

In-Market Demand Report

*Customized to identify accounts
researching keywords you provided*



Prepared for: TechCo., Inc.

Date: 4/1/2020

ABOUT YOUR IN-MARKET DEMAND REPORT:

The first step in achieving predictable revenue growth is to embrace an orchestrated account engagement strategy to predictably generate the pipeline you need to meet revenue goals.

Ideal buyers conduct anonymous research every day, but if you don't know about them you can't take action. 6sense allows you to light up your Dark Funnel™ and get the visibility your team needs to proactively target the right accounts based on real-time data and behavior.

This report - customized for you - identifies accounts researching the keywords you provided. These accounts may prospects anonymously visiting your website, engaging with your competitors, or an account just starting a buying journey for your solution.

If you'd like to understand how 6sense can predict where each of these accounts is in its buying journey, and help you orchestrate account engagement at scale by reaching the right buyers with the right message at the right time, we'd love to talk.

Keywords: [Keyword1](#), [Keyword2](#), [Keyword3](#)

Targeted Industries: [Industry1](#), [Industry2](#), [Industry3](#)

Targeted Revenue Range(s): [Rev-Range1](#), [Rev-Range2](#), [Rev-Range3](#)

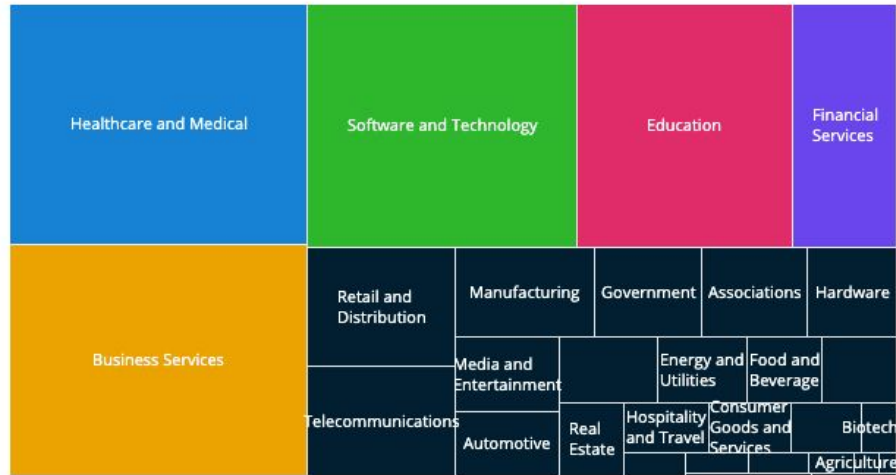
Targeted Employee Range(s): [Emp-Range1](#), [Emp-Range2](#), [Emp-Range3](#)

Number Accounts Researching Your Solution (In-Market) in the Past 7 Days: **127**

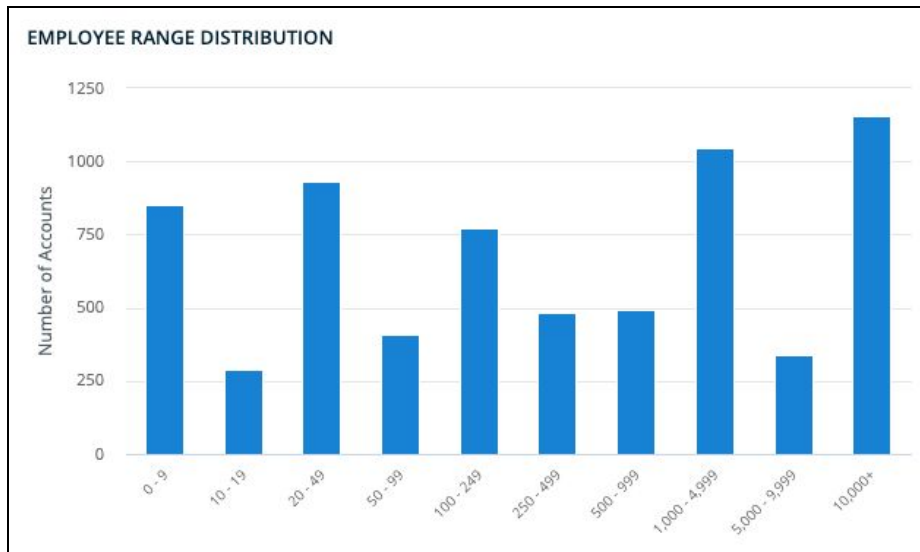
Profile summary of accounts researching the keywords you specified

Targeted Industries: Industry1, Industry2, Industry3

INDUSTRY DISTRIBUTION

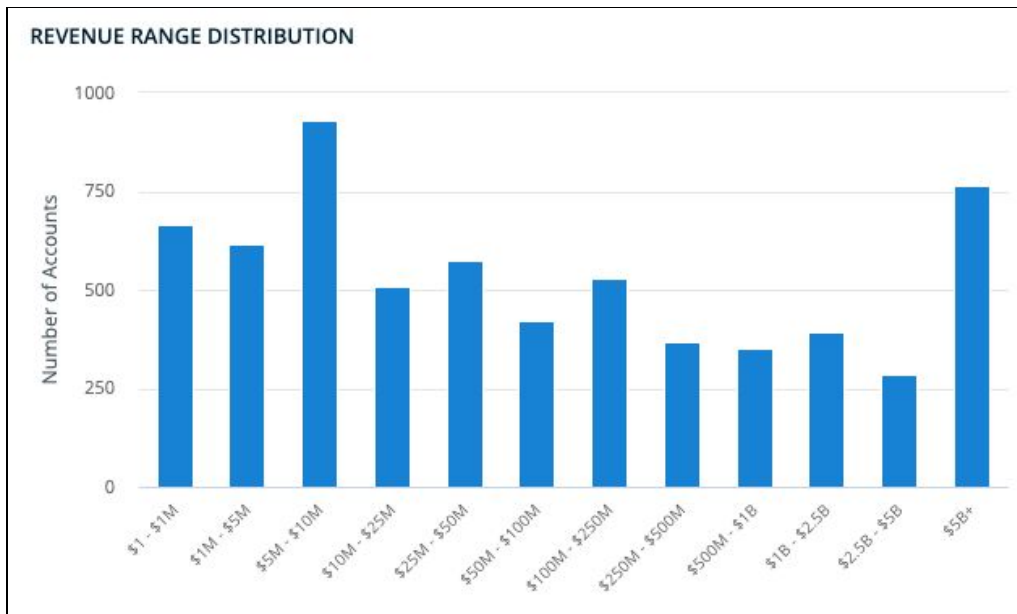


Targeted Revenue Range(s): Rev-Range1, Rev-Range2, Rev-Range3



Profile summary of accounts researching the keywords you specified (cont.)

Targeted Employee Range(s): Emp-Range1, Emp-Range2, Emp-Range3



Here is a list of the **127 accounts** researching your solution over the past 7 days, based on the keywords, industries, revenue range(s), and employee range(s) provided.

Company Name	Country	Domain	Revenue Range	Employee Range	Industry
A.I.E.S.E.C. CANADA INC	Canada	aiesec.ca	\$500M - \$1B	1,000 - 4,999	Education
ABB	United States	abb.com	\$5B+	10,000+	Business Services
ACI Worldwide	United States	aciworldwide.com	\$1B - \$2.5B	1,000 - 4,999	Software and Technology
ADARA	United States	adara.com	\$10M - \$25M	100 - 249	Business Services
AMETEK	United States	ametek.com	\$2.5B - \$5B	10,000+	Hardware
ARC Document Solutions	United States	e-arc.com	\$250M - \$500M	1,000 - 4,999	Business Services
AVI - SPL	United States	avispl.com	\$500M - \$1B	1,000 - 4,999	Software and Technology
Agilent Technologies	United States	agilent.com	\$2.5B - \$5B	10,000+	Software and Technology
American Furniture Warehouse	United States	afwonline.com	\$500M - \$1B	1,000 - 4,999	Retail and Distribution
App Annie	United States	appannie.com	\$25M - \$50M	250 - 499	Software and Technology
Avalonbay Communities Inc	United States	avalonbay.com	\$1B - \$2.5B	1,000 - 4,999	Real Estate
BINC	United States	bincsearch.com	\$10M - \$25M	50 - 99	Business Services
BP	United States	bp.com	\$5B+	10,000+	Energy and Utilities
BSI	United States	bsigroup.com	\$250M - \$500M	1,000 - 4,999	Business Services
Bed Bath & Beyond	United States	bedbathandbeyond.com	\$5B+	10,000+	Retail and Distribution
BrandMuscle	United States	brandmuscle.com	\$50M - \$100M	500 - 999	Business Services
CA Technologies	United States	ca.com	\$2.5B - \$5B	10,000+	Software and Technology
CPS Energy	United States	cpsenergy.com	\$2.5B - \$5B	1,000 - 4,999	Energy and Utilities
Cambia Health Solutions	United States	regence.com	\$500M - \$1B	5,000 - 9,999	Healthcare and Medical
Cargill	United States	cargill.com	\$5B+	10,000+	Retail and Distribution
ChargePoint	United States	chargepoint.com	\$50M - \$100M	500 - 999	Hardware
Charles River Development	United States	crd.com	\$50M - \$100M	500 - 999	Software and Technology
Ciber	United States	ciber.com	\$500M - \$1B	5,000 - 9,999	Business Services
Community Health Systems	United States	chs.net	\$5B+	10,000+	Healthcare and Medical
Core BTS	United States	corebts.com	\$100M - \$250M	250 - 499	Business Services
D4	United States	d4discovery.com	\$50M - \$100M	100 - 249	Software and Technology

DINNER LAB INC.	United States	dinnerlab.com	\$5M - \$10M	50 - 99	Hospitality and Travel
Dallas County Community College District	United States	dcccd.edu	\$100M - \$250M	100 - 249	Education
Datavail	United States	datavail.com	\$50M - \$100M	500 - 999	Business Services
Dentsply Sirona	United States	dentsplysirona.com	\$2.5B - \$5B	10,000+	Healthcare and Medical
District Of Columbia Bar	United States	dcbar.org	\$25M - \$50M	100 - 249	Business Services
Dominion Enterprises	United States	dominionenterprises.com	\$500M - \$1B	1,000 - 4,999	Software and Technology
Drip	United States	drip.com	\$10M - \$25M	10,000+	Software and Technology
ECRI Institute	United States	ecri.org	\$50M - \$100M	250 - 499	Business Services
EMD Millipore Corporation	United States	emdmillipore.com	\$1B - \$2.5B	5,000 - 9,999	Manufacturing
EPAM Systems	United States	epam.com	\$1B - \$2.5B	10,000+	Business Services
Elavon	United States	elavon.com	\$250M - \$500M	1,000 - 4,999	Financial Services
Encore Technologies	United States	encore.tech	\$1M - \$5M	100 - 249	Business Services
Enel SpA	United States	enel.com	\$5B+	10,000+	Energy and Utilities
Environmental Data Resources, Inc.	United States	edrnet.com	\$50M - \$100M	100 - 249	Business Services
Everlaw	United States	everlaw.com	\$1M - \$5M	100 - 249	Business Services
Exelixis	United States	exelixis.com	\$500M - \$1B	250 - 499	Biotech
Exxon Mobil Corporation	United States	exxonmobil.com	\$5B+	10,000+	Energy and Utilities
Fiserv	United States	fiserv.com	\$5B+	10,000+	Software and Technology
Fruition Partners	United States	fruitionpartners.com	\$25M - \$50M	100 - 249	Business Services
HUMAN COALITION	United States	humancoalition.org	\$5M - \$10M	100 - 249	Healthcare and Medical
Halliburton	United States	halliburton.com	\$5B+	10,000+	Energy and Utilities
Harris Interactive	United States	theharrispoll.com	\$100M - \$250M	500 - 999	Business Services
Heritage Hotels & Resorts	United States	hhandr.com	\$10M - \$25M	50 - 99	Hospitality and Travel
Hitachi Consulting	United States	hitachiconsulting.com	\$500M - \$1B	5,000 - 9,999	Business Services
Hu-Friedy Manufacturing	United States	hu-friedy.com	\$100M - \$250M	500 - 999	Healthcare and Medical
Humana Inc.	United States	humana.com	\$5B+	10,000+	Healthcare and Medical
Hunton & Williams LLP	United States	hunton.com	\$250M - \$500M	1,000 - 4,999	Business Services
Hyperwallet	Canada	hyperwallet.com	\$50M - \$100M	250 - 499	Financial Services
IBM	Canada	ibm.com	\$5B+	10,000+	Software and Technology
IKEA	United States	ikea.com	\$5B+	10,000+	Retail and Distribution
Intercontinental Hotels Group	United States	ihg.com	\$2.5B - \$5B	10,000+	Hospitality and Travel
Irvine Company	United States	irvinecompany.com	\$1B - \$2.5B	1,000 - 4,999	Real Estate
Ivey Business School	Canada	ivey.ca	\$50M - \$100M	1,000 - 4,999	Education

JPMorgan Chase	United States	chase.com	\$5B+	10,000+	Financial Services
JW Player	United States	jwplayer.com	\$10M - \$25M	100 - 249	Software and Technology
John Deere	United States	deere.com	\$5B+	10,000+	Manufacturing
Key Corp	United States	key.com	\$5B+	10,000+	Financial Services
Kirshenbaum Bond Senecal & Partners	United States	forsman.co	\$50M - \$100M	250 - 499	Business Services
L.J. Zucca, Inc.	United States	ljzucca.com	\$25M - \$50M	50 - 99	Retail and Distribution
LCMC Health	United States	lcmchealth.org	\$500M - \$1B	5,000 - 9,999	Healthcare and Medical
LORD Corporation	United States	lord.com	\$500M - \$1B	1,000 - 4,999	Manufacturing
Liturgical Publications Inc	United States	4lpi.com	\$50M - \$100M	250 - 499	Printing and Publishing
LivingSocial	United States	livingsocial.com	\$500M - \$1B	1,000 - 4,999	Software and Technology
Loandepot	United States	loandepot.com	\$500M - \$1B	5,000 - 9,999	Financial Services
Localytics	United States	localytics.com	\$5M - \$10M	100 - 249	Software and Technology
Mandiant	United States	mandiant.com	\$500M - \$1B	1,000 - 4,999	Software and Technology
Marvin Windows & Doors	United States	marvin.com	\$500M - \$1B	1,000 - 4,999	Manufacturing
McGraw - Hill Education	United States	mheducation.com	\$1B - \$2.5B	10,000+	Business Services
Netskope	United States	netskope.com	\$10M - \$25M	500 - 999	Software and Technology
Nexidia	United States	nexidia.com	\$25M - \$50M	100 - 249	Software and Technology
Norfolk Southern Corporation	United States	nscorp.com	\$5B+	10,000+	Transportation and Logistics
Ntt Data, Inc.	United States	nttdata.com	\$5B+	10,000+	Software and Technology
One Technologies	United States	onetechnologies.net	\$25M - \$50M	100 - 249	Business Services
Optum	United States	optum.com	\$5B+	10,000+	Healthcare and Medical
PDI	United States	pdi-inc.com	\$100M - \$250M	500 - 999	Business Services
Pardot	United States	pardot.com		10,000+	Software and Technology
Perfect Sense	United States	perfectsensedigital.com	\$1M - \$5M	100 - 249	Software and Technology
Perot Systems	United States	ps.net		10,000+	Business Services
Physicians Mutual Insurance	United States	physiciansmutual.com	\$500M - \$1B	1,000 - 4,999	Healthcare and Medical
Presidio	United States	presidio.com	\$2.5B - \$5B	1,000 - 4,999	Business Services
ProKarma	United States	prokarma.com	\$100M - \$250M	1,000 - 4,999	Software and Technology
Professional Golfers Association Of America	United States	pgahq.com	\$50M - \$100M	100 - 249	Media and Entertainment

Prospect Mortgage	United States	homebridge.com	\$100M - \$250M	1,000 - 4,999	Financial Services
Protiviti	United States	protiviti.com	\$250M - \$500M	1,000 - 4,999	Business Services
ROGERS COMMUNICATIONS	Canada	lite929.com	\$5B+	10,000+	Telecommunications
Rightpoint	United States	rightpoint.com	\$25M - \$50M	250 - 499	Software and Technology
Rogers Cable Communications Communications Inc	Canada		\$5B+	10,000+	Software and Technology
Rollins, Inc.	United States	rollins.com	\$1B - \$2.5B	10,000+	Business Services
Ropes & Gray LLP	United States	ropesgray.com	\$250M - \$500M	1,000 - 4,999	Business Services
SEREN INNOVATIONS	United States	bnroptions.com	\$2.5B - \$5B	10,000+	Business Services
SRI International	United States	sri.com	\$500M - \$1B	1,000 - 4,999	Business Services
Salary.com	United States	salary.com	\$100M - \$250M	500 - 999	Software and Technology
San Jacinto College	United States	sjcd.edu	\$50M - \$100M	1,000 - 4,999	Education
Sherwin - Williams	United States	sherwin-williams.com	\$5B+	10,000+	Retail and Distribution
SkySync	United States	skysync.com	\$10M - \$25M	50 - 99	Software and Technology
Southern California Edison Company	United States	sce.com	\$5B+	10,000+	Energy and Utilities
State Farm	United States	statefarm.com	\$5B+	10,000+	Healthcare and Medical
SunPower	United States	sunpower.com	\$1B - \$2.5B	5,000 - 9,999	Hardware
Sunrun	United States	sunrun.com	\$250M - \$500M	1,000 - 4,999	Energy and Utilities
SyCom Technologies	United States	sycomtech.com	\$50M - \$100M	100 - 249	Business Services
Syneos Health	United States	syneoshealth.com	\$1B - \$2.5B	10,000+	Business Services
TIAA	United States	tiaa.org	\$5B+	10,000+	Financial Services
Tangoe	United States	tangoe.com	\$100M - \$250M	1,000 - 4,999	Software and Technology
Telogis	United States	verizonconnect.com	\$50M - \$100M	10,000+	Software and Technology
Tennessee Valley Authority	United States	tva.gov	\$5B+	10,000+	Energy and Utilities
Treasure Data	United States	treasuredata.com	\$25M - \$50M	100 - 249	Software and Technology
VCE	United States	vce.com	\$500M - \$1B	1,000 - 4,999	Business Services
Vectren	United States	vectren.com	\$2.5B - \$5B	5,000 - 9,999	Energy and Utilities
Vertiba	United States	vertiba.com	\$5M - \$10M	100 - 249	Business Services
Verticurl	United States	verticurl.com		250 - 499	Business Services
Vestcom	United States	vestcom.com	\$100M - \$250M	500 - 999	Business Services
Vulcan Materials Company	United States	vmcmail.com	\$2.5B - \$5B	5,000 - 9,999	Manufacturing
WINNEBAGO COOPERATIVE TELECOM ASSOCIATION	United States	wctatel.com	\$5M - \$10M	50 - 99	Telecommunications

WSIPC	United States	wsipc.org	\$10M - \$25M	100 - 249	Software and Technology
Wartsila	United States	wartsila.com	\$5B+	10,000+	Manufacturing
Weber Shandwick	United States	webershandwick.com	\$250M - \$500M	1,000 - 4,999	Business Services
Whirlpool Corporation	United States	whirlpoolcorp.com	\$5B+	10,000+	Manufacturing
Wyndham Worldwide	United States	wyn.com	\$5B+	10,000+	Hospitality and Travel
XPO Logistics	United States	xpo.com	\$5B+	10,000+	Transportation and Logistics
Zhone Technologies Inc	United States	zhone.com	\$100M - \$250M	250 - 499	Hardware
Zoom Video Communications	United States	zoom.us	\$250M - \$500M	1,000 - 4,999	Business Services

What if you knew...

Where every account was in the buying stage?

Which accounts visited your website

Which accounts had been reached by digital advertising?

Which accounts have engaged with marketing or sales?

Then you could...

*Prioritize and engage with accounts based on their
buying stage with an orchestrated approach*

Know Everything. Do Anything.



about 6sense

The 6sense Account Engagement Platform helps B2B organizations achieve predictable revenue growth by putting the power of AI, big data, and machine learning behind every member of the revenue team. 6sense uncovers anonymous buying behavior, prioritizes accounts for sales and marketing, and enables them to engage resistant buying teams with personalized, multi-channel, multi-touch campaigns. 6sense helps revenue teams know everything they need to know about their buyers so they can easily do anything needed to generate more opportunities, increase deal size, get into opportunities sooner, and compete and win more often.

