

## ▶ ACCESSCI

Target your best technology customers with a powerful web tool

### Find the information fast

As the pace of marketing today's technologies continues to increase, you need the right tools to ensure success. Nothing is more crucial than quick access to competitive market intelligence. Fast and easy access to this information was the inspiration behind **accessCI**.

### One web site, many applications

**accessCI** provides tremendous flexibility so you can utilise your **CI Technology Database** information to its fullest potential. With **accessCI**, you can:

- \* **Target** your best prospects based on installed/planned technology and services, geography, industry or specific company name
- \* **Enhance** your national sales programs by accessing enterprise-wide reporting structures, business and technology contacts, financial records, technology totals and sales opportunity reports
- \* **Create** targeted telemarketing and mailing lists
- \* **Analyse** market size and growth trends
- \* **Make** territory allocations and quotas based on real numbers
- \* **Access** the results of custom market research and lead generation projects
- \* **Access** telemarketing and mailing lists
- \* **Access** our specialised databases

### One web site, many uses

Delivering a comprehensive set of solutions means more people can benefit from using **accessCI** including:

- \* Field sale and telesales representatives
- \* National sales managers
- \* Sales management and sales support staff
- \* Marketing communications professionals
- \* Market research centres and libraries
- \* Product managers, marketing management

### Easy, fresh and free

**accessCI** delivers a wide range of applications, yet it's designed to offer a scalable, very intuitive interface with the beginner, intermediate and power user in mind. We house the database so you don't have to worry about updating your systems; now your users will always have access to the most current release of the **CI Technology Database**. And best of all, there are no access fees.

### AccessCI International

For ease of use by international staff, **accessCI** is available in six different languages: U.S. English, U.K. English, French, German, Italian, and Spanish.

### We make CRM happen

Harte-Hanks is a world-wide direct and interactive marketing services company that applies technology to bring our clients end-to-end, value-added, information-based solutions. From the full range of powerful marketing databases and analytic services, to dynamic Web sites and Web-based marketing programs, to traditional and leading-edge interactive based services, to marketing services products and programs, Harte-Hanks delivers the spectrum of direct marketing services you need to cultivate your customer relationships and make your business grow.



### Our offices and contacts in Europe

**UK:** Pawendip Hunjan  
Tel: 0800 960 216  
[hartehankseuro@hartehanks.com](mailto:hartehankseuro@hartehanks.com)

**Belgium:** Ger Schuivens  
Tel: +32 (0)11 30 03 00  
[hartehankseuro@hartehanks.com](mailto:hartehankseuro@hartehanks.com)

**Germany:** Beate Kogel  
Tel: 0800 1800 284  
[beate\\_kogel@hartehanks.com](mailto:beate_kogel@hartehanks.com)

**France:** Thérèse Kah  
Tel: +33 (0) 1 46 23 64 81  
[hartehankseuro@hartehanks.com](mailto:hartehankseuro@hartehanks.com)

**Spain:** Eduardo Horcajo  
Tel: +34 914 13 24 95  
[eduardo\\_horcajo@hartehanks.com](mailto:eduardo_horcajo@hartehanks.com)

**Italy:** Mirella Rigaudie  
Tel: 800 87 51 67  
[hartehankseuro@hartehanks.com](mailto:hartehankseuro@hartehanks.com)

[www.europe.hartehanksmi.com](http://www.europe.hartehanksmi.com)  
[www.harte-hanks.com/europe](http://www.harte-hanks.com/europe)



We make it happen.