

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 Even if the data is available, it's outdated.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

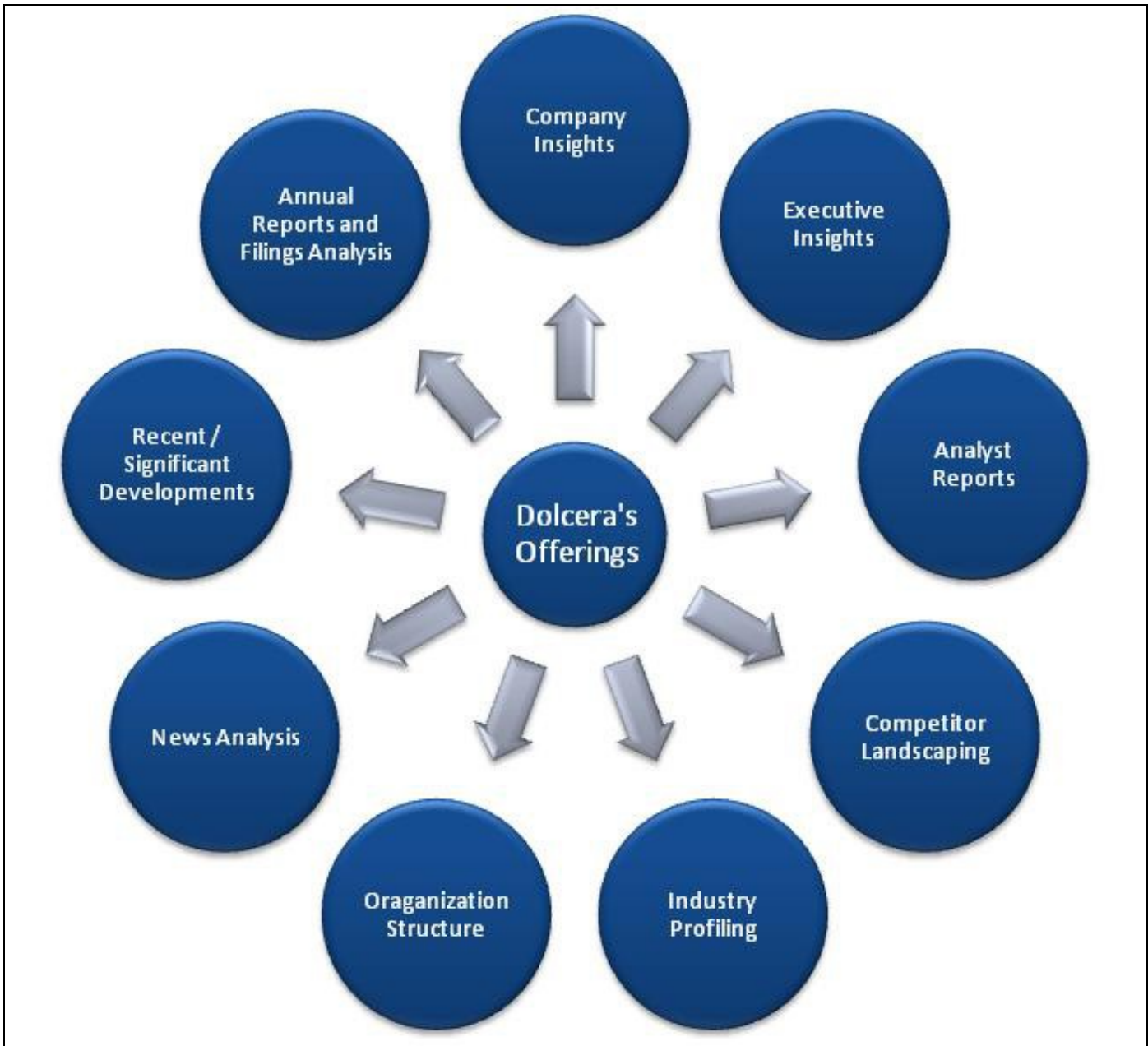
However, it doesn't make much sense until one knows how the company is structured. To overcome this, we have company specific organizational charts which help in gathering insights on the company and target business verticals/divisions accordingly. Our data is manually curated, as compared to updating 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
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

## Alex Waskiewicz

Covidien

+1.303.581.7042

[alex.waskiewicz@covidien.com](mailto:alex.waskiewicz@covidien.com)

**Covidien PLC**

15 Hampshire St  
Mansfield, MA 02048-1113  
United States

Last Updated 06/03/2009 by codeman72

**Others**

S.No.	Company Name	Area	Title	First Name
1		Greater New York City Area	Ms	Cynthia
2		Greater New York City Area	Ms	Maya
3		Greater New York City Area	Mr	Frederick
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 B
----------------	---------------	------------------------------	---------	---------------

## 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

Contact us at our USA and India offices.



### **India Office**

**Navayuga Inspire  
Old Mumbai Highway  
Serilingampally - 500032  
Hyderabad, INDIA**

**Phone: +91-40-6451-  
0832**

**Email:  
info@dolcera.com**

### **USA Headquarters**

**3555 South El Camino  
Real #305  
San Mateo, California  
94403-3415, USA**

**Phone: +1-650-425-6772**

**Fax: +1-866-690-7517**