

**About**

**ZAP**info

The logo for ZAPinfo features the word "ZAP" in a bold, blue, sans-serif font. A blue arrow starts at the top left of the 'Z', points left, then curves down and right to point at the bottom right of the 'P'. The word "info" is in a lighter blue, sans-serif font.

**Accelerated Recruiting**



# About ZapInfo

- A Chrome Extension That Works With All Sites & Apps In Browser
- Automates Every Step Of The Recruiting Process
- Find, Engage, and Deliver Recruiting Results In 50% Less Time
- Eliminates Busy + Non-Productive Work For Recruiters
- Helps Multiply & Measure Recruiters and Sourcing Investments Everywhere



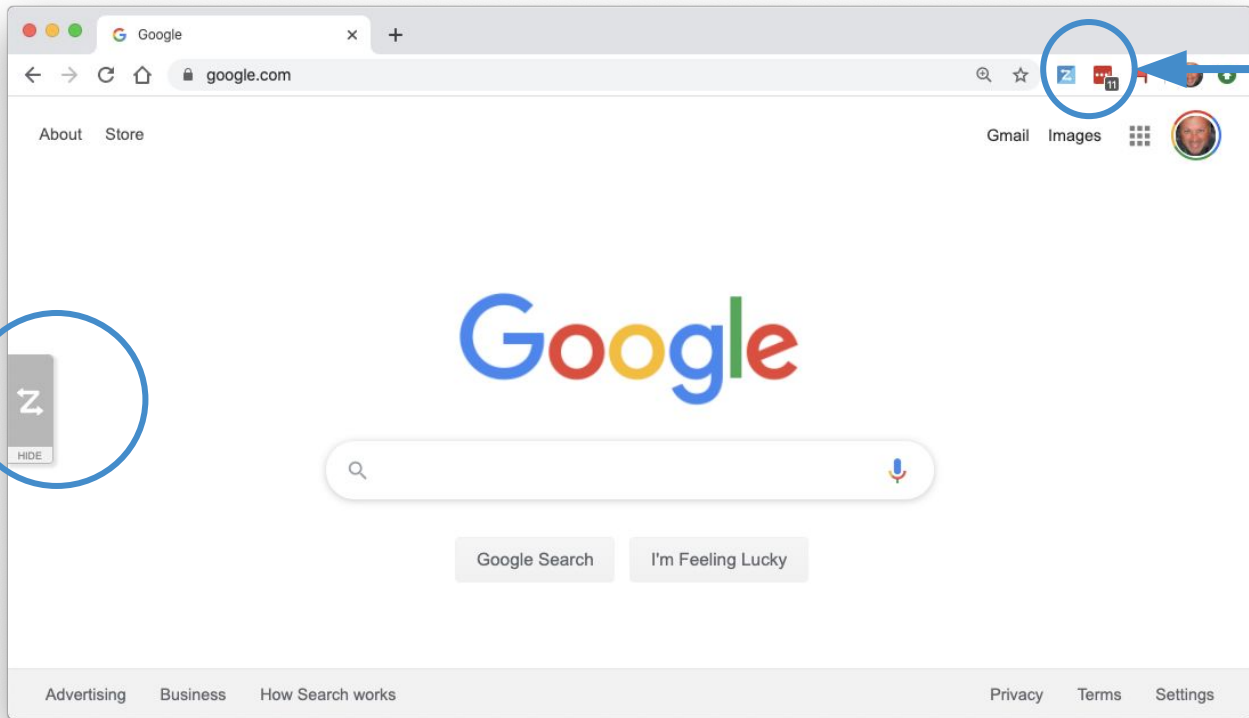


- Market Shift From Job Postings To Search/Social
- Searching Social Is Difficult Unless Using Special Tools
- Recruiters Required To Really Connect With Candidates
- Social Marketing Difficult Without Automation
- Social Spamming Is Hurting Recruiting Efforts
- Lack Of Visibility To Social Activity = Blind Spots



# ZapInfo Is A Chrome Extension

**Travels  
with  
you**



**Lives in  
your  
browser**



# Zap Contacts In + Out Of Any Site

UPLOAD RESUME/PDF

CREATE NEW RECORD

IMPORT RECORDS

Zap In

chrome-extension://kiodpphbm... x +

ZAPInfo | chrome-extension://kiodpphbm... |

ZAPBOARD 184 / 416 | TEMPLATES 44 | TOOLS

R20-MN-Sent | Enrich | More

Page 1 of 5 | 0 selected: None | Page | All

		<b>KATHLEEN (KATHY) GULLICKSON</b> Director, Executive Talent Acquisition @ Best Buy				
		<b>KELLI READY CVT</b> Talent Acquisition Partner @ BluePearl Veterinary P...				
		<b>KATHY ST. LOUIS</b> HR Generalist/Recruiter @ MultiSource Manufacturi...				
		<b>RICK DEARE</b> President, Executive Recruiter and Sales Recruiter @...				
		<b>ANDRAYA LUND</b> Center of Excellence - Sr IT Talent & Continuous Imp...				
		<b>AUTUMN CHANDLER</b> Senior IT Technical Recruiter @ ITR Group				
		<b>COREY DONOVAN</b> Executive Recruiter in Data Storage, Backup & Enter...				
		<b>COURTNEY COOK</b>				

Zap In | Zap Out

INDIVIDUAL PDF FILES

CLIPBOARD

SPREADSHEET

PUSH TO PHENOM PEOPLE

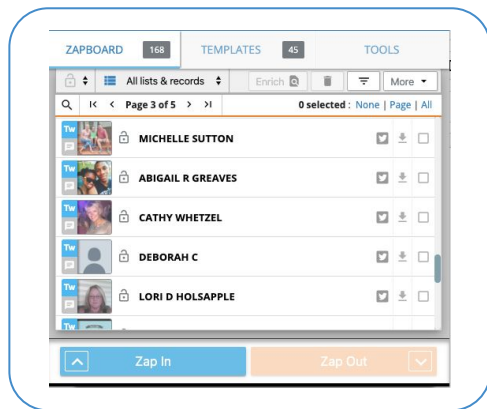
PUSH TO PIPEDRIVE

PUSH TO ALLYO

Zap Out



# Companion App



## Acts Like Companion App:

- Zaps Contacts From Anywhere Online
- Enriches And Finds Direct Contact Information
- Sends Contacts Into Nearly Any Talent Apps

### Find



- Zap any job
- Auto create searches
- Finds matching talent
- Supports most sites
- Creates Boolean Search Strings
- Shows new sources of talent



### Capture



- Extract contacts
- Extract profiles and resumes
- Extract jobs and company info
- Most job boards/ resume search
- Most social and search sites
- Most web pages with contacts



### Enhance



- Find email addresses
- Find social profiles
- Find phone and address info
- Uses multiple lookup services
- Uses highest confidence data
- 1-click lookup on sites



### Engage



- Send personalized emails
- Send social messages
- Send SMS
- Personalized to contact
- Email sent from you
- Any social site



### Deliver



- Zap to apps
- Export to PDF or CSV
- Zap to API
- Zap in single or multiple
- API's for most ATS and CRM





# Accelerates Recruiting Process

Sources

LinkedIn



Indeed



Google



Facebook



Monster



GitHub



Quora



Busy

Posting



Searching



Extract & Enrich



Data Entry



Outreach



Evaluating



Profile Prep



Feedback



ZapInfo accelerates recruiting by removing the manual, time consuming busy work the zaps 50% or more of a recruiter's day.

Platform

Career Site



Talent CRM



Marketing



ATS



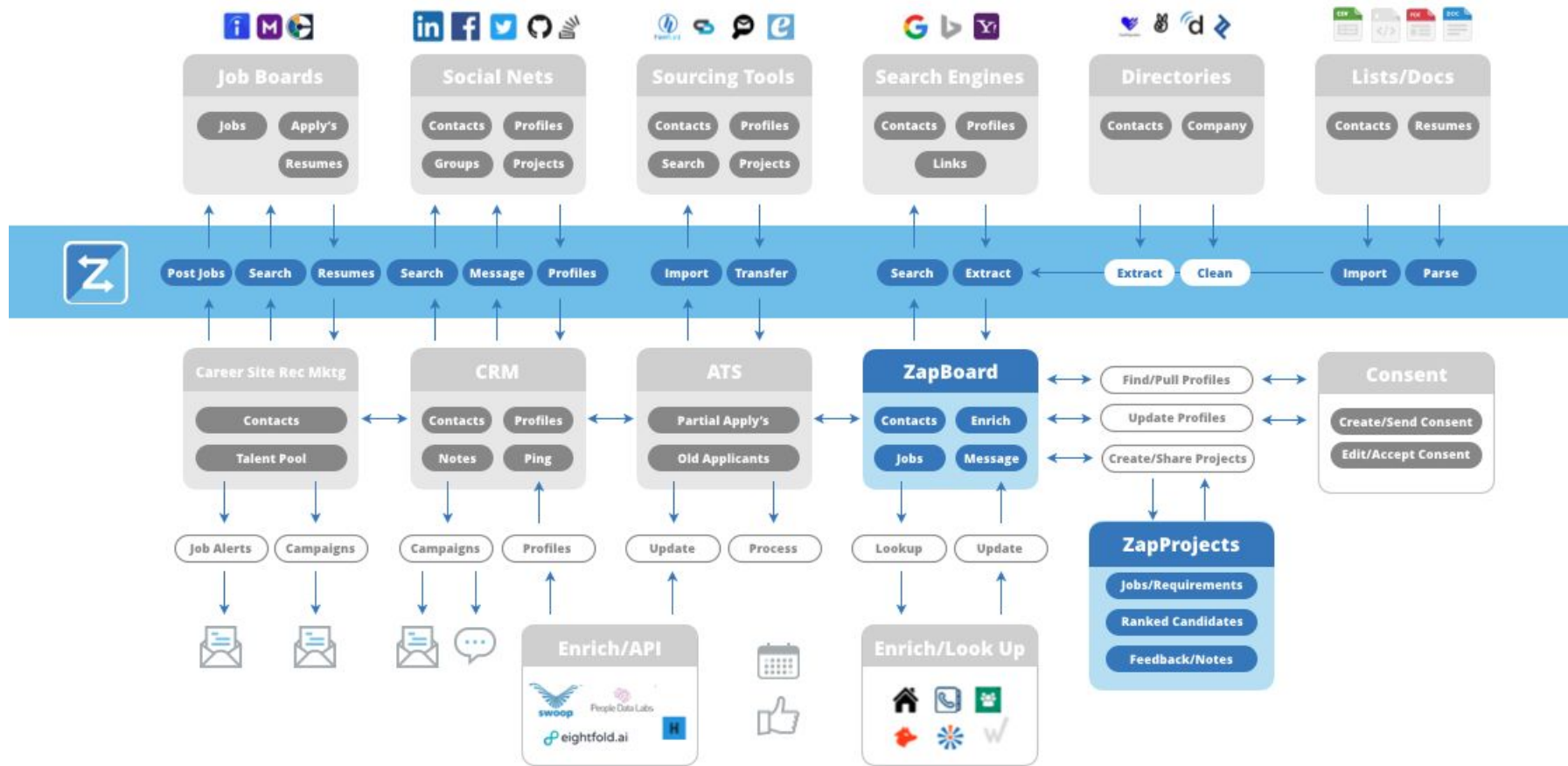
HRMS

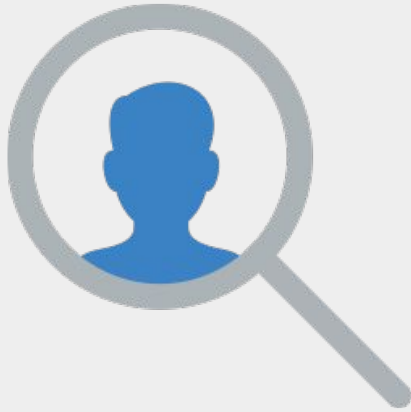




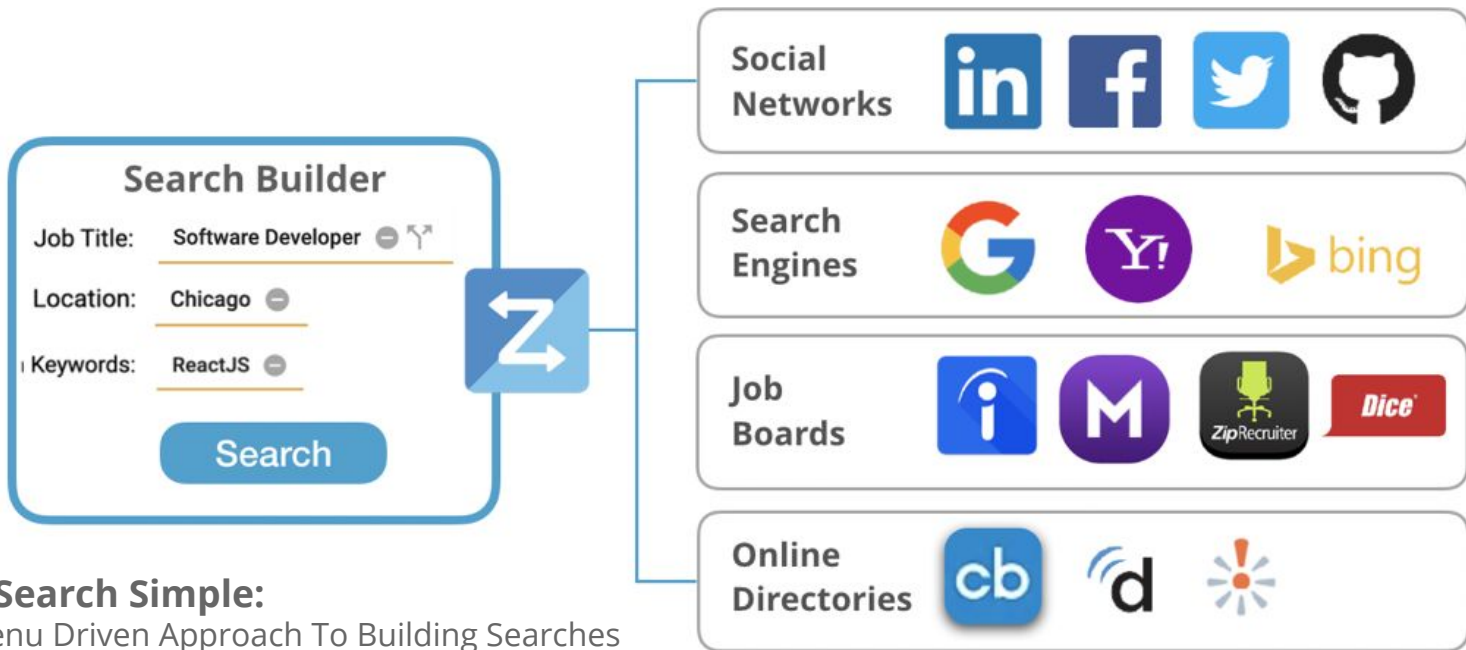


# Connects Talent Ecosystem





# Finding Talent



### Makes Search Simple:






- Menu Driven Approach To Building Searches
- Create Searches To Multiple Sites Easily
- No Boolean Or Coding Experience Required
- Broadens Search Channels Instantly

[How To Use The Search Library](#)

**FILTER BY:**

TITLE  DOMAIN  RESULTS FROM  CATEGORY  SITE TYPE

LOCATION

Search Title	Domain	Results From	Category	Site Type	Location
<a href="#">Pharmacists</a>	 <a href="https://doximity.com">doximity.com</a>	Doximity	Healthcare + Pharmacists	Directory + Demo	All
<a href="#">Physicians</a>	 <a href="https://doximity.com">doximity.com</a>	Doximity	Healthcare + Physicians	Directory + Demo	All
<a href="#">Acute Nurse Practitioners</a>	 <a href="https://doximity.com">doximity.com</a>	Doximity	Healthcare + Nurses	Directory + Demo	All
<a href="#">UCLA Nurses Faculty</a>	 <a href="https://ucla.edu">ucla.edu</a>	ULCA Website	Healthcare	Directory + Demo	California
<a href="#">Facebook Research Team</a>	 <a href="https://facebook.com">facebook.com</a>	Facebook	Technology	Directory + Demo	All

## 10K Sample Searches:

- Library of saved searches for nearly every type of talent on multiple sites
- Instantly links to search results without needing to create searches
- Easily modify search results after searching to refine results
- Exposes talent on sites that most recruiters don't know how to use/find



# 1-Click Lookups Simplify Research

**LOOKUP ONLINE**

**Search Builder**

on Facebook

on Twitter

on WhitePages

on Pinterest

on Indeed

on ZoomInfo (via Google)

on Facebook (via Google)

on Advance Background Checks

on TruePeopleSearch

on US Phone Book

on LinkedIn

on GitHub

on Angellist

on Xing

on Google (for LinkedIn)

on ContactOut (via Google)

on RocketReach (via Google)

on GitHub (via Google)

on That's Them

on FastPeopleSearch

on Spokeo



## Ben R Gotkin

Age 48

Lives in North Potomac, MD

Used to live in Montgomery MD, Reisterstown MD, Gaith...

Related to Cliodhna Mccaughey, Benjamin L Gogkin

[View All Details](#)

## Benjamin R Gotkin, Age 48

Lives in: **North Potomac, MD**

Prior addresses: **Montgomery, MD, Gaithersburg, MD, Rockville, MD**

Relatives: **Cliodhna Mccaughey, Benjamin Gogkin, Barbara Winderlich, David Gallup, Frances Eney, Lara Eney, Michael Chait, Paul Eney**

[VIEW FULL ADDRESS & PHONE](#)

## Ben Gotkin

Goes By **Benjamin Gotkin**  
North Potomac, MD

Age: 48

Full Name: **Mr Benjamin R Gotkin**

Current Address: 15532 Owens Glen Ter

Used to live: 15532 Owens Glen Ter, Montgomery MD

• 112 Lazy Hollow Dr, Gaithersburg MD

• 5317 Randolph Rd, Rockville MD

•

Phone: (301) 980-2008 • (301) 947-5995 • (240) 654-4568 •

## Benjamin Gotkin

North Potomac, MD

[View Full Report](#)

USED TO LIVE IN North Potomac, MD • Gaithersburg, MD • Reisterstown, MD • Rockville  
RELATED TO Lisa Michelle Chait Gotkin • David R Gotkin • Sean Gordon Gotkin • Ch

[PHONE](#) | [CURRENT ADDRESS](#)

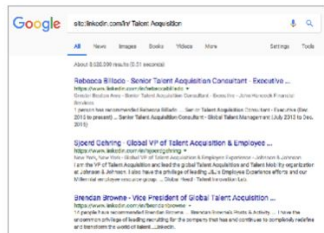


# Capture Talent



# LinkedIn Use Cases

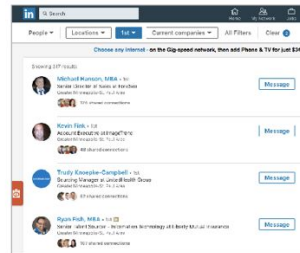
## Google Xray



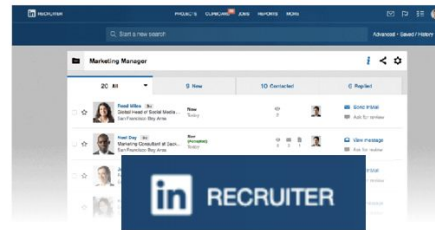
## Zap Single Profiles



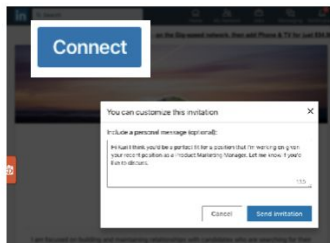
## Zap Multiple Profiles From Search Results



## Zap Profiles From Recruiter Projects



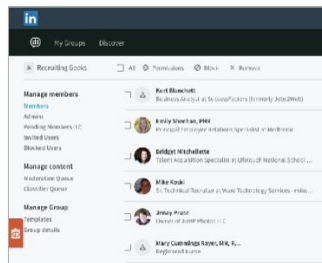
## Automated & Personalized Connects



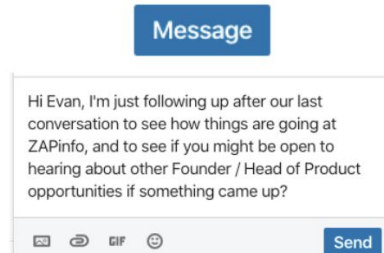
## Zap 1st Level Connections



## Zap Contacts From Groups

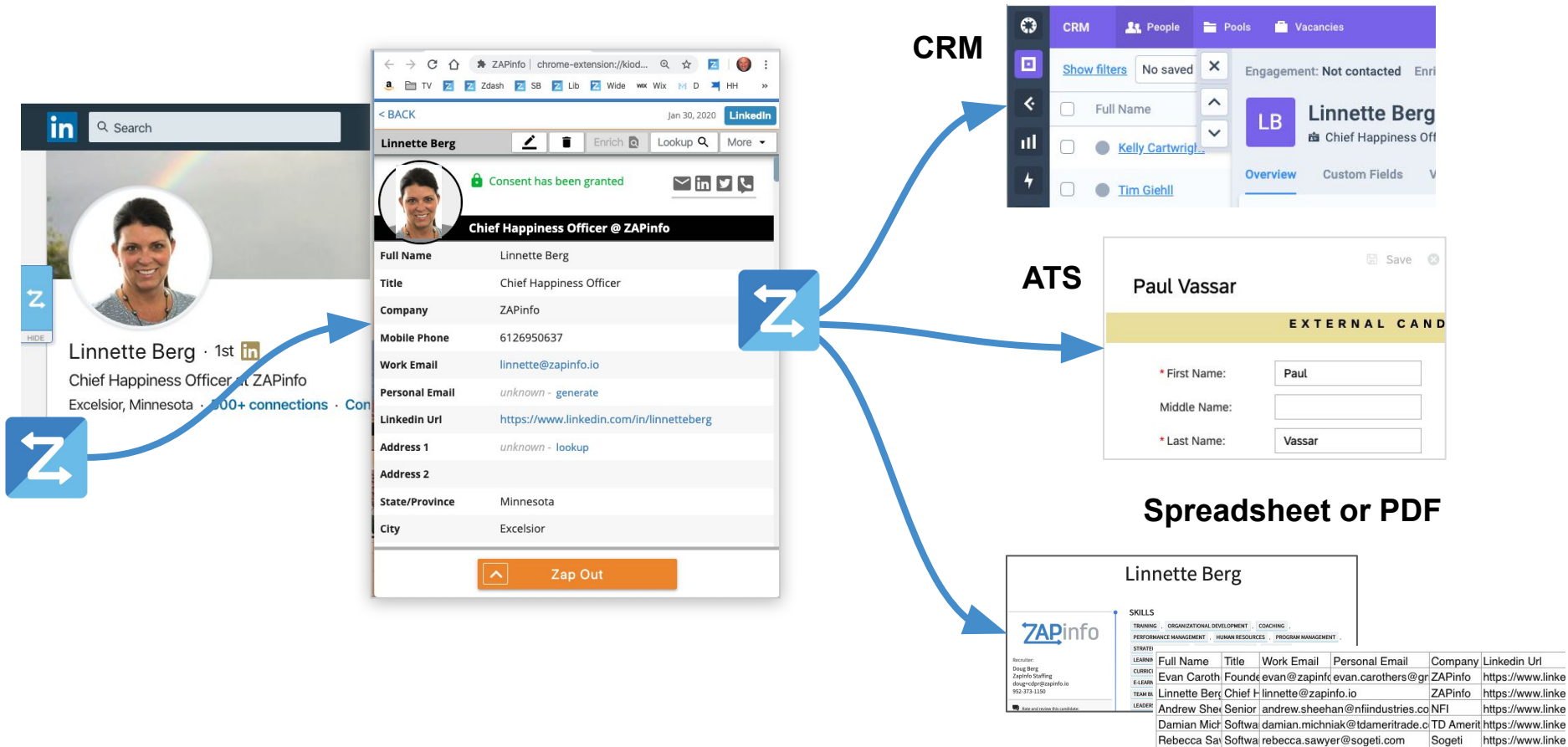


## Send Standard Messages





# Zap From > To Anywhere







# Zap From > To Anywhere

Back to Job page

99% match

**Kiran Ragi**  
Talent Acquisition Specialist, Erudite Access Soft Tech Inc  
Edison, NJ  
Resume Updated: Over a year ago  
Source: Monster **diversity**

Profile Resume Activity

**Experience**

Year	Job Title	Company
2016 - Present	Talent Acquisition Specialist	Erudite Access Soft Tech Inc

- Involving in day to day activities related to HR Activities /Recruiting
- Carrying out full life-cycle recruiting including cold calling, prescreening candidates, reviewing resumes, assessing applications, and initiating first round interviews.
- Develop and execute sourcing strategies to increase candidate pipeline to meet overall recruiting goals.
- Working on full time and Contract to hire positions (DevOps (Application & Infrastructure) Front-End (AngularJS, React JS), Scrum Master, Amazon AWS, Microsoft Azure, .NET, JAVA, Python, Release Engineers, Hadoop, SAP Oracle, Performance Architects Leads, Android, iOS, BA, Project Manager, Data Architects, DataWarehouse, SQL\_DBA, Network, Interns and Engineers etc)
- Using ATS Taleo for uploading resumes (shortlisted) and communicating with the corporate recruiters.
- Managing and participating in the meetings with the Hiring Managers, Corporate recruiting teams and the accounts managers.
- Utilizing social media to platform in order to connect and identify the consultants.
- Involved in Human Resource App
- Written Functional specs for the HR App
- Coordinated with Android, iOS and Windows developers and team heads
- Involving in weekly meetings related to the HR App.

SOFTCOM SYSTEMS, Princeton, NJ  
It's a project Management Company providing a complete range of services that help their clients improve the way they manage projects, programmers and portfolios also into IT consulting company providing services to the Financial, Pharmaceutical and Communications, Retail/Manufacturing Industries

2013 - 2016	Sr. Talent Acquisition Specialist	Mass Mutual
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CRM

CRM People Pools Vacancies

Show filters No saved X

Engagement: Not contacted Enri

Full Name

Kelly Cartwright

Tim Giehl

**Linnette Berg**  
Chief Happiness Off

Overview Custom Fields V

ATS

Paul Vassar

EXTERNAL CAND

\* First Name: Paul

Middle Name:

\* Last Name: Vassar

Spreadsheet or PDF

**Linnette Berg**

ZAPinfo

Recruiter: Dong Berg  
Zapinfo Staffing  
dong@zapinfo.io  
953-373-1150

Skills

TRAINING ORGANIZATIONAL DEVELOPMENT COACHING  
PERFORMANCE MANAGEMENT HUMAN RESOURCES PROGRAM MANAGEMENT

Full Name	Title	Work Email	Personal Email	Company	LinkedIn Url
Evan Caroth	Founde	evan@zapinfo	evan.carothers@gr	ZAPinfo	https://www.linke
Linnette Berg	Chief H	linnette@zapinfo.io		ZAPinfo	https://www.linke
Andrew Shee	Senior	andrew.sheehan@nfiindustries.co		NFI	https://www.linke
Damian Mich	Softwa	damian.michniak@tdameritrade.c		TD Amerit	https://www.linke
Rebecca Sai	Softwa	rebecca.sawyer@sogeti.com		Sogeti	https://www.linke



# Zap Applicants Out Easy

☐ **7.9 match** **Dan Campbell** **Viewed**  
Troutdale, OR | Bachelor's Degree

- Sr. Business Analyst/Scrum Master, NIKE Inc

Top Skills	Experience
Cost Analysis	0.7 year
Oracle Financials	0.9 year
Accounting	0.9 year

☐ **7.8 match** **Greg Prosser** **Viewed**  
Portland, OR | Bachelor's Degree

- Senior Business Analyst, f/k/a STOCKAMP & ASSOCIATES

Top Skills	Experience
Oracle General Ledger	2.5 yrs
Accounts Receivable	2.5 yrs
Billing	2.5 yrs



CRM

CRM People Pools Vacancies

[Show filters](#) No saved

Engagement: Not contacted Enri

☐ Full Name

☐ Kelly Cartwright

☐ Tim Giehl

**LB** **Linnette Berg**  
Chief Happiness Off

[Overview](#) Custom Fields

ATS

Save

**Paul Vassar**

**EXTERNAL CAND**

\* First Name:

Middle Name:

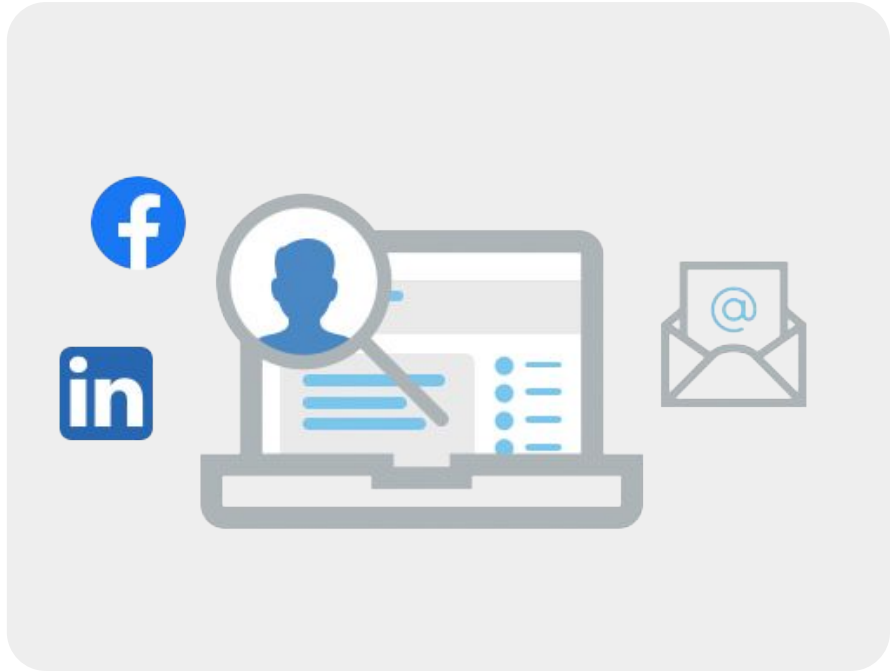
\* Last Name:

Spreadsheet or PDF

**Linnette Berg**

Recruiter  
Doug Berg  
Zapinfo Staffing  
doug.berg@zapinfo.io  
952-373-1150  
[See your resume to candidate](#)

**SKILLS**  
TRAINING · ORGANIZATIONAL DEVELOPMENT · COACHING ·  
PERFORMANCE MANAGEMENT · HUMAN RESOURCES · PROGRAM MANAGEMENT ·  
STRATEGIC PLANNING · CHANGE MANAGEMENT · STRATEGY ·  
LEARNING MANAGEMENT · ONBOARDING · SUCCESSION PLANNING ·  
CURRICULUM DESIGN · INSTRUCTIONAL DESIGN · RECRUITING · E-LEARNING ·  
E-LEARNING · NEW HIRES ORIENTATIONS · CONSULTING · SALES ·  
TEAM BUILDING · TALENT MANAGEMENT · LEADERSHIP ·  
LEADERSHIP DEVELOPMENT · EMPLOYEE ENGAGEMENT · PUBLIC SPEAKING ·



# Enhance Talent

**ZAPBOARD** 19 / 472 **TEMPLATES** 44 **TOOLS**

SourceCon Enrich

0 selected: None | All

		Amy Schultz	Director, Talent Acquisition - ...	LinkedIn	No email	<a href="#">find</a>		<input type="checkbox"/>
		Amybeth Quinn	Senior Manager, Talent Sourci...	Walmart eCommerce	No email	<a href="#">find</a>		<input type="checkbox"/>
		Balazs Paroczay	Vice President Global Sourcing	Cielo	No email	<a href="#">find</a>		<input type="checkbox"/>
		Ben Gotkin	Principal Consultant	Recruiting Toolbox	No email	<a href="#">find</a>		<input type="checkbox"/>
		Blake Thiess	Director of Talent Acquisition	Prestige Care	No email	<a href="#">find</a>		<input type="checkbox"/>
		Bret Feig	Vice President, Talent Acquisi...	IPG Mediabrands	No email	<a href="#">find</a>		<input type="checkbox"/>
		Carmen Hudson	Principal Consultant	Recruiting ToolBox	No email	<a href="#">find</a>		<input type="checkbox"/>
		Cat Surane	Director, People & Learning	Lightspeed Venture Partners	No email	<a href="#">find</a>		<input type="checkbox"/>
		Coral Zelachowski	Recruitment Manager, Strateg...	Sodexo	No email	<a href="#">find</a>		<input type="checkbox"/>
		Dean Da Costa	Enterprise Sourcing Practice ...	Lockheed Martin	No email	<a href="#">find</a>		<input type="checkbox"/>

Zap In Zap Out

## Find Contact Information For Most Contacts:

- Uses multiple data enrichment services to find email & social info
- Allows recruiters to make direct contact with candidates via email, social, or SMS
- Saves hours of time and the need for multiple data services to find contact information



# Engage Talent



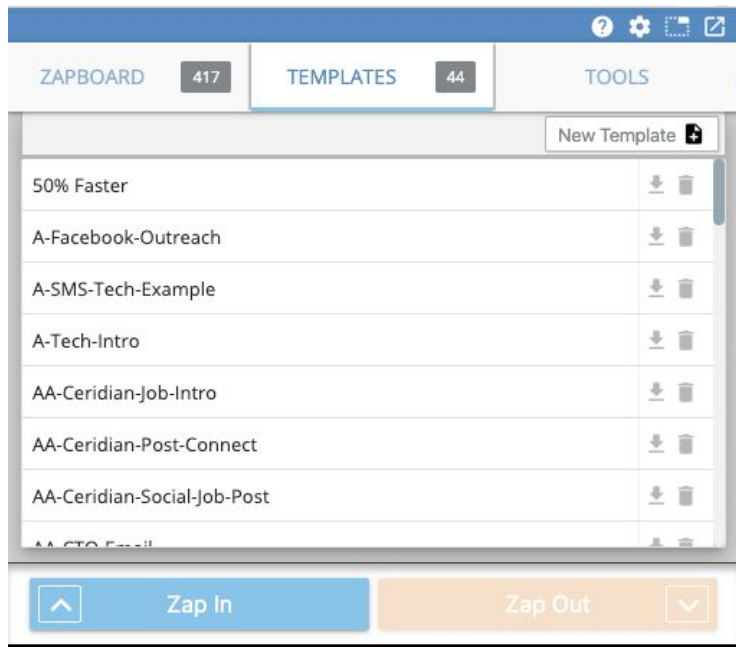
# Engage With Talent Everywhere

## Portable, Personalized Engagement:

- Allows you to engage with talent anywhere
- Builds personalized messaging to contacts
- Sends single or multiple messages automatically

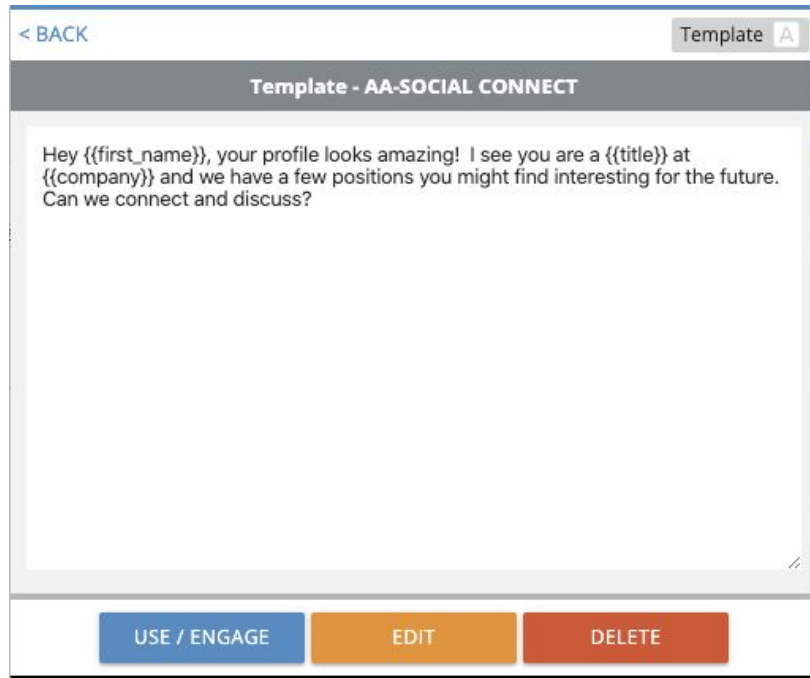


## Personalized Templates



The screenshot shows the ZAPinfo interface with the 'TEMPLATES' tab selected. The tab shows 44 templates. A list of templates is displayed, each with a download icon and a delete icon. At the bottom, there are buttons for 'Zap In' and 'Zap Out'.

Template Name	Download	Delete
50% Faster		
A-Facebook-Outreach		
A-SMS-Tech-Example		
A-Tech-Intro		
AA-Ceridian-Job-Intro		
AA-Ceridian-Post-Connect		
AA-Ceridian-Social-Job-Post		
AA-CTO-Email		



The screenshot shows the ZAPinfo interface for editing a template. The template is titled 'Template - AA-SOCIAL CONNECT'. The template content is: 'Hey {{first\_name}}, your profile looks amazing! I see you are a {{title}} at {{company}} and we have a few positions you might find interesting for the future. Can we connect and discuss?'. At the bottom, there are buttons for 'USE / ENGAGE', 'EDIT', and 'DELETE'.

< BACK Template A

**Template - AA-SOCIAL CONNECT**

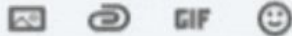
Hey {{first\_name}}, your profile looks amazing! I see you are a {{title}} at {{company}} and we have a few positions you might find interesting for the future. Can we connect and discuss?

USE / ENGAGE EDIT DELETE

## Send Personalized Connect Requests

Send automated & personalized Standard messages to your 1st level connections to get better response rates

Hi Eric, just a quick follow up note to check in and see if you might be interested in discussing any new opportunities and to see how things are going at CDI Corporation. Want to catch up this week? Here's my calendar link: <https://calendly.com/my calendar>



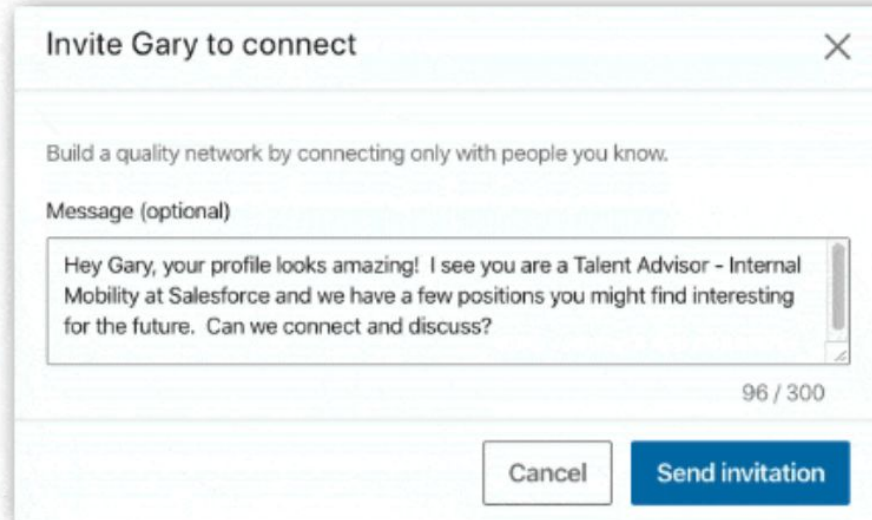
Send





## Send Personalized Standard Messages

Send personalized connection requests with 1-click to get higher response & conversion rates.

A screenshot of a LinkedIn 'Invite Gary to connect' dialog box. The dialog has a title bar with a close button (X). Below the title bar, there is a light blue header area with the text 'Build a quality network by connecting only with people you know.' followed by 'Message (optional)'. Below this is a text input field containing the message: 'Hey Gary, your profile looks amazing! I see you are a Talent Advisor - Internal Mobility at Salesforce and we have a few positions you might find interesting for the future. Can we connect and discuss?'. To the right of the text input field is a vertical scrollbar. Below the text input field, the character count '96 / 300' is displayed. At the bottom of the dialog, there are two buttons: a 'Cancel' button and a 'Send invitation' button.

Invite Gary to connect

Build a quality network by connecting only with people you know.

Message (optional)

Hey Gary, your profile looks amazing! I see you are a Talent Advisor - Internal Mobility at Salesforce and we have a few positions you might find interesting for the future. Can we connect and discuss?

96 / 300

Cancel Send invitation

## Send More Personalized InMail

Create and send more personalized messages via InMail to multiple contacts easily

**New InMail message**

To Eric Jaquith Free InMail

Hi Eric! How's it going at CDI Corp?

Dear Eric, ▾

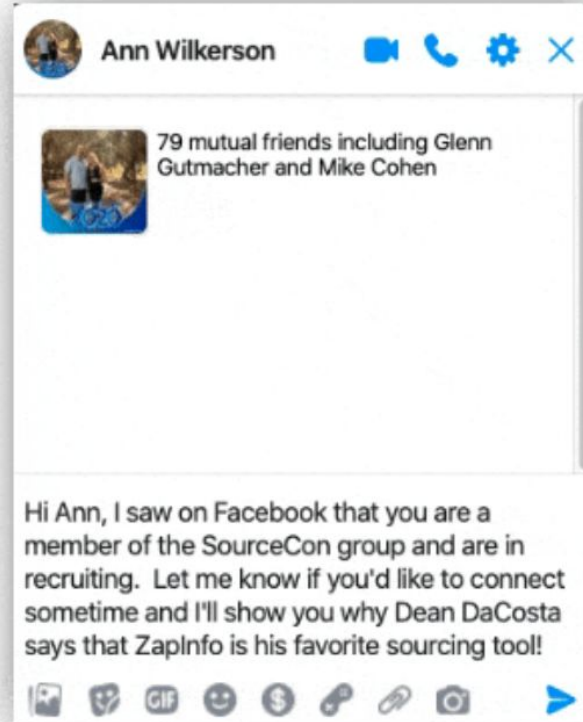
How are things going at CDI Corp? Are you still working as a Recruiting Consultant there? I wanted to check in as I have a few open positions that I thought might be a great fit for your skills.

Let me know if you'd be open to hearing about them and catching up!

Here's my calendar link if you'd like to book a time to chat:  
<https://calendly.com/quickcall>

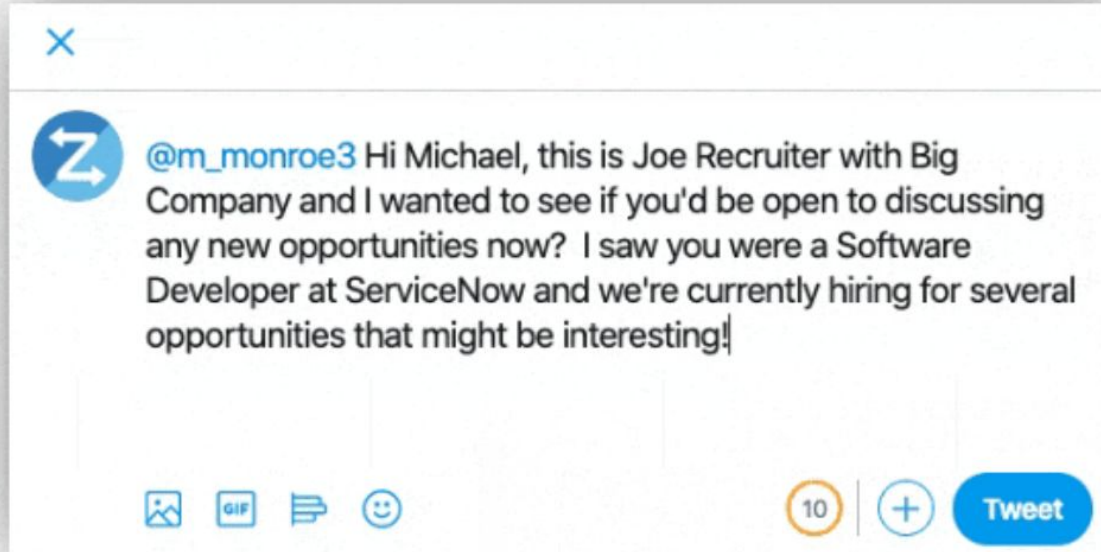


Send personalized messages to any Facebook member that you've Zapped and get better response rates





Send automated direct message tweets to people that you have Zapped Twitter accounts for to engage them



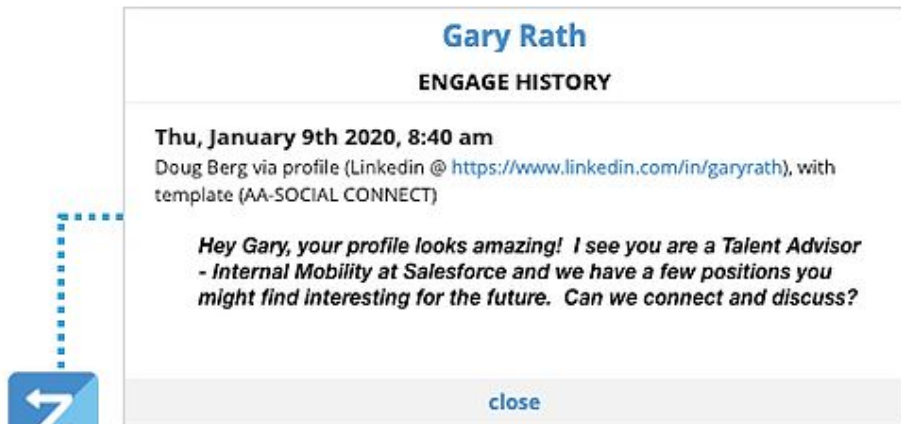
## Automated Messaging:

- Send personalized messages to multiple contacts
- Sends via email, social sites, or SMS
- Takes you to social site, creates message, places in social messaging and you deliver with 1-click
- All messages tracked for easy updating to your back end apps

## Tracks Activity Across Your Users:

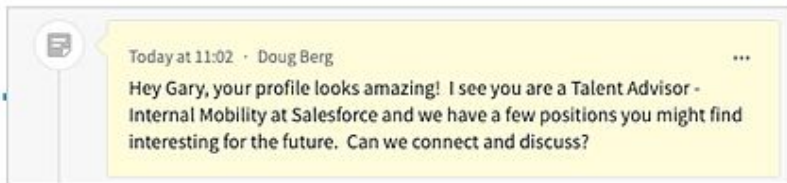
- Messages send saved by contact in your Zapboard
- See if others in your company have already messaged any contact
- Sync'd with your CRM application to create notes/history tracking
- Saves hours of time updating contacts
- Insures social interactions are within your CRM

## What's Sent On Social Network



The image shows a screenshot of the Zapboard interface. On the left, there is a blue square icon with a white 'Z' and a right-pointing arrow. A dashed blue line connects this icon to a larger rectangular box on the right. The box has a light gray header with the name 'Gary Rath' in blue and 'ENGAGE HISTORY' in black. Below the header, the text reads: 'Thu, January 9th 2020, 8:40 am', 'Doug Berg via profile (Linkedin @ <https://www.linkedin.com/in/garyrath>), with template (AA-SOCIAL CONNECT)', and a message in italics: 'Hey Gary, your profile looks amazing! I see you are a Talent Advisor - Internal Mobility at Salesforce and we have a few positions you might find interesting for the future. Can we connect and discuss?'. At the bottom right of the box is a blue 'close' button.


## Get's Sync'd To Your CRM



The image shows a screenshot of a CRM interface. On the left, there is a gray vertical bar with a small icon of a document with a checkmark. A dashed blue line connects this bar to a yellow message box on the right. The message box has a header with 'Today at 11:02 · Doug Berg' and three dots on the right. The message text is: 'Hey Gary, your profile looks amazing! I see you are a Talent Advisor - Internal Mobility at Salesforce and we have a few positions you might find interesting for the future. Can we connect and discuss?'.



# Deliver Talent



## Trevor Riles

**ADDRESS:** 401 SE Main St #4001, Minneapolis, MN 55414-4608, USA

**EMAIL:** triles@comcast.net  
t\_riles@cableone.net

**WORK EMAIL:** t\_riles@cableone.net

**HOME PHONE:** (763) 497-4532

**MOBILE PHONE:** (612) 735-2021

**LINKS:** | <https://trevorfiles.com>

**LINKEDIN**  
<https://www.linkedin.com/in/trevorfiles>

**FACEBOOK**  
<https://www.facebook.com/trevorfiles>

**TWITTER**  
TrevorRiles

**GITHUB**  
trevorfiles

**RESUME SITE:** <https://github.com/trevorfiles>

### SKILLS

JAVA, LINUX, PYTHON, SOFTWARE DEVELOPMENT, WEB DEVELOPMENT, UNIT TESTING, HTML, PHP, JAVASCRIPT, C#, MYSQL, MICROSOFT SQL SERVER, LINUX SERVER, MICROSOFT WORD, POSTGRESQL, DATABASES, RELATIONAL DATABASES, APACHE, MONGODB, .NET, EMBEDDED SYSTEMS, CSS, ANDROID, IOS, PUBLIC SPEAKING, LEADERSHIP, NUNIT, NGINX

### WORK EXPERIENCE

**Senior Site Reliability Engineer | SPS Commerce**  
May 2019 - Present

**Cloud Engineer | SPS Commerce**  
Jul 2017 - May 2019

**Software Engineer | Leadpages**  
Aug 2016 - Jun 2017

**Software Engineer | Code42**  
Feb 2015 - Aug 2016


**Automation Intern | Code42**  
Jun 2014 - Jan 2015

**Mobile App Developer | WoodAppsLLC**  
Sep 2012 - May 2014

Develop iPhone applications and their corresponding backends for clients as well as our own applications.

**QA Intern | Kroll Ontrack**  
Jun 2012 - Aug 2012

**To learn more about this candidate, contact:**




**Doug Berg - Cielo - doug+cdpr@zapinfo.io**  
952-200-4233

**Rate and review this candidate:**  
[https://app.zapinfo.io/feedback/gather/Kj\\_gsMcD8cM4QaMmvG\\_aEyG143G8NvPnoRNMxXIKXoPdDTQRWm31LGM84PBCpsFE7cI=4fe04536b3c2&h=1](https://app.zapinfo.io/feedback/gather/Kj_gsMcD8cM4QaMmvG_aEyG143G8NvPnoRNMxXIKXoPdDTQRWm31LGM84PBCpsFE7cI=4fe04536b3c2&h=1)

## Name Hidden

**ADDRESS:** Minneapolis, Minnesota, 55414-4608, USA

**To learn more about this candidate, contact:**



**Doug Berg - Cielo - doug+cdpr@zapinfo.io**  
952-200-4233

**Rate and review this candidate:**  
[https://app.zapinfo.io/feedback/gather/Kj\\_gsMcD8cM4QaMmvG\\_aEyG143G8NvPnoRNMxXIKXoPdDTQRWm31LGM84PBCpsFE7cI=4fe04536b3c2&h=1](https://app.zapinfo.io/feedback/gather/Kj_gsMcD8cM4QaMmvG_aEyG143G8NvPnoRNMxXIKXoPdDTQRWm31LGM84PBCpsFE7cI=4fe04536b3c2&h=1)

### SKILLS

JAVA, LINUX, PYTHON, SOFTWARE DEVELOPMENT, WEB DEVELOPMENT, UNIT TESTING, HTML, PHP, JAVASCRIPT, C#, MYSQL, MICROSOFT SQL SERVER, LINUX SERVER, MICROSOFT WORD, POSTGRESQL, DATABASES, RELATIONAL DATABASES, APACHE, MONGODB, .NET, EMBEDDED SYSTEMS, CSS, ANDROID, IOS, PUBLIC SPEAKING, LEADERSHIP, NUNIT, NGINX

### WORK EXPERIENCE

**Senior Site Reliability Engineer | SPS Commerce**  
May 2019 - Present

**Cloud Engineer**  
Jul 2017 - May 2020

**Software Engineer**  
Aug 2016 - Jun 2021

**Software Engineer**  
Feb 2015 - Aug 2021

**Automation Intern**  
Jun 2014 - Jan 2021

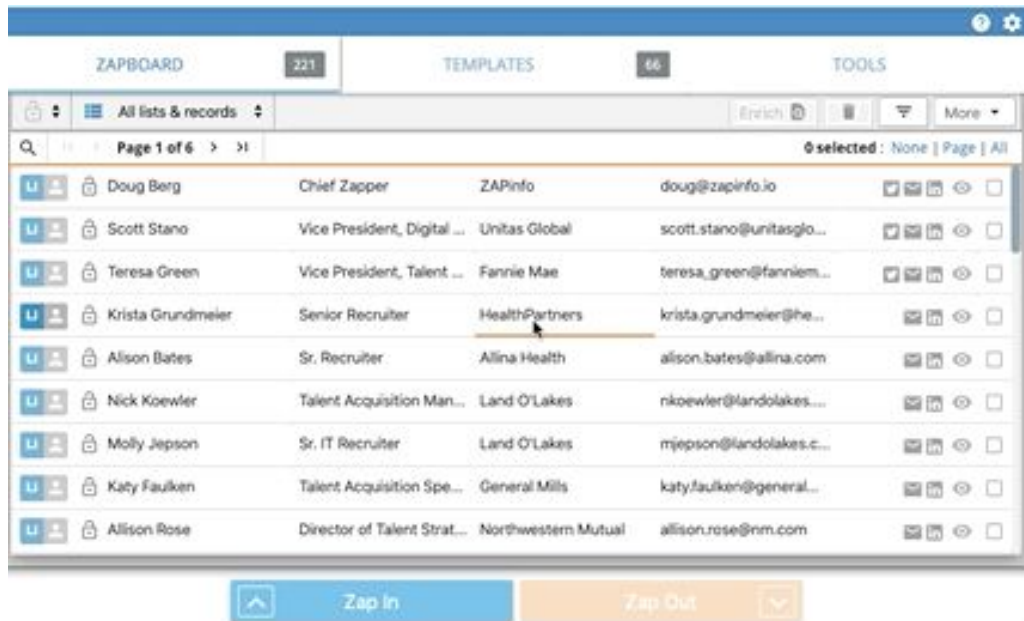
**Mobile App Developer**  
Sep 2012 - May 2021

## Create Branded/Blinded PDF's

- Instantly creates interactive PDF profile for candidates
- Branded to your company or staffing firm
- Integrated feedback links
- Full information for each profiles containing all skills + social data



# Export To CSV/Clipboard

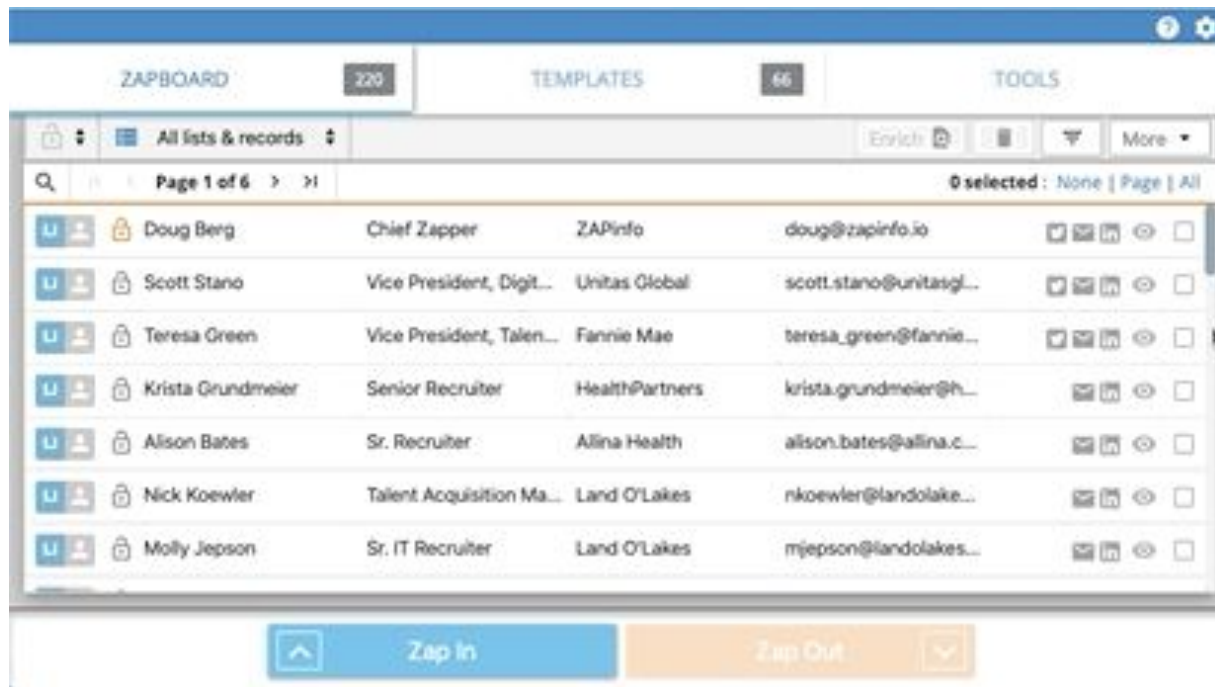


The screenshot shows the ZAPinfo web application interface. At the top, there are tabs for 'ZAPBOARD' (221), 'TEMPLATES' (66), and 'TOOLS'. Below these is a search bar and a 'More' dropdown menu. The main content area displays a table of contacts. The table has columns for a user icon, name, title, company, email, and social media links. The 'HealthPartners' row is highlighted. At the bottom, there are 'Zap In' and 'Zap Out' buttons.

Icon	Name	Title	Company	Email	Actions
	Doug Berg	Chief Zapper	ZAPinfo	doug@zapinfo.io	
	Scott Stano	Vice President, Digital ...	Unitas Global	scott.stano@unitasglo...	
	Teresa Green	Vice President, Talent ...	Fannie Mae	teresa_green@fanniem...	
	Krista Grundmeier	Senior Recruiter	HealthPartners	krista.grundmeier@he...	
	Alison Bates	Sr. Recruiter	Allina Health	alison.bates@allina.com	
	Nick Koewler	Talent Acquisition Man...	Land O'Lakes	nikoewler@landolakes...	
	Molly Jepson	Sr. IT Recruiter	Land O'Lakes	mjepson@landolakes.c...	
	Katy Faulken	Talent Acquisition Spe...	General Mills	katy.faulken@general...	
	Allison Rose	Director of Talent Strat...	Northwestern Mutual	allison.rose@nm.com	

## Export Contacts Easily:

- Export any data fields that are captured by ZapInfo
- Export to CSV or your Clipboard to simplify copy/paste into spreadsheets
- Save templates for exporting to simplify export formatting



## Push People + Profiles To Nearly Any ATS or CRM:

- Send single or multiple contacts into apps we've integrated with via API's
- Target where you want talent to go in the destination apps
- Performs de-duplication and data updates
- Hard codes all source data into the apps



# Coming Soon: Projects



Deliver Talent Faster & Smarter Using ZapInfo  
Projects Which Contains Ranked Candidates For  
Any Job Helping To Speed The Evaluation Process

Compare Candidates

 **Project:** Software Developer  
Minneapolis, MN

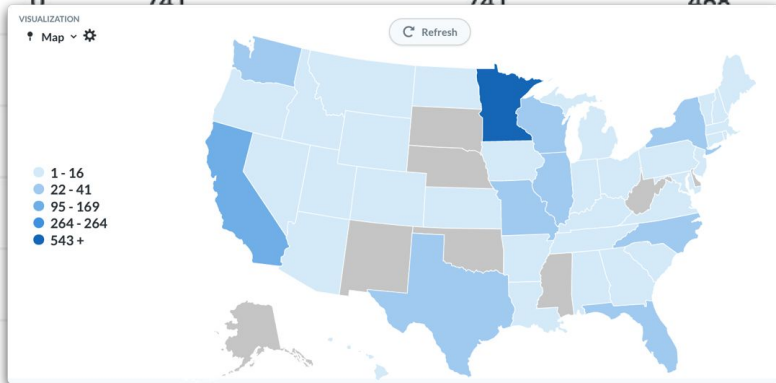
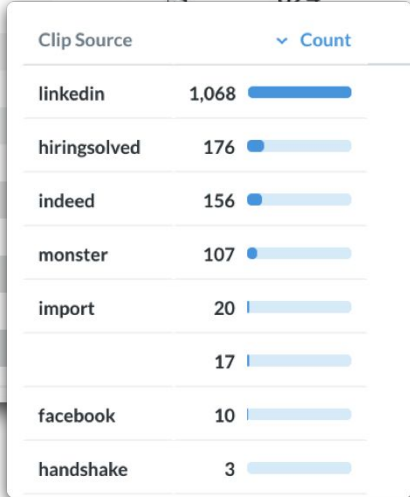
 Joe Recruiter  
 joe@company.com

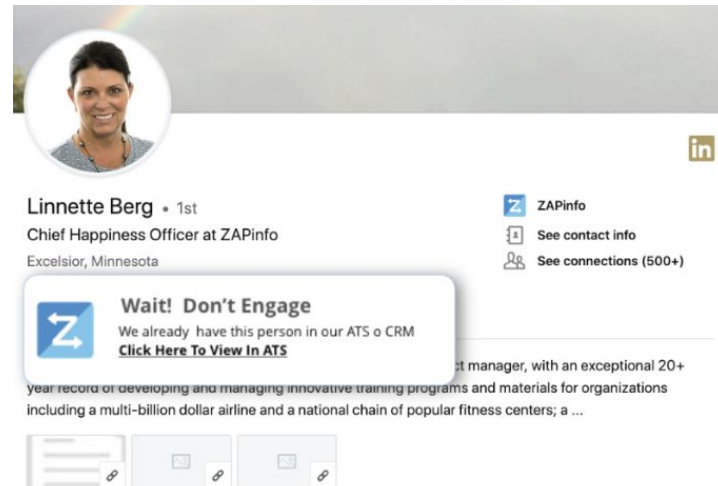
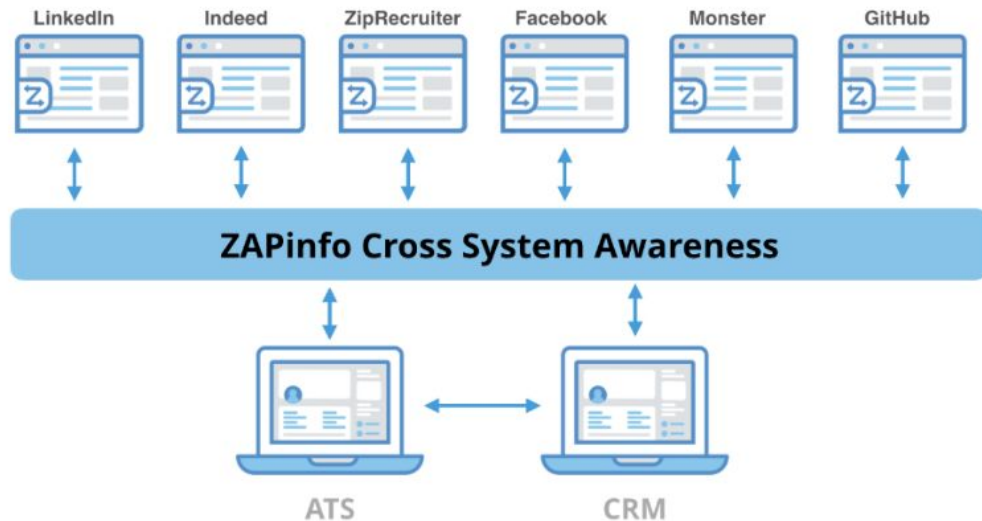
Person	Location	Score	Skill 1	Skill 2	Skill 3	Skill 4	Skill 5	Views	Comp	Status	Notes	Reviews
<u>Job Info</u>	Minneapolis		5	4	2	4	2	1	\$70K - \$80K	Interviewing		
 <u>Bill Smith</u>	Minneapolis	100%	5	4	2	4	2	0	\$85K	New	<u>2</u>	★★★★★
 <u>Jane Doe</u> 	Minneapolis	95%	5	3	2	2	2	2	\$72K	Interested	<u>3</u>	★★★★★
 <u>Stan Smith</u> 	Bloomington	90%	4	3	2	3	1	2	\$75K	Interviewed		★★★★★
 <u>Peter Coder</u>	Eagan	87%	4	3	2	3	1	1	\$80K	Not Qualified		☆☆☆☆☆
 <u>Roy Holliday</u> 	Minnetonka	85%	3	3	2	3	2	1	\$70K	New	<u>1</u>	★★★★★
 <u>Nia Storm</u> 	Minnetonka	85%	3	3	2	2	0	0	\$55K	Interested		★★★★★



# Accelerates Recruiting Process

User Name	Clips	Droplets	Drops	Email Enrich Attempts	Emails Found	Exported Pdfs	Imported Contacts
	2,241	0	2,174	1,921	945	0	2,241
	1,532	0	1,435	1,446	1,047	0	1,831
	929	0	891	813	571	0	990
	824	0	741	741	468	0	824





- Tracks talent profiles across the web as recruiters are Zapping people + profiles
- Provides engagement tracking and cross-system-awareness of which apps people are already in
- Gives recruiters an in-browser update if any contact is already inside your apps or had previous contact
- Reduces social spam and duplication of effort by your teams + increases CRM utilization



# Post Jobs With 2-Clicks

The screenshot shows a job listing for 'Engineering Manager' at 'Lifetime Fitness'. The listing includes fields for 'Company', 'Title', 'Responsibilities', and 'Description'. A blue 'Z' icon is overlaid on the 'Description' field, and a blue arrow points from it to the 'Post a Job' form on the right. Below the listing is an orange 'Zap Out' button.

The 'Post a Job' form contains the following fields:

- Job Title:** Engineering Manager
- Job Location:** Minneapolis, MN, USA
- Job Type:** ☒ Full Time ☐ Part Time ☐ Freelance ☐ Temporary
- Categories:** Architecture and Engineering
- Description:** A rich text editor containing the job description text.

- Recruiters can Zap jobs from their career site or ATS
- They can post jobs into nearly any job posting site with all fields instantly filled out
- Reduces data entry by 75% or more + increases data accuracy and depth within systems
- Can also Zap applicants out of ATS after they apply to Zap them back into their ATS



# Subscription Pricing

FREE/STARTER	BASIC	PREMIUM	POWER
<b>\$0</b> / month Give Zap a try!	<b>\$30</b> / month \$1 a day <i>Get 2 months free with annual</i>	<b>\$50</b> / month \$1.50 per day <i>Get 2 months free with annual</i>	<b>\$75</b> / month Only \$2.5 per day <i>Get 2 months free with annual</i>
<b>TRY FREE</b> No credit card required	<b>GET STARTED</b> Cancel or Upgrade any time	<b>GET STARTED</b> Cancel or Upgrade any time	<b>GET STARTED</b> Cancel or Upgrade any time
<b>25</b> Active Contacts ⓘ	<b>200</b> Active ⓘ	<b>500</b> Active ⓘ	<b>1,000</b> Active ⓘ

- Affordable subscription pricing that's only \$1 to \$2 per user per day
- Makes ZapInfo affordable for entire recruiting teams to use instantly



# Enterprise/Annual Pricing

BASIC	PREMIUM	POWER
<b>\$ 330</b> / year Per User	<b>\$ 540</b> / year Per User	<b>\$ 840</b> / year Per User
<a href="#">CONTACT US</a>	<a href="#">CONTACT US</a>	<a href="#">CONTACT US</a>
Annual Plans Are Invoiced	Annual Plans Are Invoiced	Annual Plans Are Invoiced

- Team pricing can be annualized + invoiced for all users
- Includes full training, onboarding, and support during the subscription