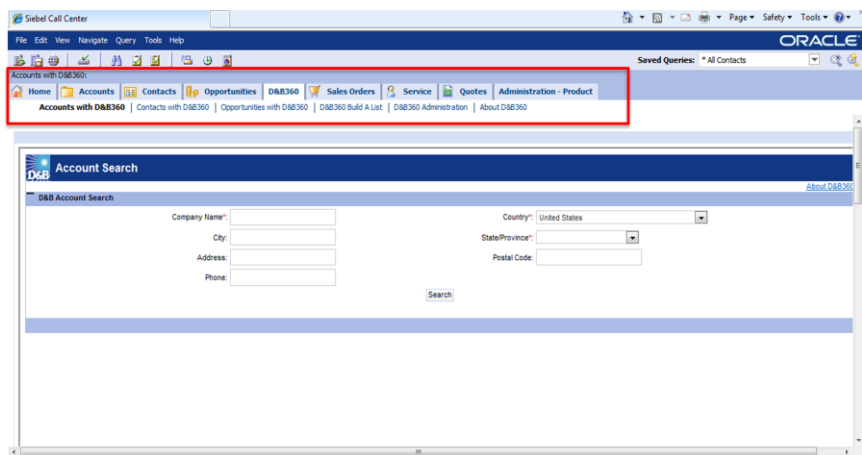
For more information:

dnb.com/360

Tel.: +1.866.307.3822

Support

dnbus.force.com/support?prod=DNB360



Build better prospect lists and identify new prospect opportunities directly in Siebel CRM.

Environment

D&B Environment

D&B360 for Oracle's Siebel Customer Relationship Management 2.1.1

Oracle Environment

Oracle's Siebel Customer Relationship Management 8.1

For additional information about partnering with Oracle, please contact opninfo_us@oracle.com or visit partners.oracle.com

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