

IncNet Business Database – Australia & New Zealand

This is an excellent list for communicating with executive decision-makers in Australia and New Zealand.

IncNet is one of the most comprehensive B2B marketing databases available, covering the top companies in **Australia and New Zealand**. Coverage extends to 50,000 organisations and over 250,000 key decision makers within them. The main focus is companies with 20+ employees or \$5 million revenue (10+ employees or \$2 million in NZ). The IncNet team researches, updates, amends, adds and deletes company and contact data in order to maintain BBD at the highest possible level of quality.

Please view the **following 2 pages** for a breakdown of available categories, job titles and pricing. You may also wish to tick the relevant boxes and fax back to us for a count and quote to (61) 3 8080 6469 - DON'T FORGET TO WRITE YOUR CONTACT DETAILS ON THE PAGE! Or call us on **1300 668 287** and we can do a count now for you.

INDUSTRY

- 01 Agriculture** - Fishing, farming, and logging
- 02 Mining** - Gold, oil and mineral exploration and/or extrusion
- 03 Construction** - Building companies and contractors
- 04 Manufacturing** - Production of physical products
- 05 Transport** - Movement of people and/or products
- 06 Communications** - Media, telecommunications, and postal services
- 07 Utilities** - Electricity, Gas, & Sanitary Services, Public utilities and essential services
- 08 Wholesale / Distribution** - Distribution of products other than to end users
- 09 Retail** - Distribution of products and/or services direct to end users
- 10 Banking / Finance** - Banks; Money Market Corporations ie Merchant Banks; Finance Companies; Credit Unions; Building Societies
- 11 Insurance** - Insurance Companies; Reinsurance Companies; Insurance Brokers
- 12 Property** - Property Development; Property Investment; Real Estate Agents
- 13 Other Fin'l Intermediaries** - Companies involved in investment: Fund Managers, Stockbrokers, Investment Advisers, and Holding Companies
- 14 Hospitality** - Hotels; Resorts; Gambling, and Other Leisure Providers
- 15 Professional Services** - Services where professional qualifications are required eg Solicitors, Accountants, or where time is sold
- 16 Other Business Services** - Services sold to businesses not based on individuals' qualifications, or not sold on a time basis
- 17 Consumer Services** - Any services sold / provided to consumers that is not a product, eg Health, Education, Dry Cleaning, Security
- 18 Government** - Federal, State, and Local
- 19 Importer** - Companies importing overseas manufactured products and services
- 20 Exporter** - Companies exporting Australian manufactured products and services

EMPLOYEE SIZE BRACKETS

- 1-19
- 20-49
- 50-99
- 100-499
- 500-999
- 1,000-4,999
- 5,000+

REVENUE BRACKETS

- <3 million
- 3-5 million
- 6-9 million
- 10-19 million
- 20-49 million
- 50-99 million
- 100-499 million
- 500+million

Tell us if you want selected States and/or NZ data. For regions you will need to tell us the postcodes. Ask if you'd like a copy of our postcode database.



List Brokers & Direct Marketing Campaigns
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Ph: 1300 668 287 Fax 03 8080 6469

JOB FUNCTIONS

Senior Management

- CHM Chairperson
- CEO Chief Executive Officer
- CYS Company Secretary
- CT Corporate Treasurer
- DIR Director
- DGM Divisional General Manager
- FIN Chief Financial Officer
- HR Human Resources Manager
- ITM IT Manager/CIO
- MDM Marketing Manager
- OPS Operations Manager
- PNR Partner
- SEC Executive Assistant
- SPS Senior Public Servant

Other Management

- ACD Academic
- ACC Accountant
- ADM Administration Manager
- AUD Audit Manager
- BDM Business Development Manager
- CCM Call Centre Manager
- CON Consultant
- CRT Contract Manager
- CRD Credit Manager
- CRM Customer Relationship Manager
- EDT Editor / Journalist / Writer
- ECM E-Commerce Manager
- ENG Engineer
- ENV Environment Manager
- EXP Export Manager
- EVT Events Manager
- BRK Finance Broker
- FLEET Fleet Manager
- IAV Investment Adviser
- KNW Knowledge Manager

- LEG Legal Manager
- LBY Librarian
- LOG Logistics Manager
- MNT Maintenance Manager
- MGR Manager
- MFG Manufacturing Manager
- OHS Occupational Health & Safety Mgr
- OFF Office Manager
- PAY Payroll Manager
- PLN Planning Manager
- PCY Policy Manager
- PRJ Project Manager
- PTY Property Manager/Facilities Manager
- PCH Purchasing Manager
- PRM Public Relations Manager
- QAM Quality Assurance Mgr
- R&D Research & Development Mgr
- RSK Risk Manager
- SSM Senior Sales Manager
- SUP Superannuation Manager
- TAX Tax Manager
- TCH Technical Manager
- TEL Telecommunications Mgr
- OTH Unclassified Personnel
- WEB Webmaster & Website Developer

DATA I REQUIRE IS:

- Postal
- Telephone
- Fax
- *Email (*we'll need to see a copy of your email for list owner approval*)
- Website
- Industry Type Coding
- Employee Size Coding
- Revenue/Turnover Coding

I WANT TO...

- Rent the data (use once only)
- Purchase (use multiple times)

See pricing below

**note that email data is NOT opt-in. Please call us if you need us to 'please explain' @*

Pricing ex GST

DATA RENTAL

Postal data: 38.5c per record
Telemarketing data or Fax data: 38.5c per record
Postal & Telemarketing combo: 77c per record (*other combos available...just ask*)
Email data rental: 43c per record
Extra fields/Company Details (industry type, employee size, revenue, website url): 3c each per field (extra)

PURCHASE DATA

Postal, tele, fax combo: \$1.90 per record
Postal, tele, fax, email combo: \$2.50 per record
Postal, tele, fax, industry type, revenue, employee size combo: \$2.50 per record (no email)
Full purchase including email: \$3.10 per name

SETUP CHARGE (charged by list owner): \$295.00

URGENCY FEE SAME DAY DELIVERY \$160.00 extra

Deliverability: Postal 98% Tel 95%



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