

Cultivate stronger business relationships with *ExecRelate*[™]



Success is all about relationships. *ExecRelate*[™] is an authoritative source for intelligence on board members and executives, their relationships, and their affiliated companies. Leveraging this information makes it easier to identify opportunities and expand your client network.

Discover new potential

ExecRelate offers more detailed coverage on individuals and companies:

- **Over 850,000** unique personnel names and titles
- **More than 110,000** board members and executives with detailed background information
- **Over 200,000** profiles of the most prominent U.S. and international public and private companies

ExecRelate provides the depth of information you need to quickly and easily:

- Customize and download sales prospecting lists
- Take advantage of common background details – to help find your “in” with a client
- Utilize common background information to find other individuals similar to your current clients
- Gain relationship intelligence by viewing biographical sketches side-by-side
- Track your clients with our customized executive move alerts
- Review company profiles – including corporate family trees, latest news and M&A activity – on the fly before making sales calls

- Locate the most effective path for pursuing new business relationships with Relationship Manager (powered by Visible Path)

Combining the latest technology with highly-skilled teams of analysts, we add, update and verify nearly 5,000 pieces of data each business day.

Build valuable relationships

ExecRelate gives you the ability to map biographical details side-by-side to identify any potential relationships based on:

- Current career or board memberships
- Job and board history
- Educational background
- Association memberships
- Certifications earned
- Awards won

Use this information on common relationships for networking, fine-tuning your sales efforts, developing more effective fund-raising campaigns and more.

SALES & MARKETING SOLUTIONS

Marketing Insights &
Reputational Management

Prospecting &
Relationship Development



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ExecRelate™ Key Features

Set up customized executive move alerts. We scour through an exhaustive number of news sources to keep you up-to-date with personnel changes.

Flexible search options. Search based on what is most relevant to you using combinations of approximately 35 components to find the information you requested.

For example, find Vice Presidents of Purchasing, in companies of the same size, in the same industry, defined by a particular geographic region.

“Looks like” tool. Quickly find individuals or companies that resemble the ones you’re interested in.

Relevant information related to M&A activity. Our team reviews daily news feeds on announced M&A activities to keep our content timely. Our corporate profiles get updated after the deals close to reflect organizational and contact changes.

Uncover the complete picture. Discover individual biographical details, background synergies and company affiliations for over 110,000 professionals.

Background compare tool. Find out which executives and board members went to the same university, belonged to the same association or at one time worked for the same company. Easily view the boards and committees a person currently sits on, plus other information including awards won and certificates earned.

For example, you can do a search for all board members of an approximate age that went to Stanford University and received MBAs. Select up to 10 individuals to display commonalities between them.

Mapping of corporate families. Use our proprietary family tree data to network. Leverage existing customer relationships using our company hierarchies to show links from corporate headquarters to their divisions and subsidiaries.

- Discover cross-sell and up-sell opportunities
- Find new customers that look like your best customers.

Get in touch with the right contacts at the right locations. Most subsidiaries have their own decision makers when it comes to: sales and marketing, operations, information technology and plant management.

Plus:

- Get company specific news stories in an instant from our 90 Day News File – a feature that pulls articles from thousands of sources
- Get a quick glimpse of key company facts by reading an expanded company profile
- Identify major competitors
- Find out the outside service firms used by corporations, such as auditor, legal counsel and advertising agency
- Find which brands a company owns

About LexisNexis

For over 30 years, LexisNexis® has been a world-leading provider of enhanced information services and information management tools. LexisNexis combines our experience with exceptional customer support, 24/7, to offer you tools to empower your enterprise.

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