# Partner in sales planning

## Contents


- 1 Company Overview - Dolcera
  - 1.1 History
  - 1.2 Team
  - 1.3 Data Security and Confidentiality
  - 1.4 Geographical Spread
  - 1.5 Technology Interface
- 2 Product Description
- 3 Our Offerings
- 4 Comparative Analysis of our Product
- 5 Our Value Proposition
- 6 Our Clients
- 7 Data Sources
- 8 Pricing
- 9 Contact Us


## 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 Even if the data is available, it?s outdated.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 .

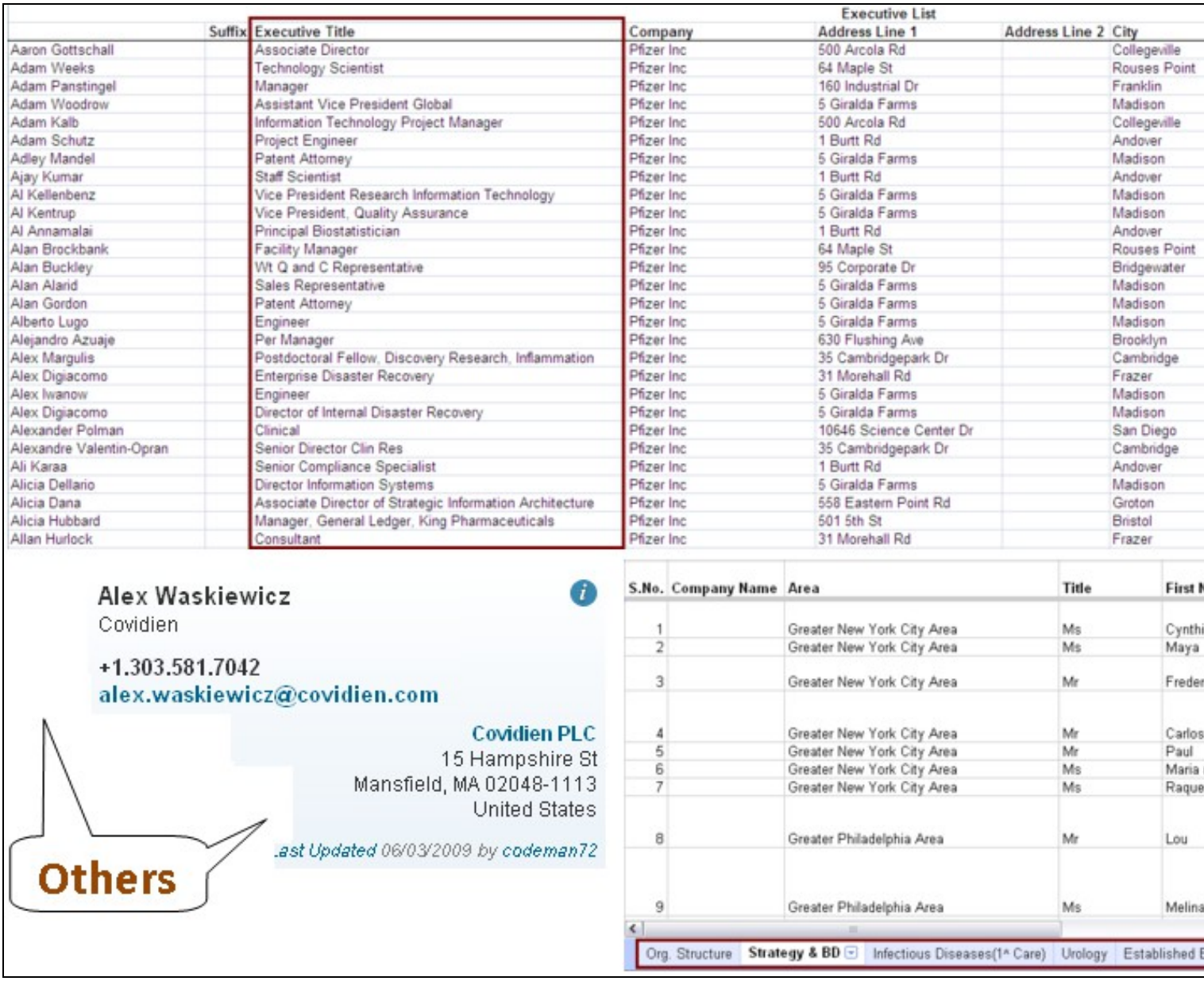
The following are the broad range of our Service Offerings:




## 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 |
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| Alicia Hubbard | | Manager, General Ledger, King Pharmaceuticals | Pfizer Inc | 501 5th St | | Bristol |
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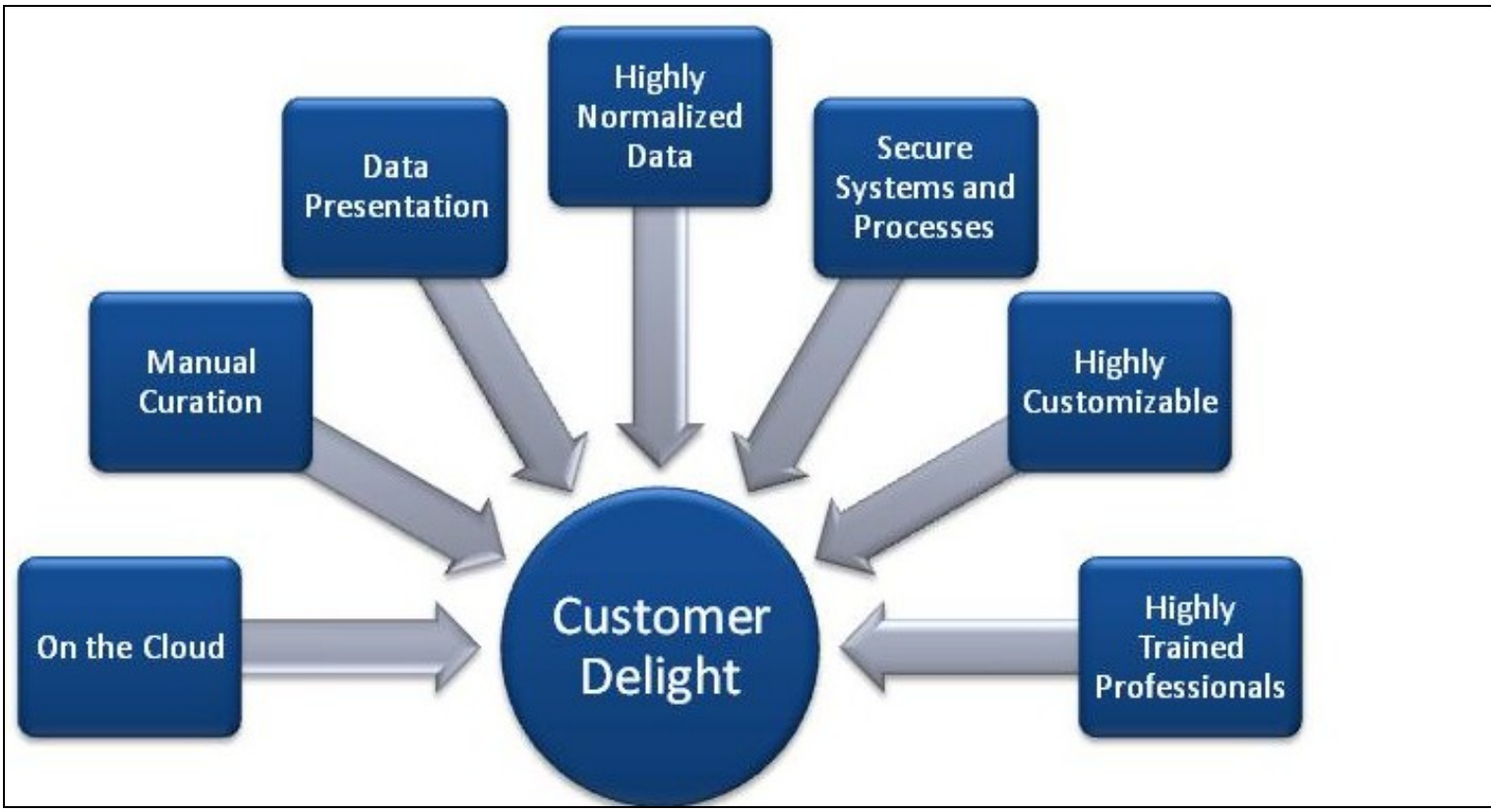
Others

| 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




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