

Dun & Bradstreet™ for LexisNexis® InterAction®

Transform the capabilities and power of your LexisNexis InterAction CRM system - by integrating it directly with the 'decision-ready' company data provided by Dun & Bradstreet for hundreds of millions of worldwide companies.

Fellsoft's unique integration component makes it simple to deliver D&B data directly into the hands of business development and marketing personnel, risk and conflict managers, and fee-earning professionals.

With Dun & Bradstreet for InterAction you can transform your business development processes, identify cross-selling and up-selling opportunities across corporate groups, and drive new initiatives across the firm to maximise the strategic benefits available from your relationship information.

Key Integration Features

Enrich your company data with 40+ D&B data elements	<ul style="list-style-type: none"> • D&B company data delivered directly into InterAction additional fields - ownership, industry, size, status, financial results and more • Incorporate D&B data into any InterAction search or report • Accessible from web, IMO and Windows clients
Surface corporate structures	<ul style="list-style-type: none"> • One-click access to view the full corporate structure for any matched organisation • One-click search to find InterAction companies in the same corporate group
Improve data quality	<ul style="list-style-type: none"> • Verified D&B address and phone information added directly to InterAction • Duplicate companies are automatically tagged for merging
View detailed financial and director information	<ul style="list-style-type: none"> • One-click access to full detailed financial analysis and directors for matched organisations
Add companies from D&B to InterAction	<ul style="list-style-type: none"> • Interactively add companies from D&B directly into InterAction, complete with full referential data
Completely automated updates	<ul style="list-style-type: none"> • The integration will keep data for all matched companies updated completely automatically, ensuring you're always working with current information
Simple, quick, robust implementation	<ul style="list-style-type: none"> • The integration is built using only fully supported API calls and uses standard profile configuration functionality • No customisation of InterAction is required; upgrade friendly

Integration Screenshots

Dun & Bradstreet Profile

 **ELAN HOMES HOLDINGS LTD.** (211415353)

Parent: [Barclays Bank PLC](#) (210021523)
 Ultimate Parent: [Barclays PLC](#) (210021531)




Company Information


HIC (Primary):	Residential Construction Contractors
HIC (All): Rollup:	Construction Sector
Legal Status:	Corporation
Location Type:	Headquarters
Subsidiary Status:	Yes
Year Founded:	2008
UK Company Number:	6732886
Accounting Firm:	KPMG LLP St James Sq Manchester M2 6DS

- Viewing D&B data for a company in the InterAction web client
- Immediate access to current company data including ownership

Contact Details - Bunzl

Prospects

 **Bunzl** On behalf of: **Myself**

Assistant:  0 Reminders

I know this contact

Phones & Addresses

Connections

Profiles

Lists


Upcoming Meetings

Activities


Notes

Opportunities

Dun & Bradstreet Profile Edit

 **Bunzl plc** (210047577)

Parent: This company
 Ultimate Parent: This company



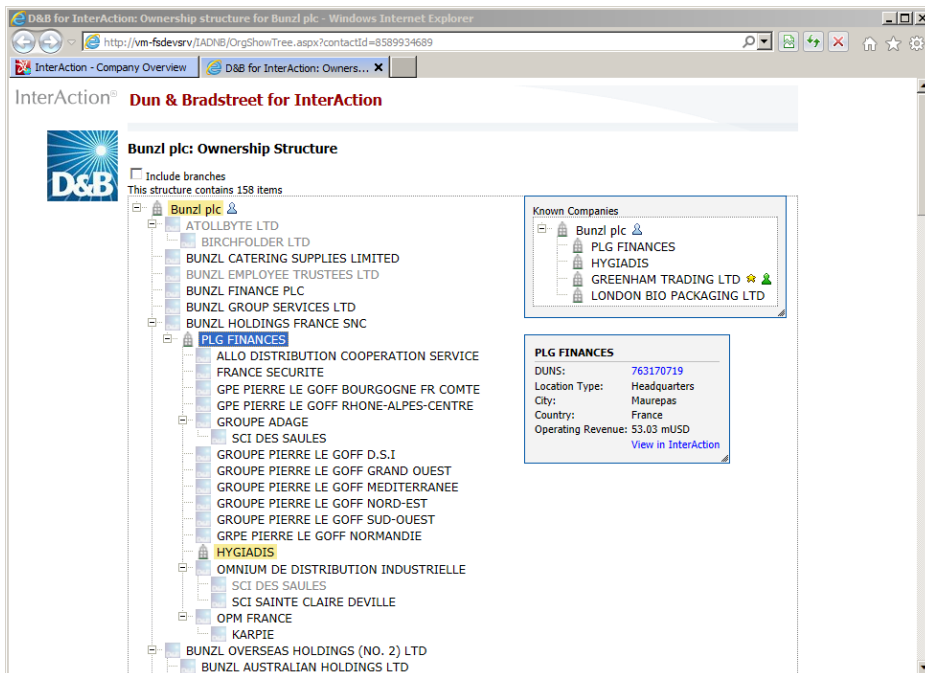
Company Information

HIC (Primary):	Food Service Equipment Wholesalers
HIC (All): Rollup:	Business Services Sector Wholesale Sector
Legal Status:	Corporation
Company Type:	PUBLIC
Location Type:	Headquarters
Subsidiary Status:	No
Year Founded:	1940
UK Company Number:	0358948
Accounting Firm:	KPMG Audit PLC 15 Canada Sq London
Bank Name:	Swiss Bank Corporation 99 Gresham St London EC2P 2
Rankings:	FTSE 100

Key Numbers

Menu Close

- Viewing D&B information from IMO (InterAction for Microsoft Outlook)
- All this information is kept current automatically.



The screenshot shows the 'Dun & Bradstreet for InterAction' web interface. The main content area displays the ownership structure for 'Bunzl plc', listing various subsidiaries such as 'ATOLLBYTE LTD', 'BIRCHFOLDER LTD', and 'PLG FINANCES'. A 'Known Companies' list is also visible, highlighting 'Bunzl plc', 'PLG FINANCES', 'HYGIADIS', 'GREENHAM TRADING LTD', and 'LONDON BIO PACKAGING LTD'. A detailed view for 'PLG FINANCES' is shown on the right, displaying its DUNS number (763170719), location type (Headquarters), city (Maurepas), country (France), and operating revenue (53.03 mUSD).

- Viewing a corporate structure
- Matched companies are highlighted and also listed separately
- Colour coding and icons indicates contact types from InterAction
- Any unmatched company can be added directly to InterAction

Implementation Process

- Dun & Bradstreet will match your company data from InterAction against their extensive world-wide database of more 200 million organisations, tagging each matched organisation with its unique DUNS number.
- The integration software does the rest - applying the DUNS number to each matched company in InterAction, then automatically populating each one with the data from D&B whilst duplicate companies are also identified and processed.
- Data brought in from D&B is fully configurable as required, with a range of mapping options available (for example, company size and SIC codes) to suit your existing structures or specific requirements.
- Display of the D&B information in the web client and IMO can also be fully customised if required.
- New matches can be established interactively as required at any time - for example, for new organisations added to InterAction.



**Dun & Bradstreet for
LexisNexis InterAction**

About Dun & Bradstreet



Dun & Bradstreet is the world's leading source of 'decision-ready' trusted business information.

About LexisNexis InterAction



LexisNexis InterAction is the leading CRM software solution, enabling relationship-based organisations and professional services firms to create and manage the Relationship Intelligence they need to uncover new opportunities and enhance client service.

About Fellsoft



Fellsoft is a Solutions Partner for LexisNexis InterAction and an Authorized Integration Provider for D&B.

Fellsoft provide innovative integrated software solutions that enable InterAction customers to derive additional value from their investment in InterAction.