Partner in sales planning

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Company Overview - Dolcera

Located in Silicon Valley and Hyderabad, India, Dolcera was founded in 2004 as a professional services organization with a strong technology bent. Our focus is on providing clients with the technical, intellectual property and business information they need to develop new products and ideas, and to understand the competitive landscape and market environment. A particular focus of the organization is to apply tools such as wikis, data visualization, and information analysis to the challenge of finding and using relevant information in the age of data overload.

Our clients include a number of the world's largest legal and technical firms.

Our Services include

- Patent Research and Analytics
- Business and Market Research
- Collaboration and Knowledge Management

Product Description

Good Sales Lead Data is a must for every business; random junk calls can eat up hours and hours of a sales executive?s time each month. Even if the data is available, it?s outdated. This affects the Sales Planning Process of a company.

Dolcera helps in planning sales activities in most efficient way by providing relevant Contact Data. Our data is available on the cloud, and can be accessed from anywhere in the world. The data can be segregated on various parameters like Title, Departments, Role, etc.

However, it doesn?t make much sense until one knows how the company is structured. To overcome this, we have company specific organizational charts which help in gathering insights on the company and target business verticals/divisions accordingly. Our data is manually curated, as compared to updating via scripts and other external software resources. Having understood the importance of each contact and the difference it can make to the fortunes of any organization, we provide you with the best resources for you to run your Business.



Our Offerings

Sales Leads are the main drivers for Business Growth in any organization. At Dolcera, we partner with our clients in planning their sales processes by providing Complete, Normalized, Filterable and Manually curated Company/Contact data to help their Businesses grow .

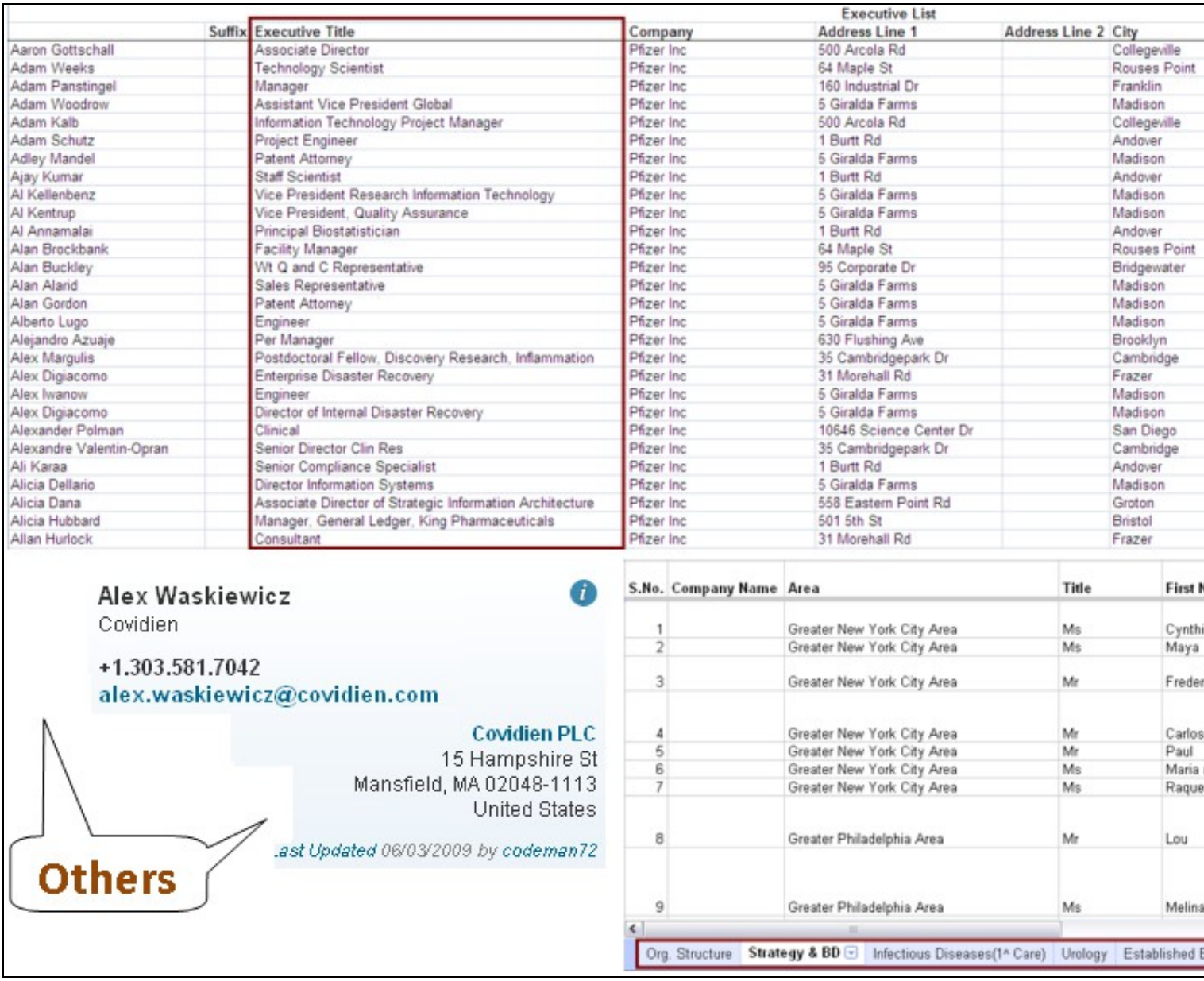
The following are the broad range of our Service Offerings:



Comparative Analysis of our Product

How are we different from others

Data Sources / Characteristics	Cloud Based Services	Organization Structures	Data Filterability	Data Normalization	View all e-mail ID's	Customization	Manual Curation	Service Support
Dolcera	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Jigsaw	Yes	No	Yes	Yes	Yes	No	No	Yes
Hoovers	Yes	No	Yes	No	Yes	No	No	Yes
Businesscard2	No	No	No	No	No	No	No	Yes
Net Prospex	Yes	No	Yes	No	Yes	No	No	Yes
LinkedIn	Yes	No	Yes	No	No	No	No	Yes
OneSource	No	No	Yes	No	No	Yes	No	Yes



Executive List

	Suffix	Executive Title	Company	Address Line 1	Address Line 2	City
Aaron Gottschall		Associate Director	Pfizer Inc	500 Arcola Rd		Collegeville
Adam Weeks		Technology Scientist	Pfizer Inc	64 Maple St		Rouses Point
Adam Panstingel		Manager	Pfizer Inc	160 Industrial Dr		Franklin
Adam Woodrow		Assistant Vice President Global	Pfizer Inc	5 Giralda Farms		Madison
Adam Kalb		Information Technology Project Manager	Pfizer Inc	500 Arcola Rd		Collegeville
Adam Schutz		Project Engineer	Pfizer Inc	1 Burtt Rd		Andover
Adley Mandel		Patent Attorney	Pfizer Inc	5 Giralda Farms		Madison
Ajay Kumar		Staff Scientist	Pfizer Inc	1 Burtt Rd		Andover
Al Kellenbenz		Vice President Research Information Technology	Pfizer Inc	5 Giralda Farms		Madison
Al Kentrup		Vice President, Quality Assurance	Pfizer Inc	5 Giralda Farms		Madison
Al Annamalai		Principal Biostatistician	Pfizer Inc	1 Burtt Rd		Andover
Alan Brockbank		Facility Manager	Pfizer Inc	64 Maple St		Rouses Point
Alan Buckley		Wt Q and C Representative	Pfizer Inc	95 Corporate Dr		Bridgewater
Alan Alarid		Sales Representative	Pfizer Inc	5 Giralda Farms		Madison
Alan Gordon		Patent Attorney	Pfizer Inc	5 Giralda Farms		Madison
Alberto Lugo		Engineer	Pfizer Inc	5 Giralda Farms		Madison
Alejandro Azuaje		Per Manager	Pfizer Inc	630 Flushing Ave		Brooklyn
Alex Margulis		Postdoctoral Fellow, Discovery Research, Inflammation	Pfizer Inc	35 Cambridgepark Dr		Cambridge
Alex Digiacomo		Enterprise Disaster Recovery	Pfizer Inc	31 Morehall Rd		Frazer
Alex Iwanow		Engineer	Pfizer Inc	5 Giralda Farms		Madison
Alex Digiacomo		Director of Internal Disaster Recovery	Pfizer Inc	5 Giralda Farms		Madison
Alexander Polman		Clinical	Pfizer Inc	10646 Science Center Dr		San Diego
Alexandre Valentin-Opran		Senior Director Clin Res	Pfizer Inc	35 Cambridgepark Dr		Cambridge
Ali Karaa		Senior Compliance Specialist	Pfizer Inc	1 Burtt Rd		Andover
Alicia Dellario		Director Information Systems	Pfizer Inc	5 Giralda Farms		Madison
Alicia Dana		Associate Director of Strategic Information Architecture	Pfizer Inc	558 Eastern Point Rd		Groton
Alicia Hubbard		Manager, General Ledger, King Pharmaceuticals	Pfizer Inc	501 5th St		Bristol
Allan Hurlock		Consultant	Pfizer Inc	31 Morehall Rd		Frazer

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Last Updated 06/03/2009 by codeman72

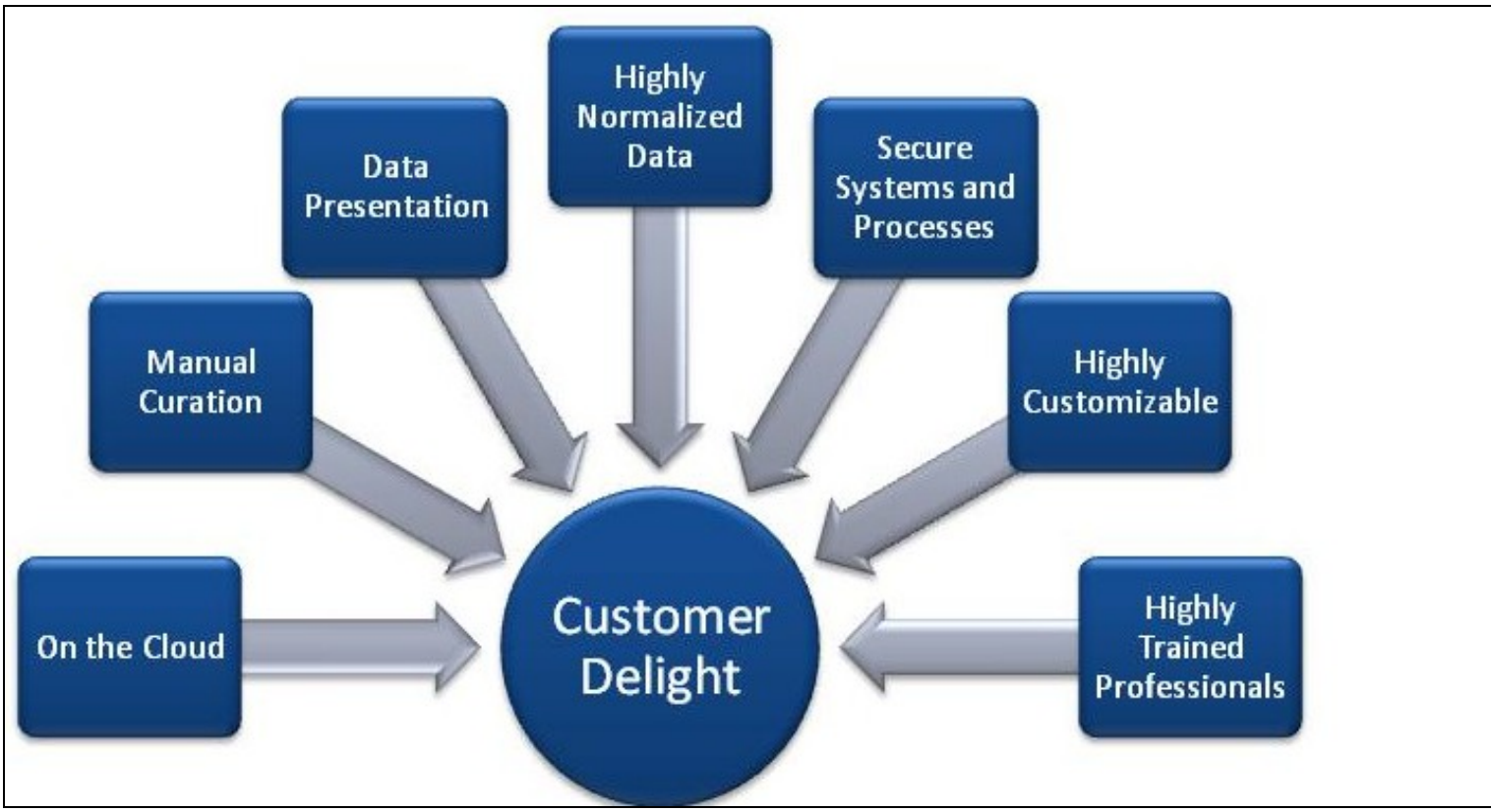
Others

S.No.	Company Name	Area	Title	First N
1		Greater New York City Area	Ms	Cynthi
2		Greater New York City Area	Ms	Maya
3		Greater New York City Area	Mr	Freder
4		Greater New York City Area	Mr	Carlos
5		Greater New York City Area	Mr	Paul
6		Greater New York City Area	Ms	Maria
7		Greater New York City Area	Ms	Raque
8		Greater Philadelphia Area	Mr	Lou
9		Greater Philadelphia Area	Ms	Melina

Org. Structure | Strategy & BD | Infectious Diseases(1^ Care) | Urology | Established E

Our Value Proposition

At Dolcera, we believe that a client satisfaction cannot be achieved without constant input and feedback from them. Hence Dolcera's process of client engagements emphasizes recurring client interactions and feedback ultimately leading to Customer Delight. In 7 years of our existence we haven't lost a single Client yet.



Our Clients

We take pride in ourselves, having worked with some of the world's largest companies. We have more than 40 Fortune 500 clients spread across North America, Europe and Asia.
With our clientele growing at a sound pace, Dolcera aims at building long lasting relationships by providing world class service and solutions. Here is a snapshot of a list of clients we work with.



Data Sources

Our Data Sources Include top Databases, Company Filings and Reports such as:

- SEC Filings
- Quarterly and Annual Reports
- Investor Presentations
- Analyst Reports
- Press Releases
- Industry blogs
- Testimonials
- Journals
- Publications
- Transcripts
- Conference notes
- Official Website



Contact Us

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