

## Bureau van Dijk for LexisNexis InterAction

### Bureau van Dijk for LexisNexis® InterAction®

Transform the capabilities and power of your LexisNexis InterAction CRM system - by integrating it directly with the comprehensive, accurate company data provided by Bureau van Dijk for hundreds of millions of worldwide companies.

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

With Bureau van Dijk 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 and augment your company data              | <ul style="list-style-type: none"> <li>• Bureau van Dijk company delivered directly into InterAction - ownership, industry, size, status, financial results and more</li> <li>• Incorporate Bureau van Dijk data in your own InterAction searches and reports</li> <li>• Accessible from web, IMO and Windows clients</li> <li>• Integrate with any Bureau van Dijk dataset</li> </ul> |
| Surface corporate structures                      | <ul style="list-style-type: none"> <li>• One-click access to view the full corporate structure for any matched organisation, with known companies highlighted</li> </ul>   |
| Surface shareholder information                   | <ul style="list-style-type: none"> <li>• One-click access to view shareholder information for any matched organisation, with known companies highlighted</li> </ul>  |
| Improve data quality                              | <ul style="list-style-type: none"> <li>• Verified Bureau van Dijk address and phone information added directly to InterAction</li> <li>• Duplicate companies automatically tagged for merging.</li> </ul>  |
| View detailed financial and director information  | <ul style="list-style-type: none"> <li>• Direct access to Bureau van Dijk financial reports and directors for any matched organisation</li> </ul>  |
| Add companies from Bureau van Dijk to InterAction | <ul style="list-style-type: none"> <li>• Interactively add companies found from searching Bureau van Dijk data into InterAction, complete with full referential data</li> </ul>  |
| Completely automated updates                      | <ul style="list-style-type: none"> <li>• The integration will keep data for all matched companies updated completely automatically. This ensures you're always working with current information, and avoids manual reloads.</li> </ul>   |
| Simple, robust implementation                     | <ul style="list-style-type: none"> <li>• The integration is built using only fully supported API calls and standard profile configuration functionality.</li> <li>• Quick to implement, flexible, and easy to maintain</li> </ul>  |

## Bureau van Dijk for LexisNexis InterAction

### Integration Screenshots

**Bureau van Dijk Profile**

Domestic Owner: **ELAN HOMES HOLDINGS LTD.** (GB06732886)  
 Global Owner: **BARCLAYS PLC** (GB00048839)

**Company Information**

|                            |   |
|----------------------------|---|
| Status:                    | Active  |
| Legal Form:                | Private limited company                                   |
| Previous Names:            | BROOMCO (4168) LIMITED<br>ELAN HOMES LIMITED              |
| Incorporation Date:        | 24/10/2008  |
| National Id:               | 06732886 Company number                                   |
| Major Sector:              | Construction  |
| NACE Main Section:         | F - Construction  |
| NACE Core Description:     | Construction of residential and non-residential buildings |
| NACE Primary Descriptions: | Construction of residential and non-residential buildings |

**Key Data**

|                            |            |
|----------------------------|------------|
| Employees:                 | 77         |
| Accounts Year:             | 2012       |
| Accounts Date:             | 31/10/2012 |
| Operating Revenue (m GBP): | 35.34      |
| Net Income (m GBP):        | 1.51       |

- Viewing Bureau van Dijk 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

**Bureau van Dijk Profile** Edit

Domestic Owner: **BUNZL PUBLIC LIMITED COMPANY** (GB00358948)  
 Global Owner: This company

**Company Information**

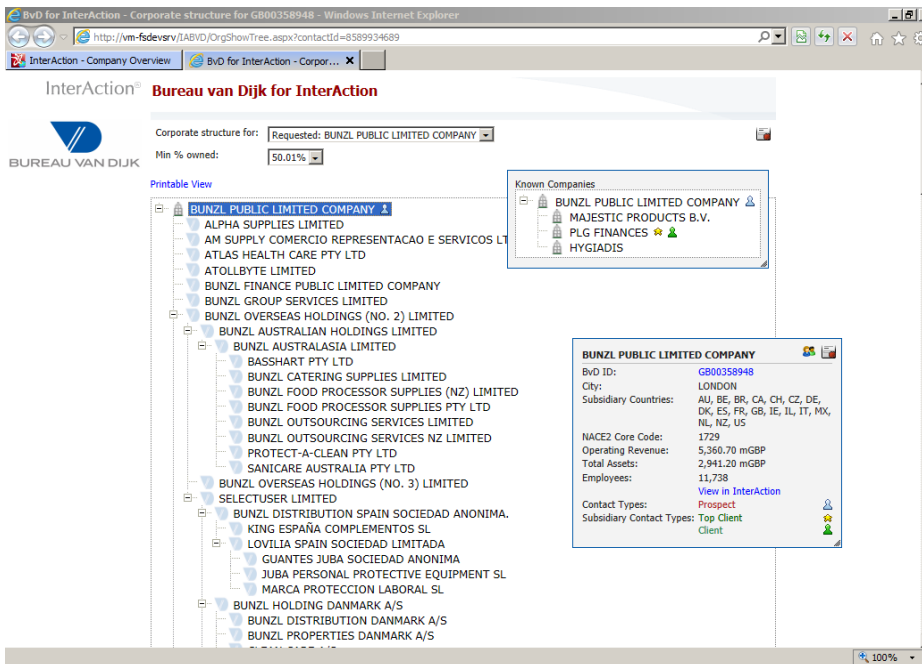
|                            |   |
|----------------------------|---|
| Status:                    | Active  |
| Legal Form:                | Public company, quoted  |
| Previous Names:            | BUNZL PULP & PAPER LTD  |
| National Id:               | 00358948 Company number   |
| Major Sector:              | Wood, cork, paper   |
| NACE Main Section:         | C - Manufacturing   |
| NACE Core Description:     | Manufacture of other articles of paper and paperboard   |
| NACE Primary Descriptions: | Manufacture of other articles of paper and paperboard<br>Manufacture of plastic packing goods |

**Key Data**

|                            |            |
|----------------------------|------------|
| Employees:                 | 11956      |
| Accounts Year:             | 2011       |
| Accounts Date:             | 31/12/2011 |
| Operating Revenue (m GBP): | 5110.80    |

- Viewing Bureau van Dijk information from IMO (InterAction for Microsoft Outlook)

## Bureau van Dijk for LexisNexis InterAction



The screenshot shows the 'Bureau van Dijk for InterAction' web interface. The main area displays a corporate structure tree for 'BUNZL PUBLIC LIMITED COMPANY'. A 'Known Companies' pop-up window lists several companies, including 'BUNZL PUBLIC LIMITED COMPANY', 'MAJESTIC PRODUCTS B.V.', 'PLG FINANCES', and 'HYGIADIS'. A detailed view of 'BUNZL PUBLIC LIMITED COMPANY' is shown, including its BvD ID (GB00358948), City (LONDON), and various financial and operational metrics.

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

## Implementation Process

- Bureau van Dijk will take an extract of your company data from InterAction and match it against their extensive world-wide company database, tagging each matched organisation with its unique BvD ID number.
- The integration software does the rest - applying the BvD ID to each matched company in InterAction and populating each one with the data from Bureau van Dijk, then keeping the data updated automatically.
- The data brought in from Bureau van Dijk is fully configurable, 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 Bureau van Dijk information in the web client and IMO can also be fully customised.
- New matches can be established immediately at any time via an interactive lookup - for example, for new organisations added to InterAction.



## Bureau van Dijk for LexisNexis InterAction

### About Bureau van Dijk



Bureau van Dijk is one of the world's best regarded sources of trusted business information.

Its products include Orbis and Mint Global both with international coverage, plus Fame and Mint UK covering the UK and Ireland. You can choose which content to integrate with InterAction.

### 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 integration partner of Bureau van Dijk.

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