



GovSearch People Connector

Build the right relationships with analyst-curated contact intelligence inside your CRM.

With the GovSearch People Connector, organizations that sell to the government can bring contact intelligence from GovSearch – the authoritative source for contact information for senior government decision and policy makers – right inside their company’s CRM solution. Get the contact intel your team needs to inform smart account and call planning and improve the reach and effectiveness of your company’s marketing campaigns or advocacy efforts.

A Richer View of Contacts

Connect GovSearch data to the contact records in your organization’s Salesforce or Dynamics 365 CRM. This enriches your team’s view of their contacts, enabling them to see analyst-curated details – including emails and phone numbers as well as biographical information for people in positions of authority at federal, state, county, and municipal agencies and offices, the DoD and US military facilities, the federal executive, legislative, and judicial branches of government, as well as the top 100 federal vendors – all without leaving the CRM.

Intel to Build New Relationships

Expand your relationships within an agency. With the connector, your team can access org charts and view additional people who also work at a contact’s agency/office and then quickly add them to your CRM with one click. In addition, historical details about who’s held a contact’s position in the past are provided. These details equip your team to strategically build new relationships and more effectively perform account and call planning.

Timely, Human-Validated Intelligence

TechnoMile has an in-house team of research analysts who monitor hundreds of industry news and announcement sources, as well as leverage their relationships within government agencies to gather new or updated people intelligence. The GovSearch database is updated daily based on our analysts’ research, ensuring your team has timely, accurate contact data.

