

Develop Prospect and Competitor Lists

How do you find your competitors or develop a B2B prospect list? Do you thumb through the yellow pages? Search the Internet? With our help, there is a better way.

The Indiana Small Business Development Center (ISBDC) has access the two leading company information database resources: Dun & Bradstreet Million Dollar Total and ReferenceUSA.

ISBDC Business Advisors can help you develop an Excel or PDF list with contact names, addresses, phone numbers, and company information matching the criteria you select.

Searchable Criteria

Company

- Company Name
- Parent Company Name
- Location Type
- Public/Private
- Owns/Rents
- New Listing
- Year Established
- Bank Name
- Accountant Name
- Minority Owned
- Women Owned

Location

- State/Region
- City
- County
- MSA (Metro Area)
- Area Code
- ZIP Code

Industry

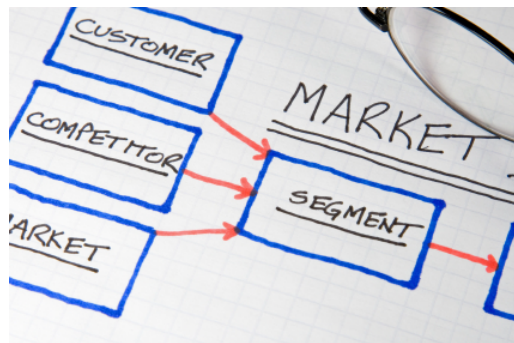
- SIC Code
- NAICS Code
- Product Category
- Line of Business

Contact

- Job Function
- Job Title
- Executive Name
- Executive Biographies
- Fax Number
- Phone Number
- Toll-Free Number
- Web Address

Size

- Employment/Sales
- Employment Trend
- Plant/Facility Size



Researching Your Industry

The ISBDC has access to many nationally recognized market research databases. ISBDC Business Advisors can help you use these tools to locate accurate and relevant industry information. Find the information you need to know about your industry; including market trends, best practices, current conditions, industry leaders, and future industry-specific technology.

Find out how your business income statement and balance sheet compare to businesses of the same size in the same industry using industry financial ratios.

Research is compiled from local and national publications. A short list of available resources can be found below. Contact your local ISBDC office to learn more. To find your office visit www.isbdc.org

Resource Short List*



*Resources may vary by regional ISBDC office. For example, Purdue University hosted ISBDC offices have access to Purdue research databases.

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