About

Accelerated Recruiting

ZAPinfo

About ZapInfo

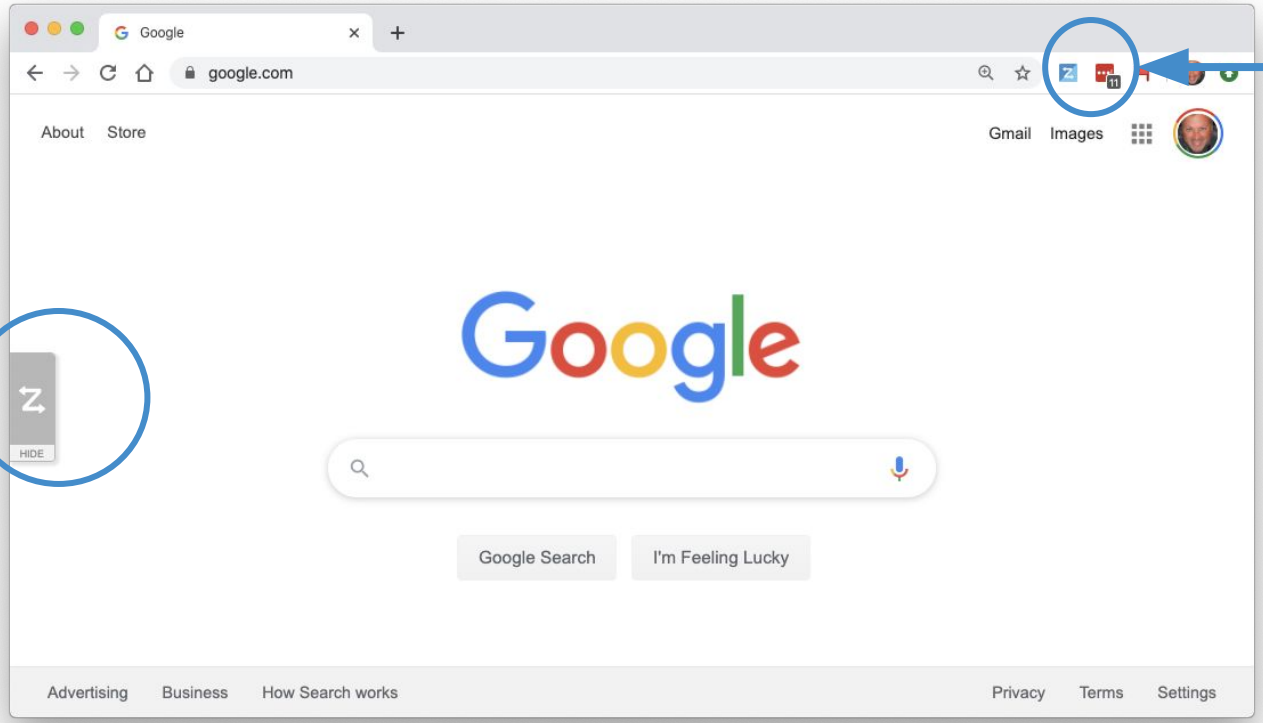
- A Chrome Extension That Works With All Sites & Apps In Browser
- Automates Every Step Of The Recruiting Process
- Find, Engage, and Deliver Recruiting Results In 50% Less Time
- Eliminates Busy + Non-Productive Work For Recruiters
- Helps Multiply & Measure Recruiters and Sourcing Investments Everywhere

Enables Social Recruiting

- 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

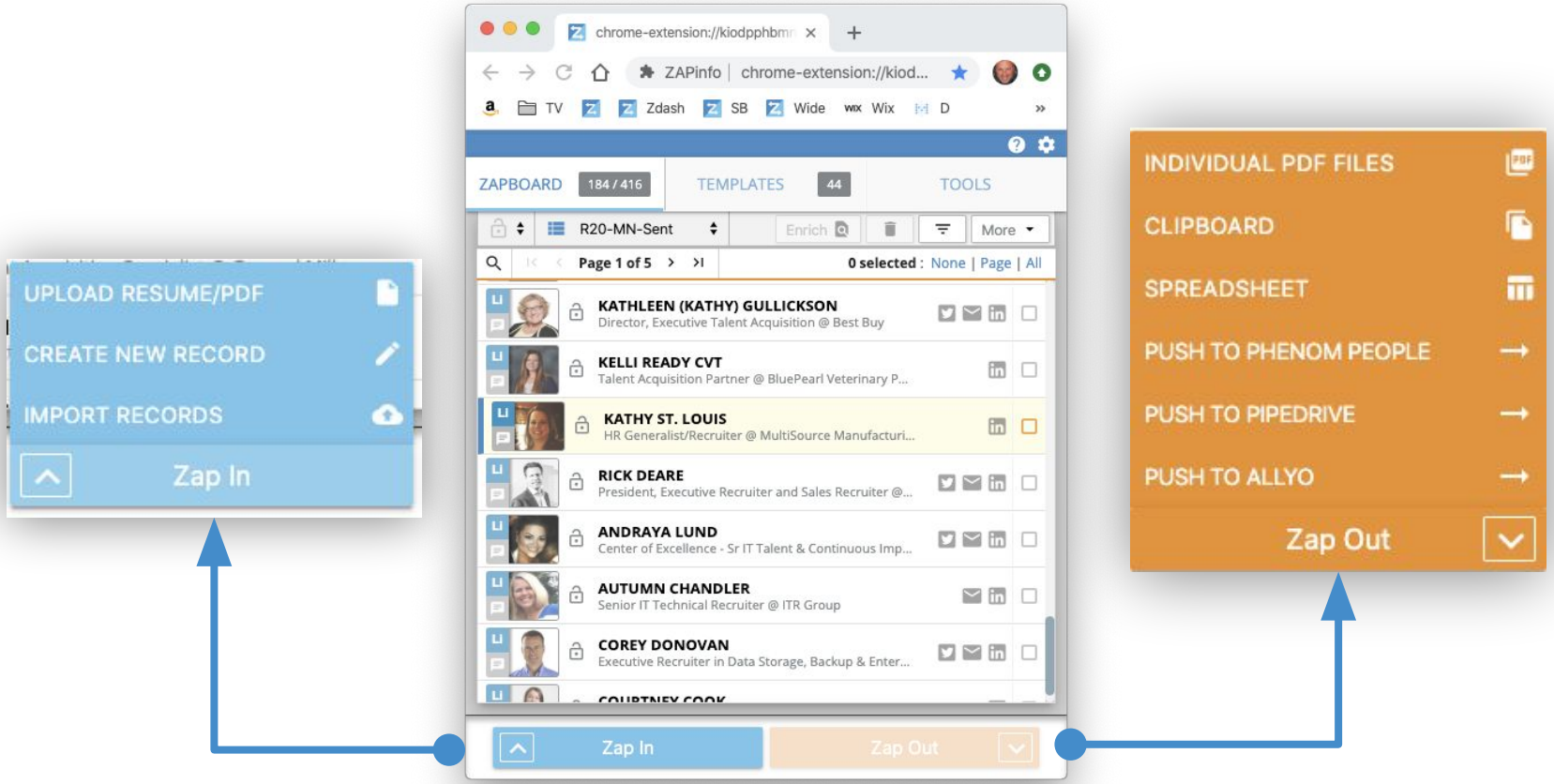
ZapInfo Is A Chrome Extension

Travels with you

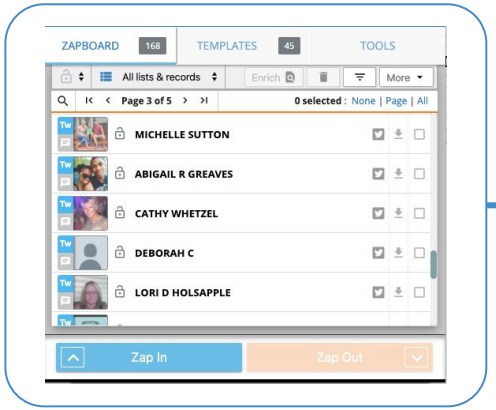


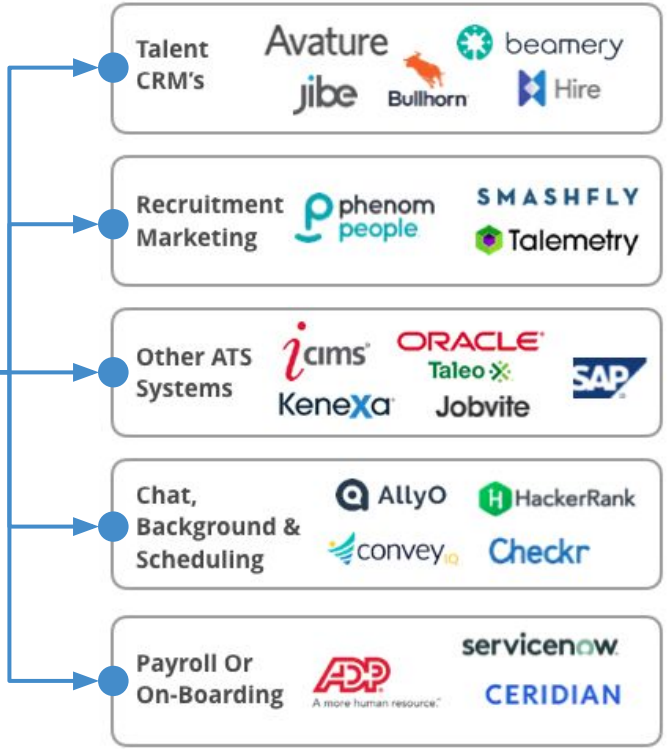
Lives in your browser

Zap Contacts In + Out Of Any Site



Companion App





Acts Like Companion App:

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

ZAPinfo Accelerates Recruiting Process

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

FullContact zoominfo whitepages PRO seekout hunter TruePeopleSearch USPhoneBook

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

ATS CRM Avature jibe SAP icims

ZAPinfo Accelerates Recruiting Process

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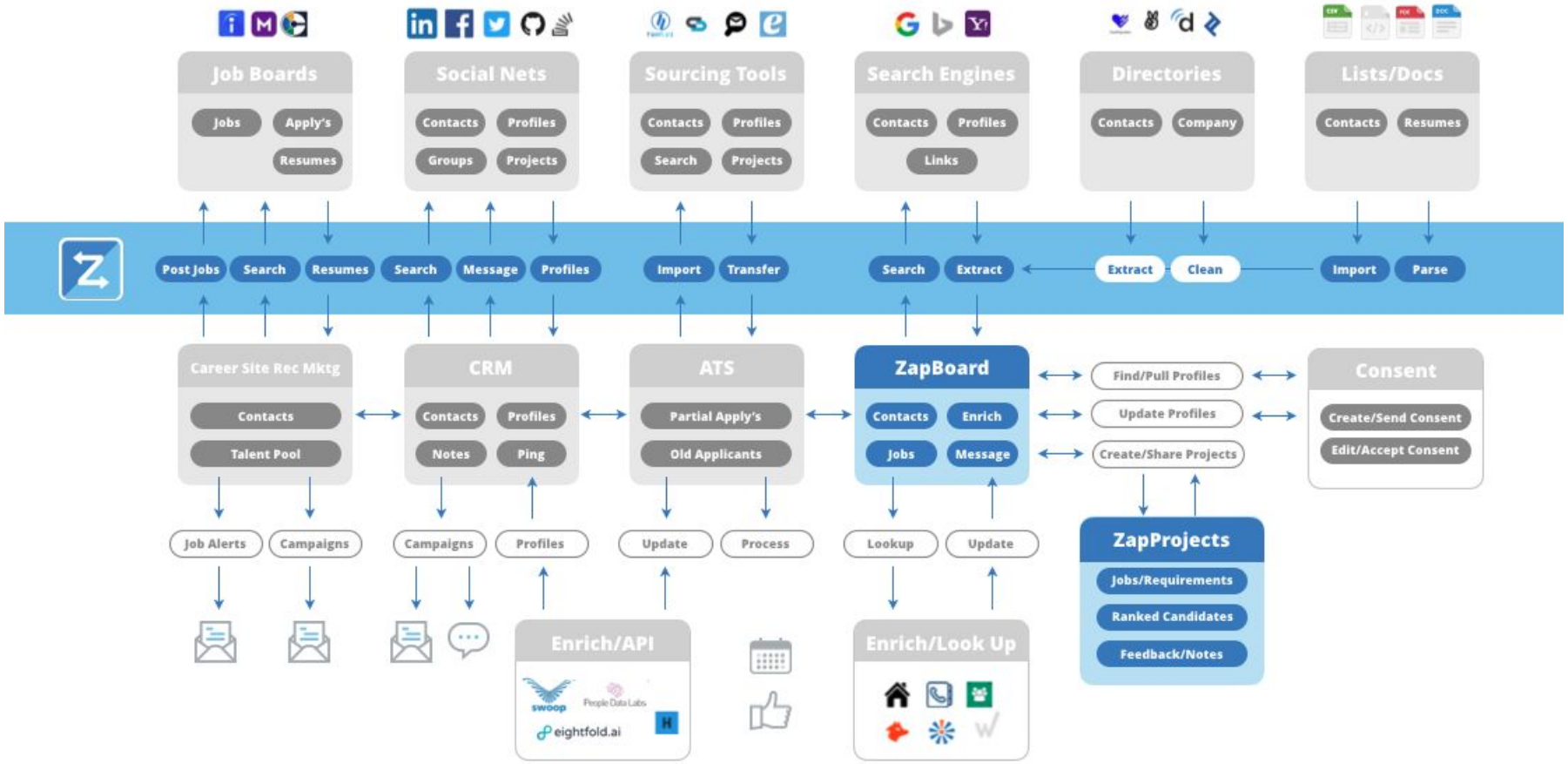
Connects Talent Ecosystem



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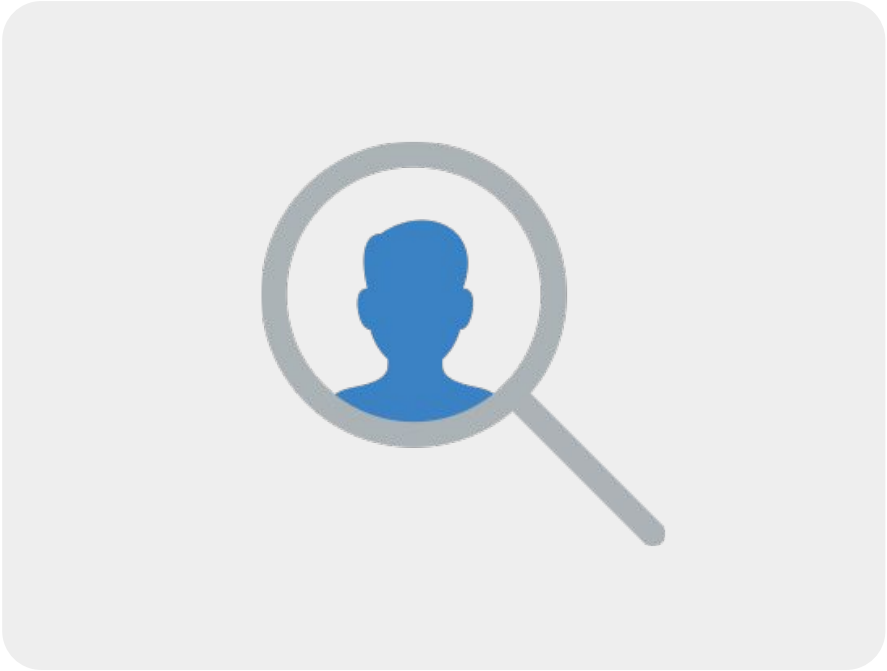
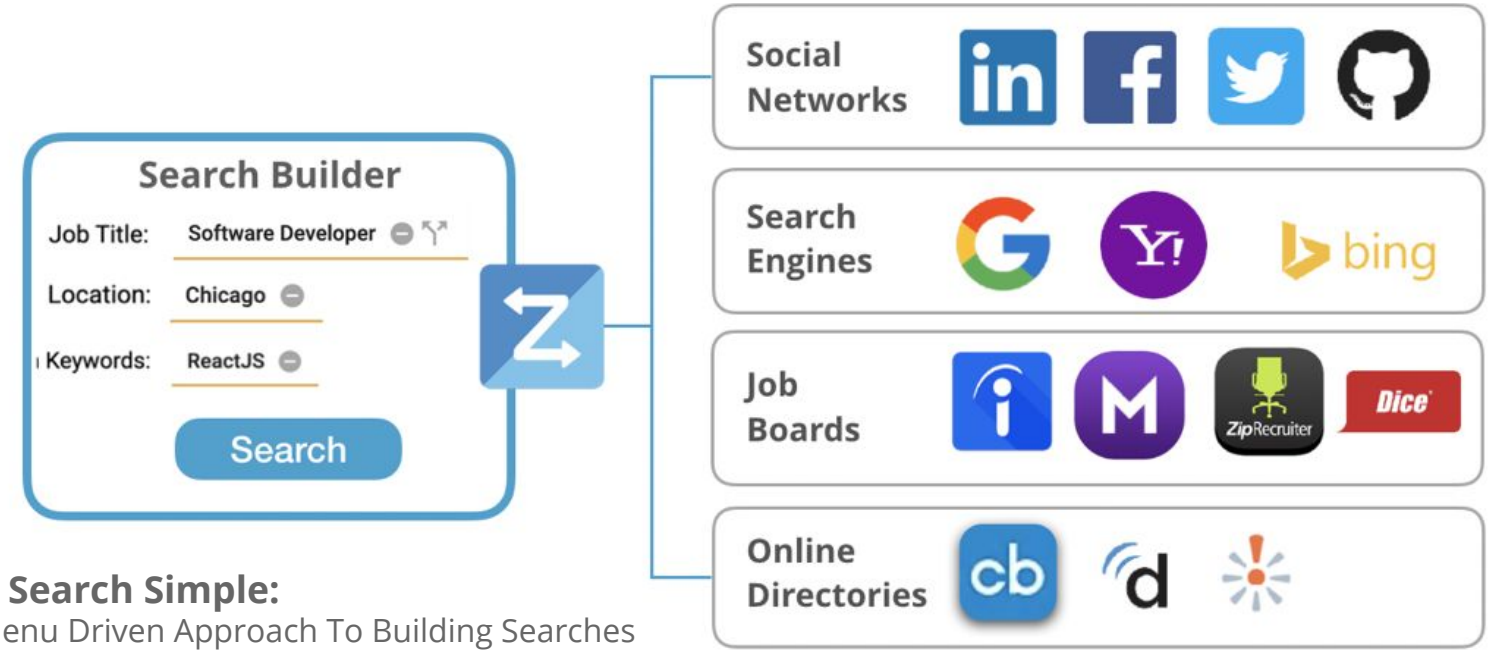


Finding Talent

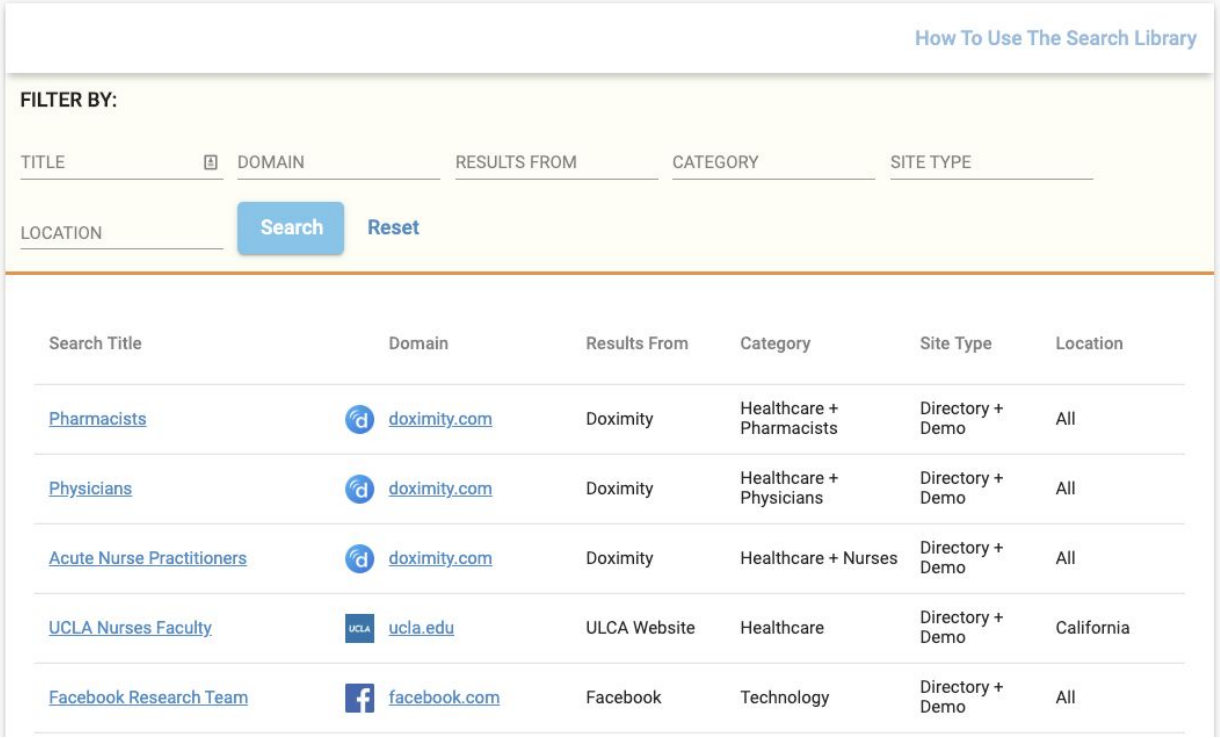
Search Builder Simplifies Finding



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

Search Library Has 10K Sites



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

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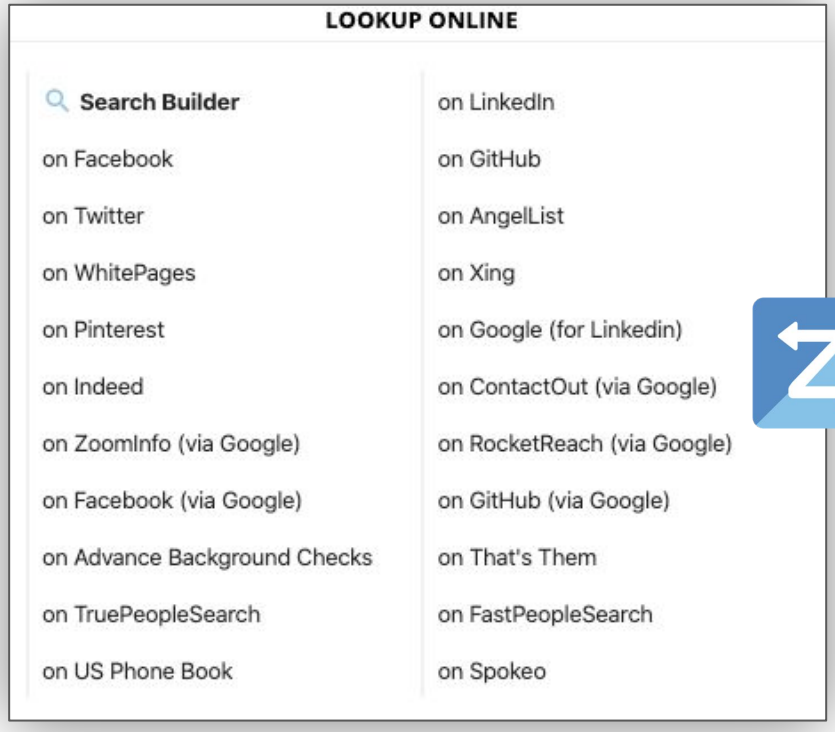
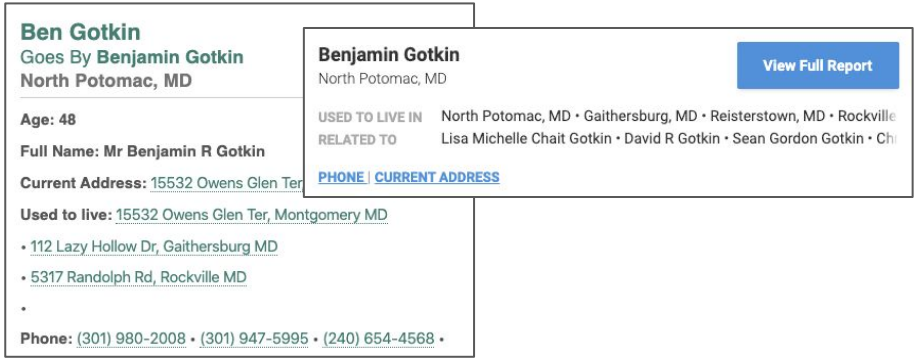
1-Click Lookups Simplify Research





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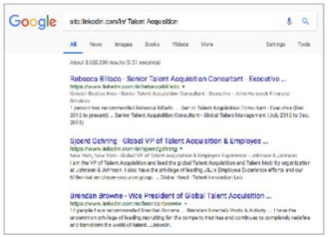
Capture Talent

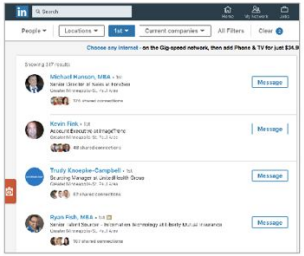
LinkedIn Use Cases

Google Xray

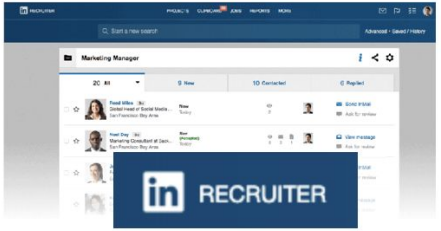


Zap Single Profiles

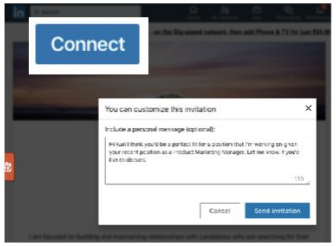
Zap Multiple Profiles From Search Results



Zap Profiles From Recruiter Projects

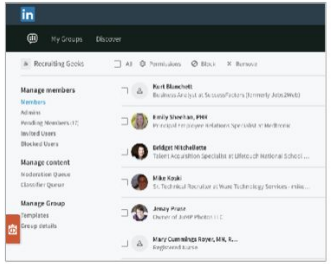


Automated & Personalized Connects

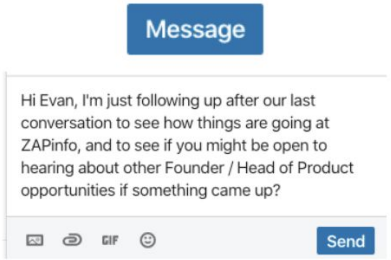


Zap 1st Level Connections

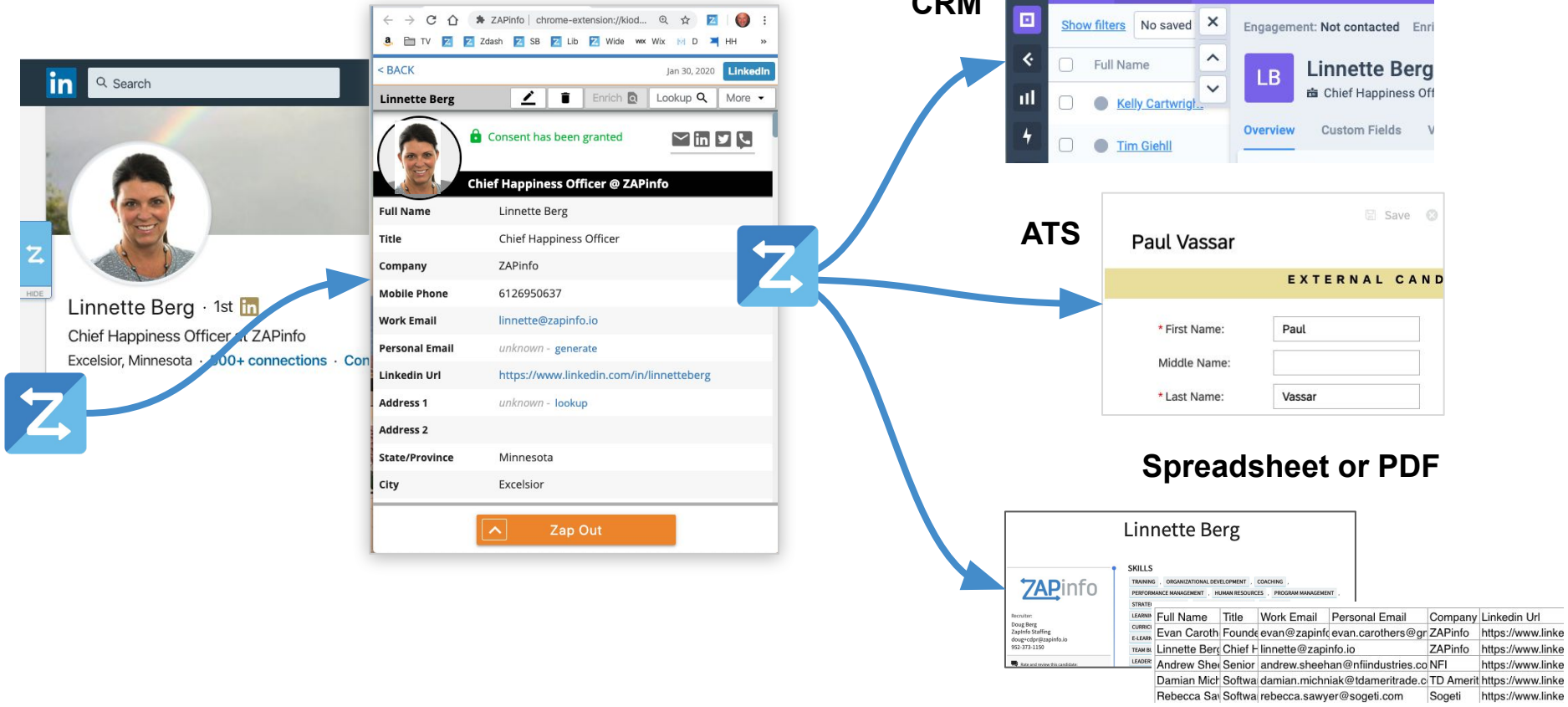
Zap Contacts From Groups



Send Standard Messages



Zap From > To Anywhere



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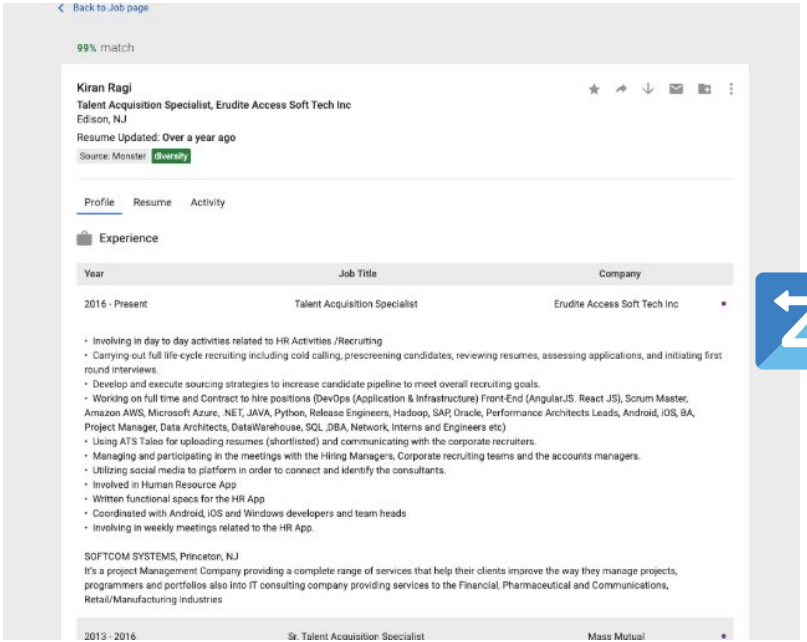
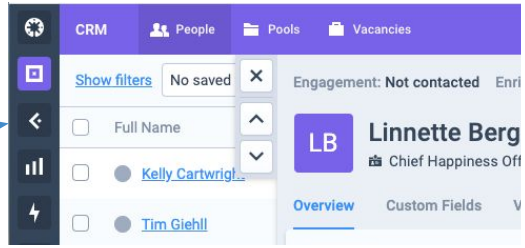
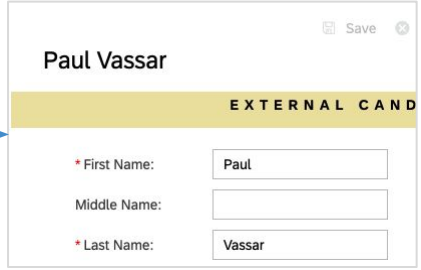
Zap From > To Anywhere



CRM

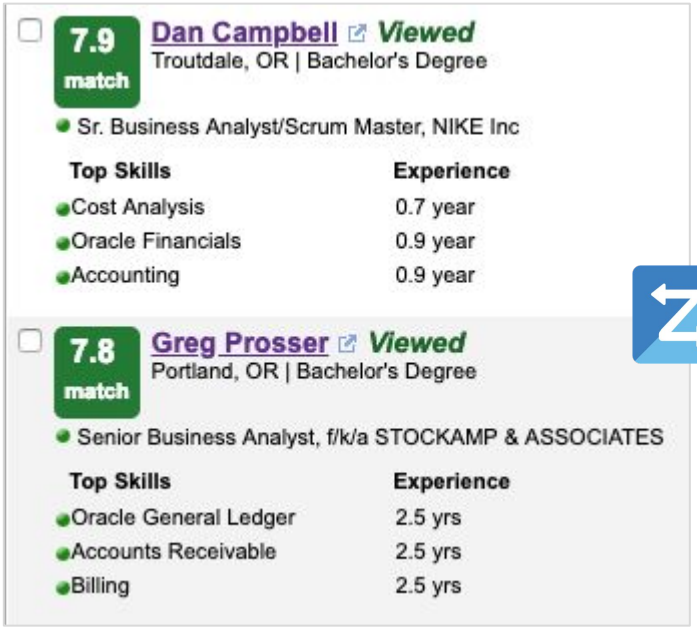


ATS

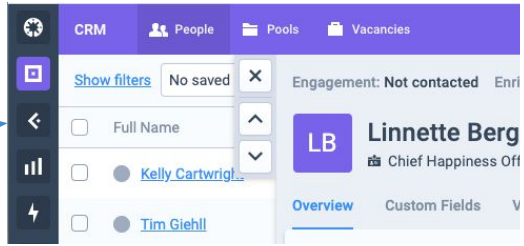


Spreadsheet or PDF

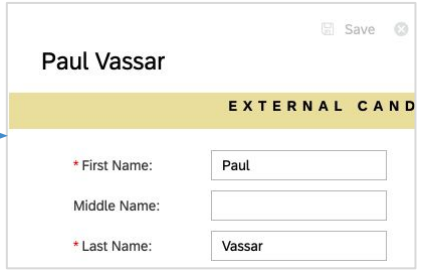
Zap Applicants Out Easy



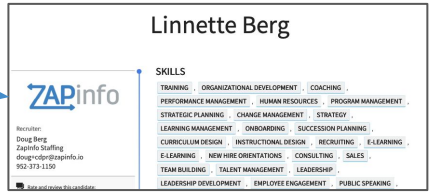
CRM



ATS



Spreadsheet or PDF



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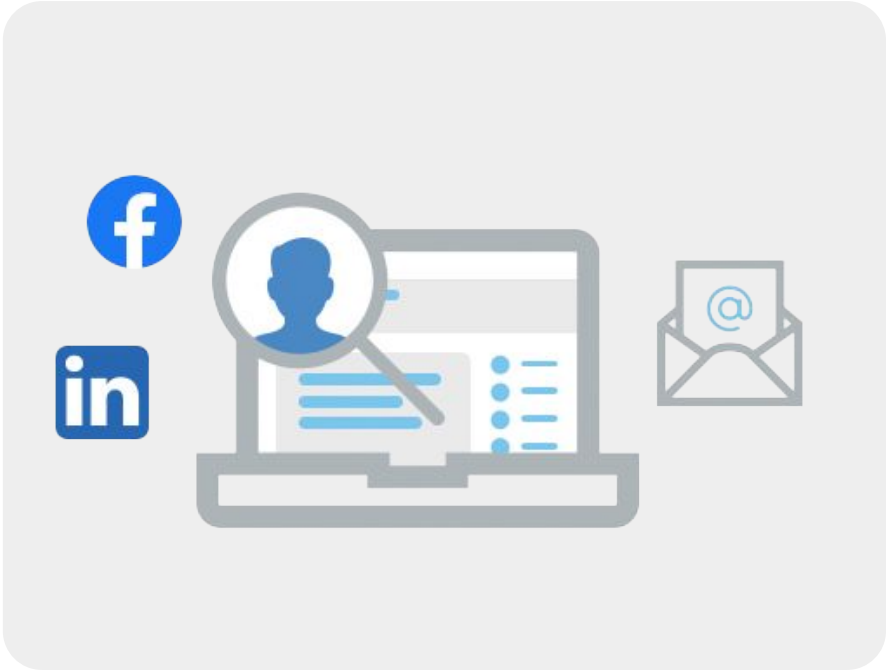
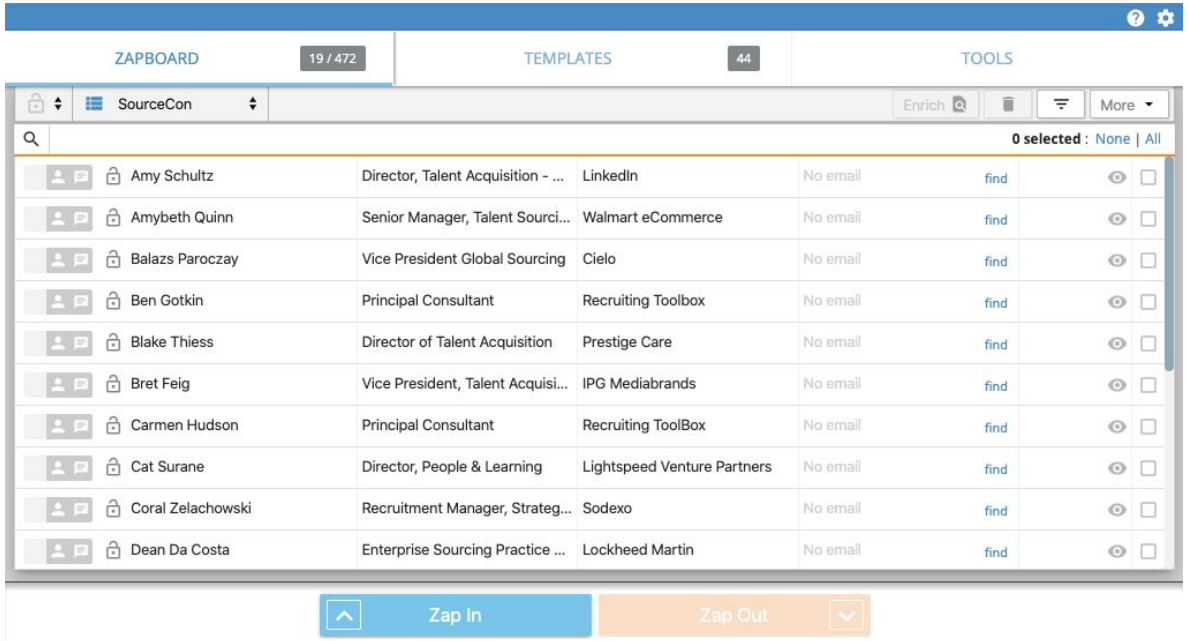


Enhance Talent

Enrich Contacts



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

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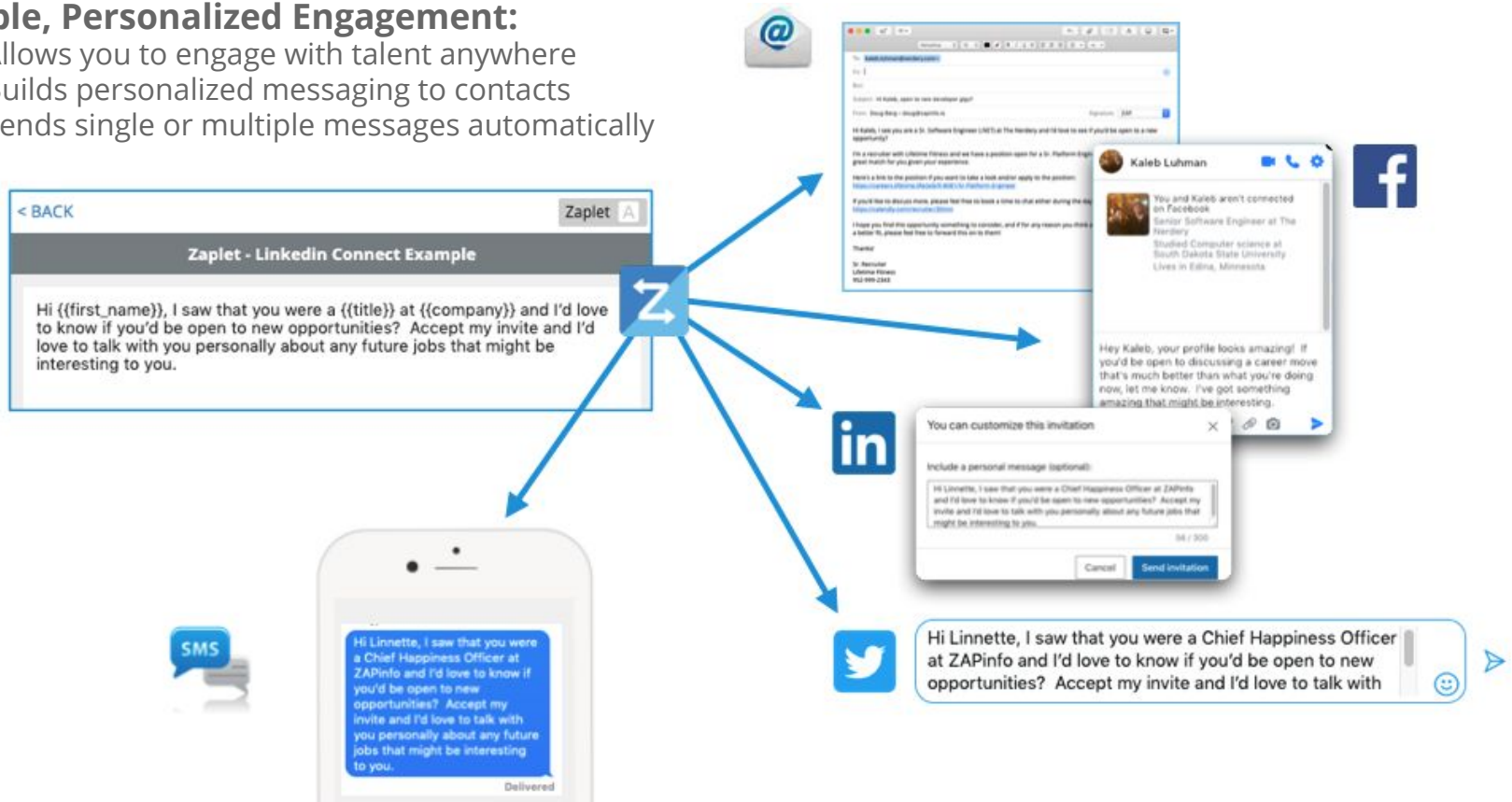
Engage Talent

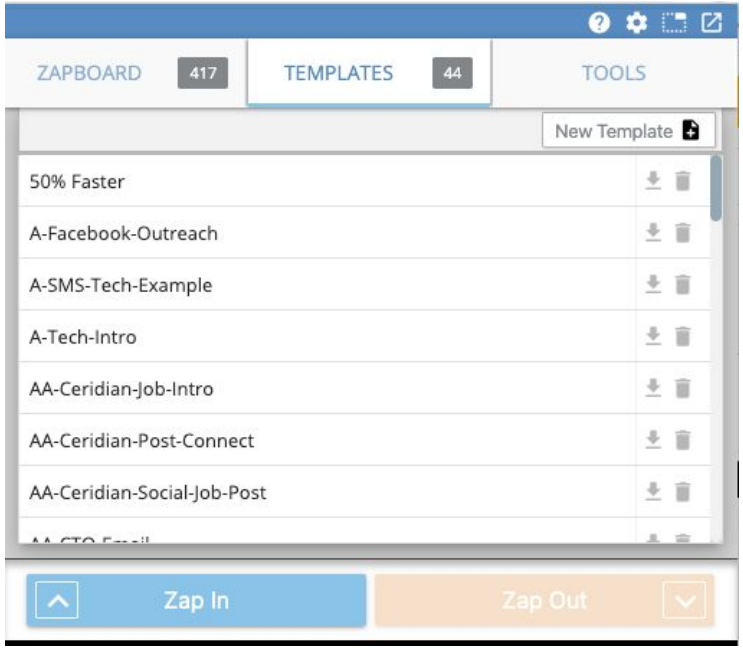
Engage With Talent Everywhere

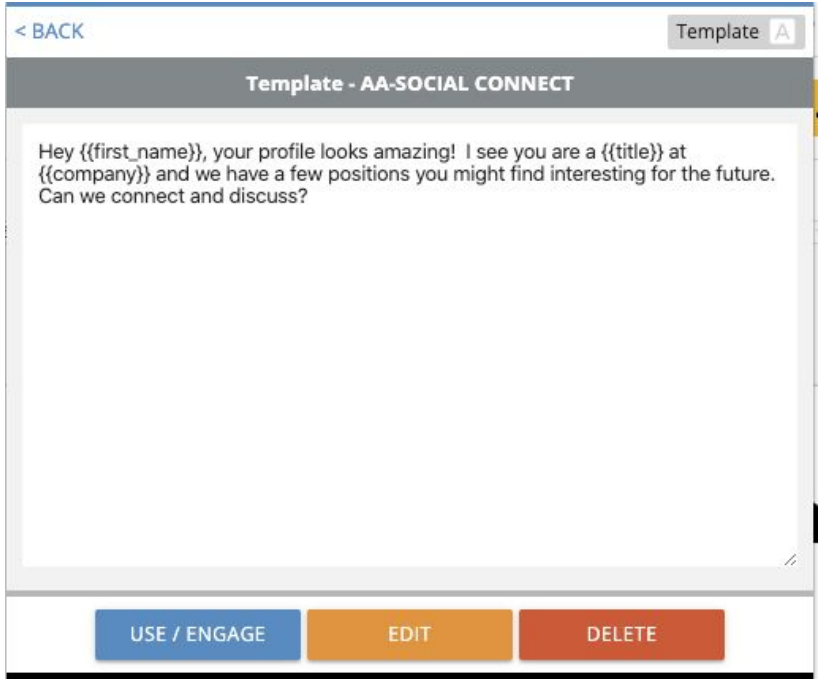
Portable, Personalized Engagement:

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



Personalized Templates





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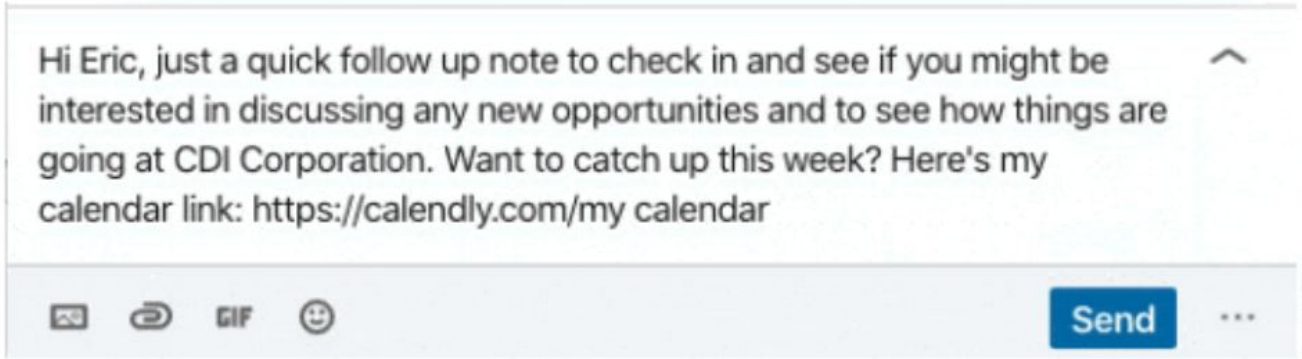
Linkedin Messaging Options

Send Personalized Connect Requests

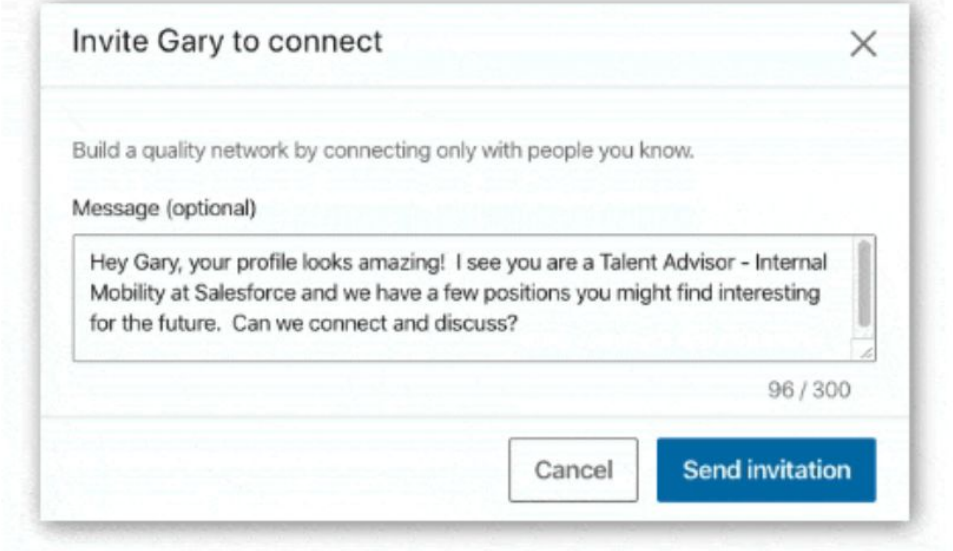
Send automated & personalized Standard messages to your 1st level connections to get better response rates



Linkedin Messaging Options

Send Personalized Standard Messages

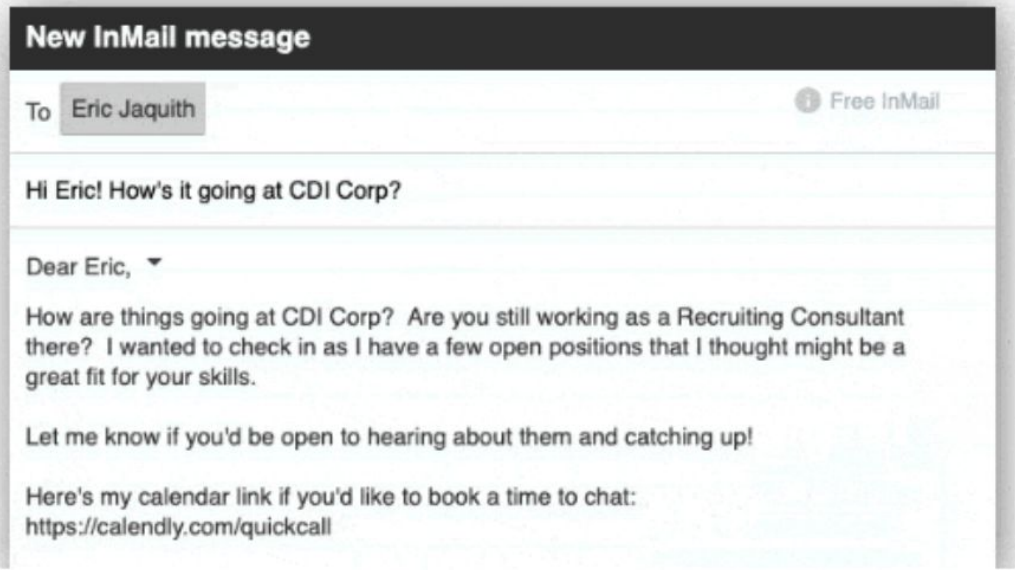
Send personalized connection requests with 1-click to get higher response & conversion rates.



Linkedin Messaging Options

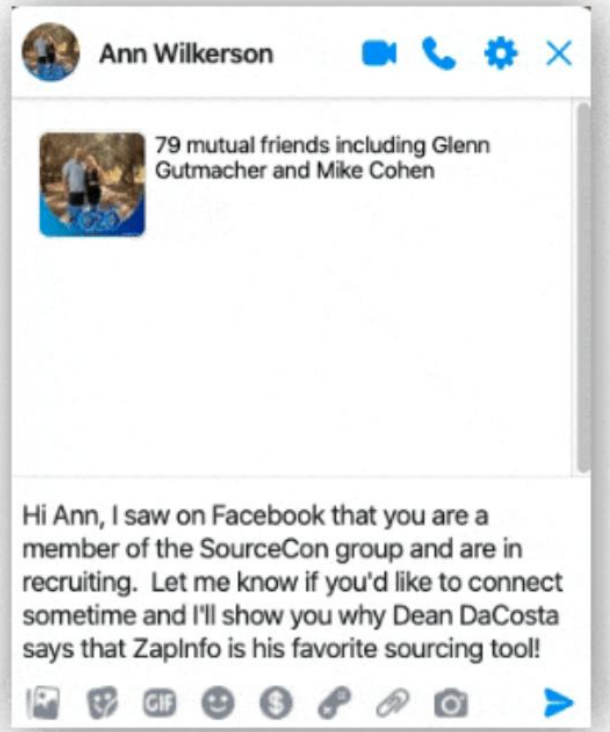
Send More Personalized InMail

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



Sending To All Social Sites

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



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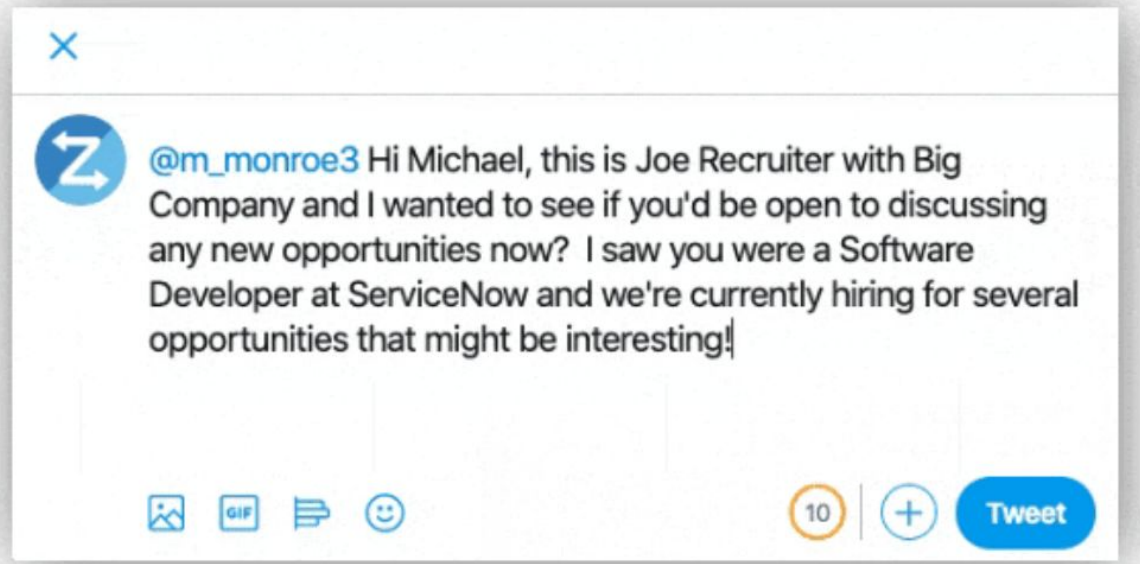
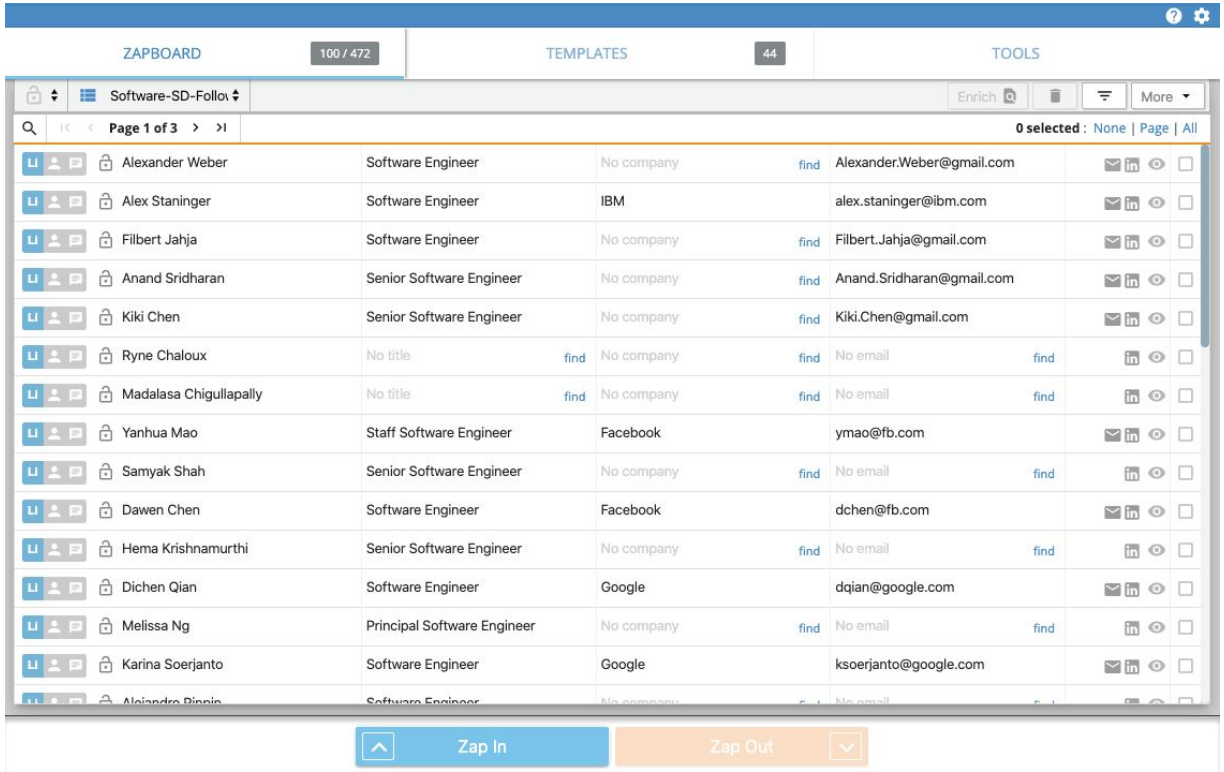
Sending To All Social Sites

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



Bulk Messaging



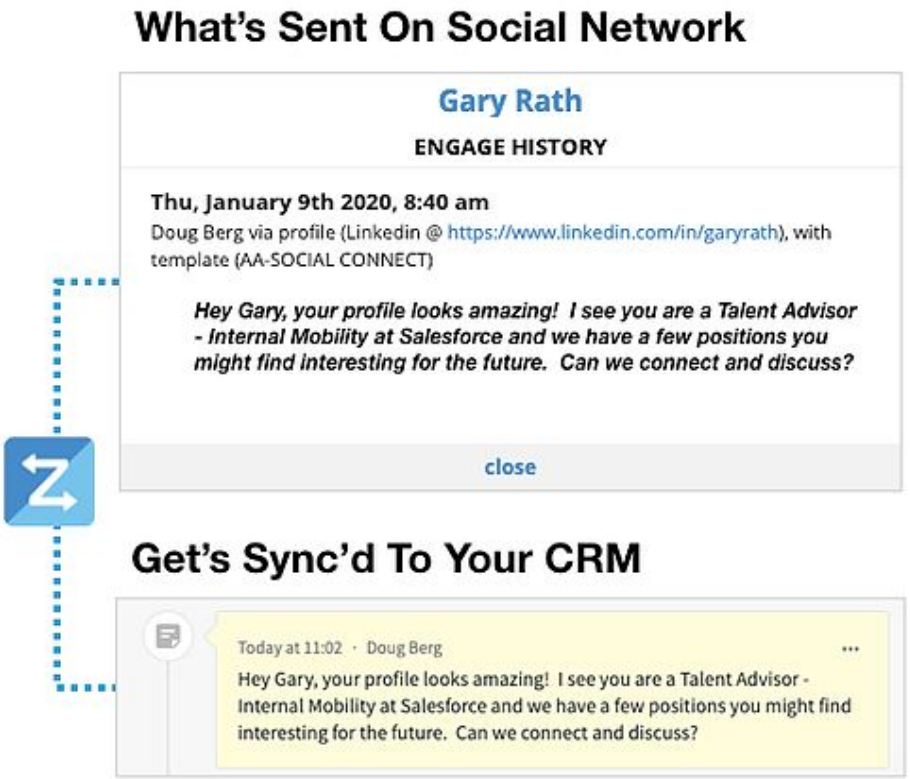
Automated Messaging:

- 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

Engagement Tracking

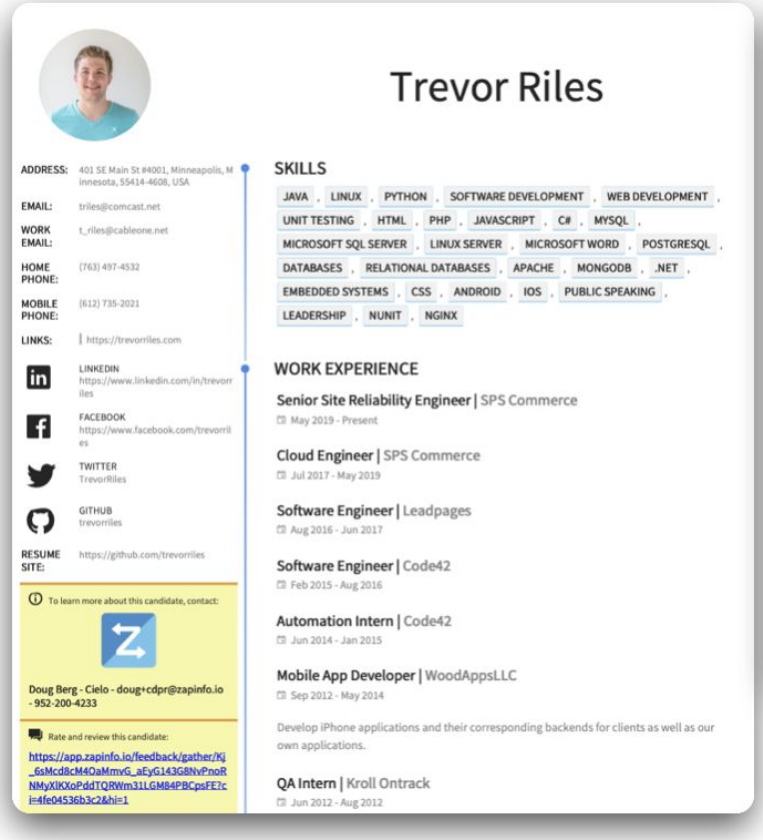
Tracks Activity Across Your Users:

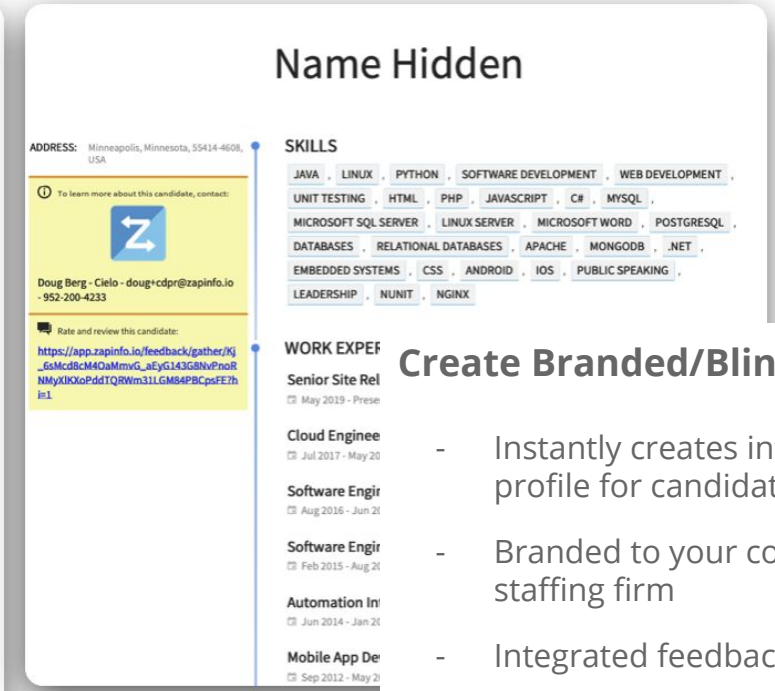
- Messages send saved by contact in your Zapboard
- See if others in your company have already messaged any contact
- Sync'd with your CRM application to create notes/history tracking
- Saves hours of time updating contacts
- Insures social interactions are within your CRM



Deliver Talent

Create PDF's

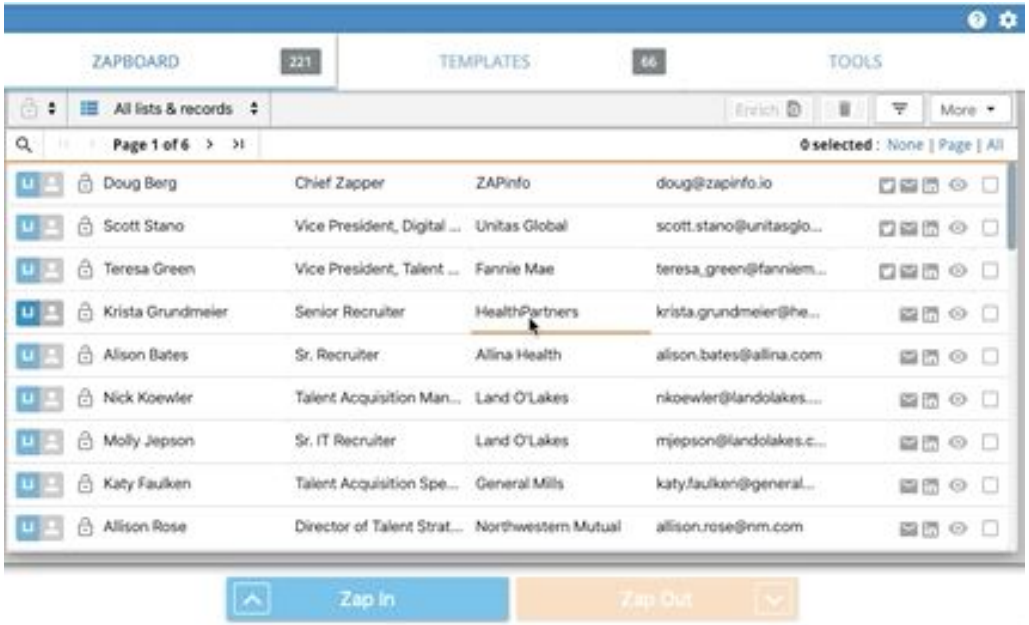




Create Branded/Blinded PDF's

- 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

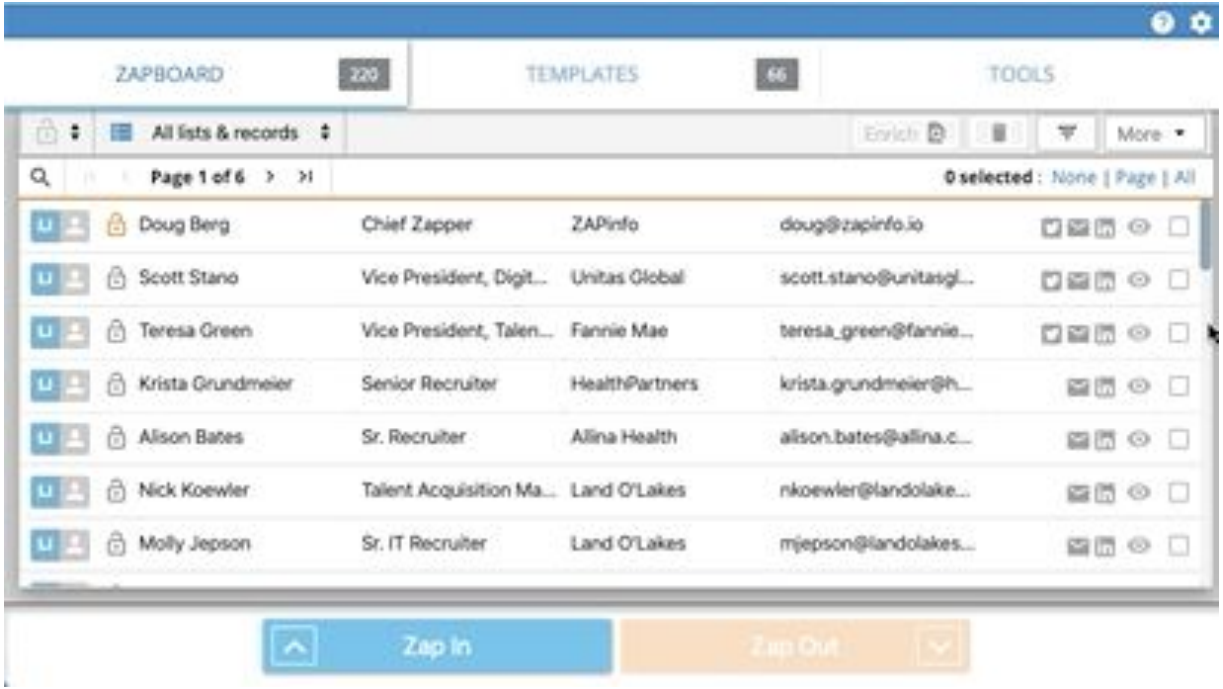
Export To CSV/Clipboard



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 To Apps / API



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

ZAPinfo

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

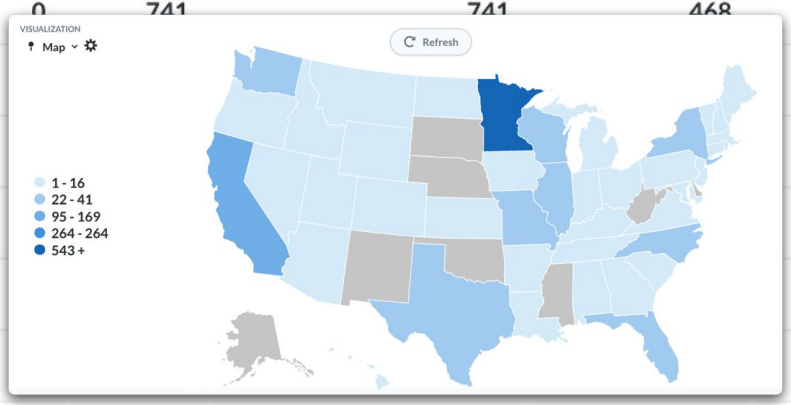
Person	Location	Score	Skill 1	Skill 2	Skill 3	Skill 4	Skill 5	Views	Comp	Status	Notes	Reviews
Job Info	Minneapolis		5	4	2	4	2	1	$70K - $80K	Interviewing		
Bill Smith	Minneapolis	100%	5	4	2	4	2	0	$85K	New	2	★★★★☆
Jane Doe in	Minneapolis	95%	5	3	2	2	2	2	$72K	Interested	3	★★★☆☆
Stan Smith in	Bloomington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

ZAPinfo

Accelerates Recruiting Process

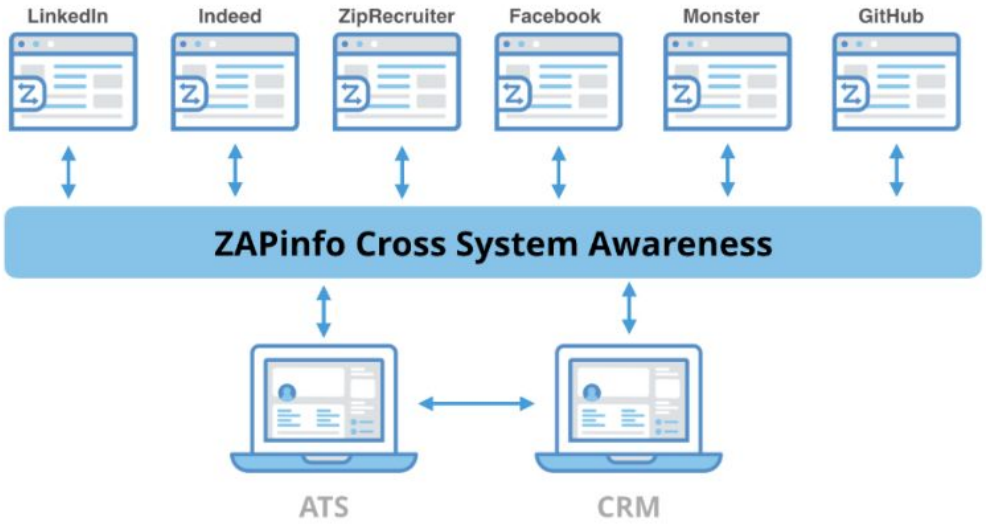
User Name	Clips	Droplets	Drops	Email Enrich Attempts	Emails Found	Exported Pdfs	Imported Contacts
	2,241	0	2,174	1,921	945	0	2,241
	1,532	0	1,435	1,446	1,047	0	1,831
	929	0	891	813	571	0	990
es	824	0	741	741	468	0	824

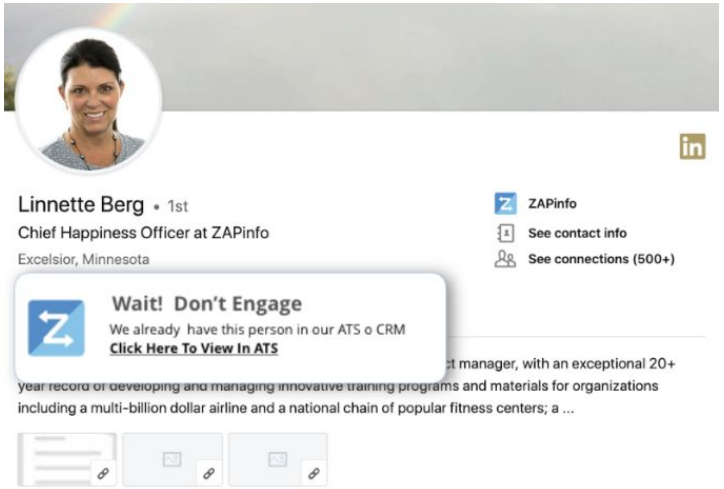
Clip Source	Count
linkedin	1,068
hiringsolved	176
indeed	156
monster	107
import	20
	17
facebook	10
handshake	3



Clip Data Industry	
Information Technology and Services	161
Computer Software	107
Retail	80
Logistics and Supply Chain	54
Internet	42
Financial Services	25
Marketing and Advertising	15

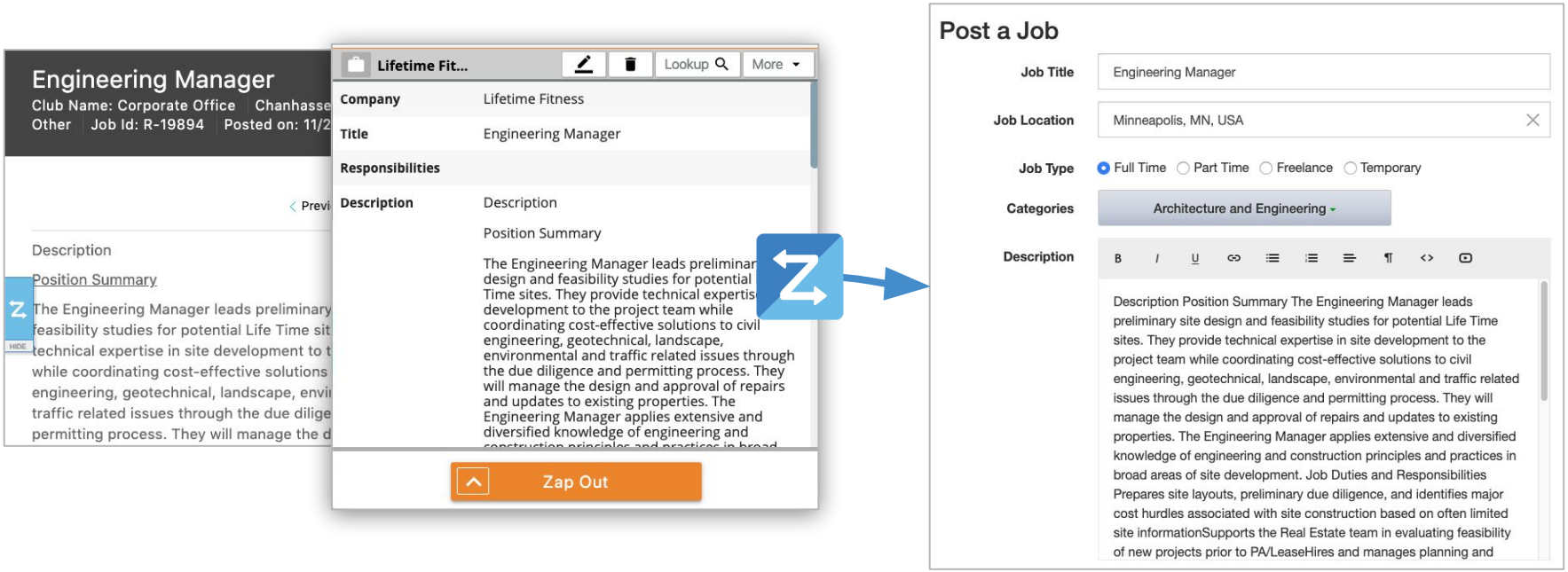
Cross System Awareness





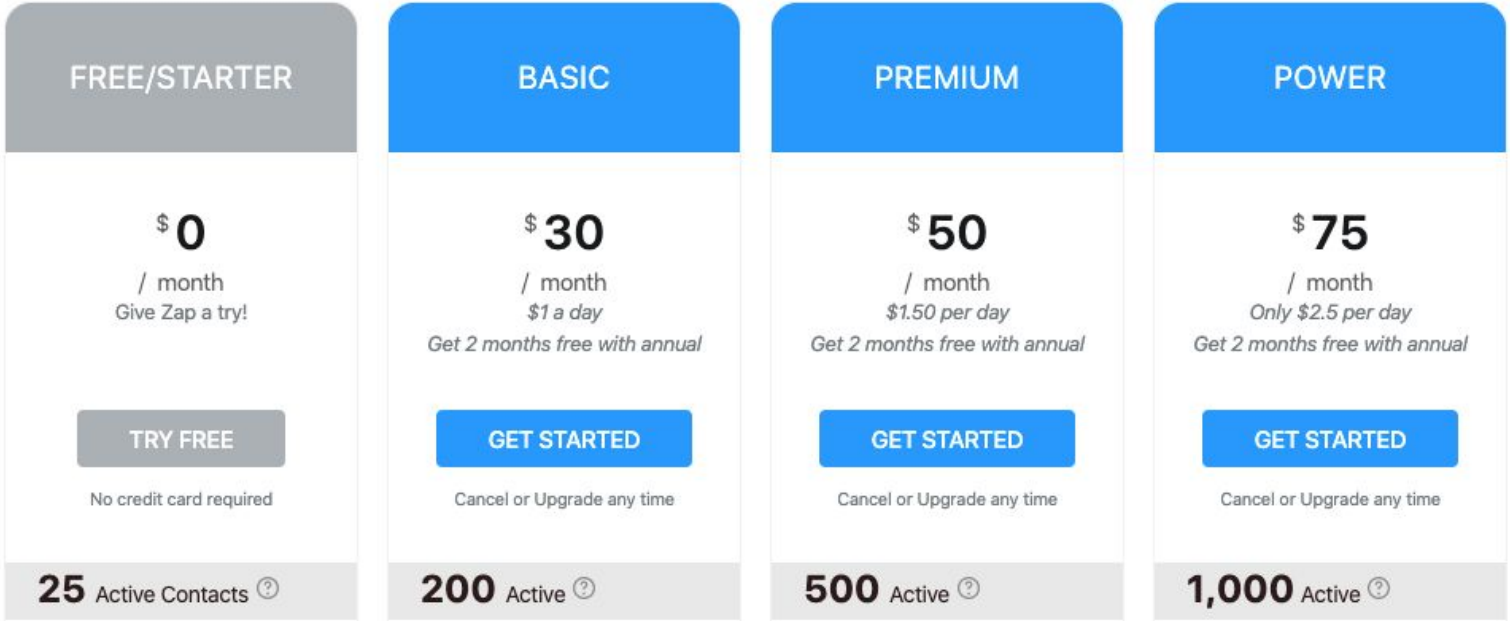
- Tracks talent profiles across the web as recruiters are Zapping people + profiles
- Provides engagement tracking and cross-system-awareness of which apps people are already in
- Gives recruiters an in-browser update if any contact is already inside your apps or had previous contact
- Reduces social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

Post Jobs With 2-Clicks



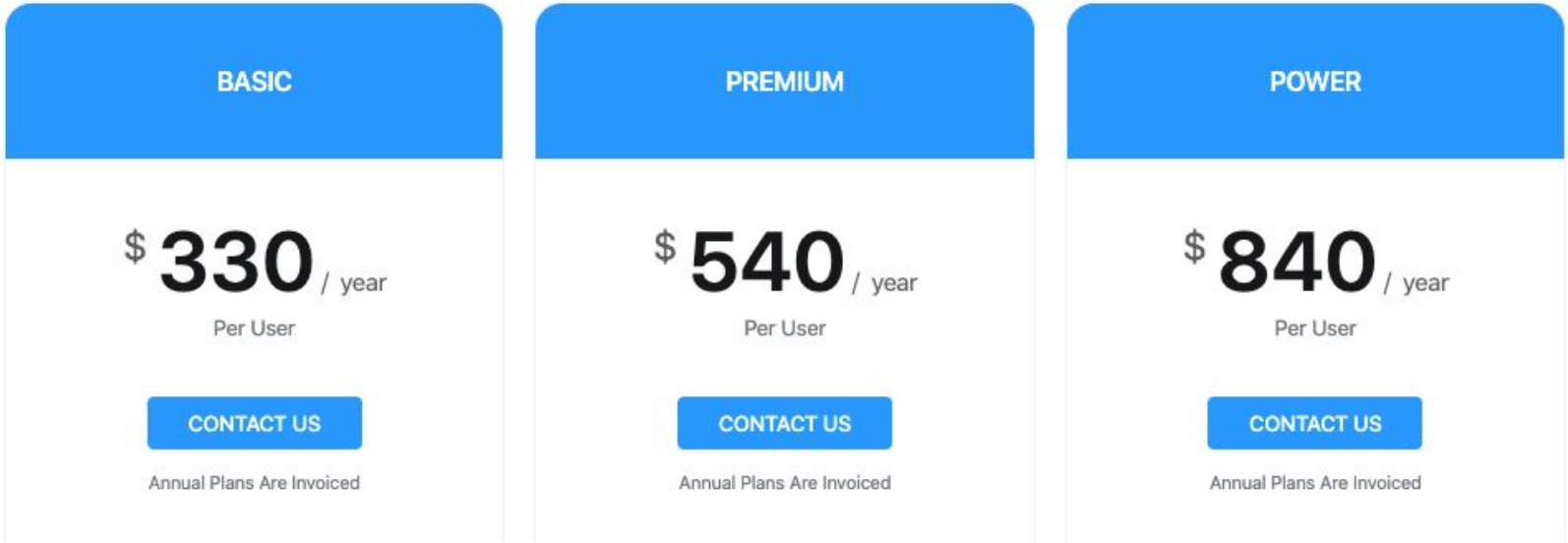
- Recruiters can Zap jobs from their career site or ATS
- They can post jobs into nearly any job posting site with all fields instantly filled out
- Reduces data entry by 75% or more + increases data accuracy and depth within systems
- Can also Zap applicants out of ATS after they apply to Zap them back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

Subscription Pricing



- **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



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