



April 2021
Product Release Notes
API & GUI

Salutary Data’s Leadership Team wants to express a huge THANK YOU to our customers. We appreciate your enthusiasm and great feedback as early adopters!

Scott Gordon, CEO & Co-Founder Jeff Clewley, CTO & Co-Founder
Ryan Quinn, VP of Partnerships & Sales Dan Schimmel, VP Products & Board Advisor

Salutary API Information

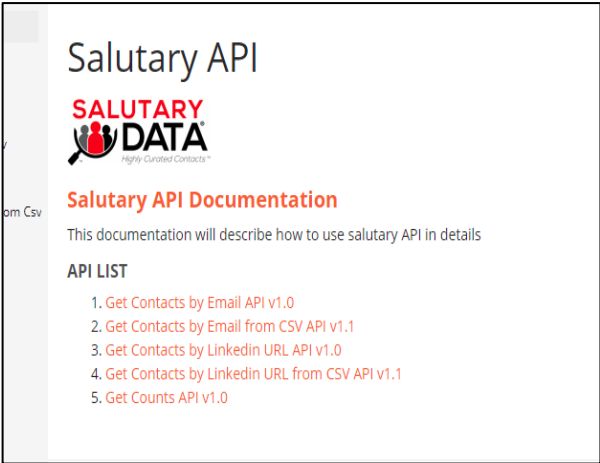
API Power TIPS:

Two Use Cases supported for both Email and Linked In URL matching:

- Up to 10,000 emails or Linked URLs in the V1.0 (non-CSV) APIs
- Upload a CSV file with 40,000+ inputs (1 Mb max file size)

Use Get Counts API to build a free Contact Count Engine into your own UI application

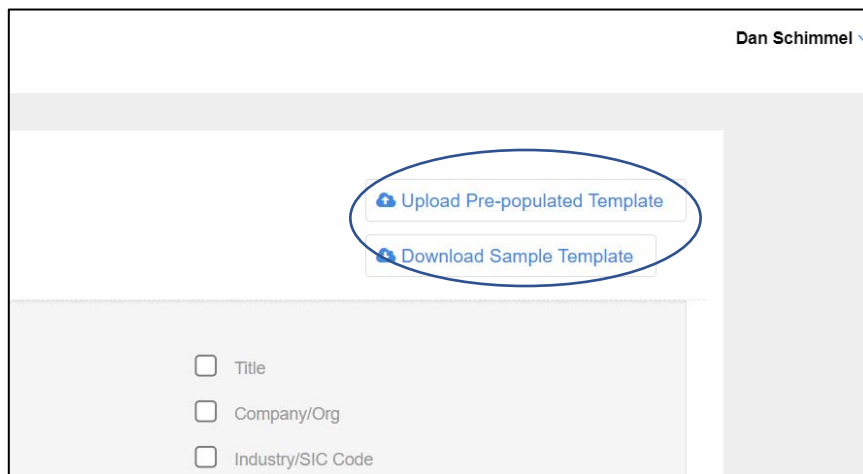
Track previous downloads on your downloads page of your profile to see matches or to re-download your files



Salutary GUI Highlights

NEW FEATURE: Greatly Expanded Pre-Population of Search Inputs

- Download the Sample Template (CSV file).
- Increased capacity: enter up to 30,000 search input values, across your choice of 14 comprehensive search fields
- Upload your Template--instantly pre-populating inputs into the UI
- Get Counts, refine your search, and Download Contacts as required



USE CASES

Account-Based Marketing:

- Preload a list of your top 1,000 target company accounts via their domain names
- Run an initial count
- Further narrow your search with other fields in the UI

Precise contact searching by the powerful "Title" field

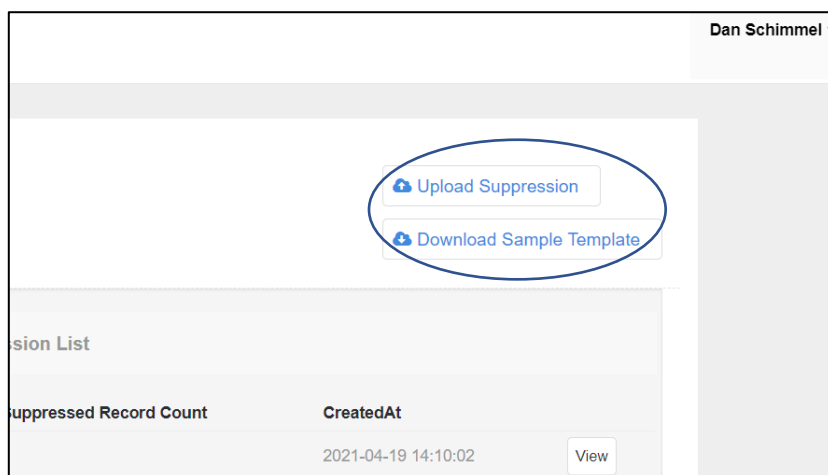
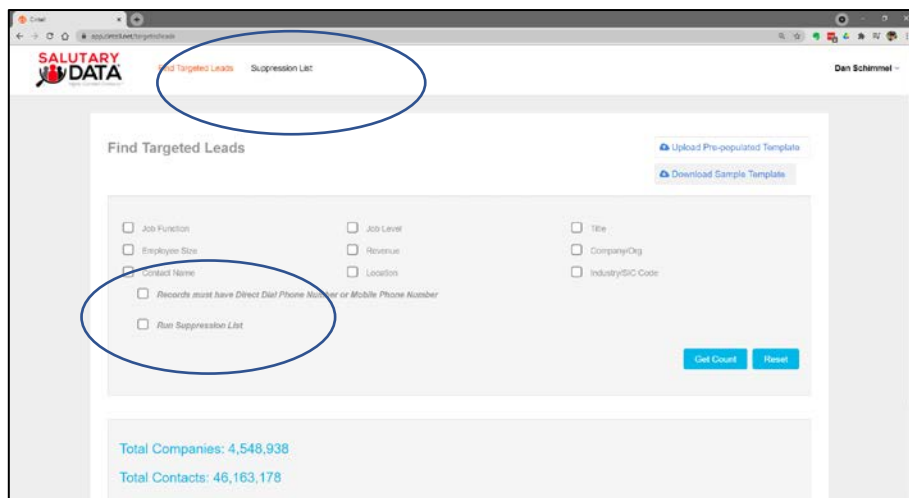
- Pre-populate 500 specific titles from your area of interest
- Get a count, further refine by size of company and level

Convenient upload of a large group of inputs automatically

- SIC Codes
- ZIP Codes
- Function Type
- Level
- ...plus 10 other variables

NEW FEATURE: Suppression Lists

- Click the Suppression List feature:
- Select one of three Suppression Templates: Company URL, LinkedIn URL, or Email
- Enter up to 30,000 input values you want to suppress from your Count results
- Upload your Suppression Template
- Click Run Suppression List box and select a current or previous list
- Get Counts, refine your search, and Download Contacts as required



USE CASES

Add Net-New contacts to your internal list

- Exclude matched records in which you already have an email or LinkedIn URL

Find new B2B targets matching your chosen criteria

- But exclude any which match your internal list of, say 5,000 accounts indicated by Company URL

Re-use your uploaded suppression lists on Salutory Data's software for future searches

NEW FEATURE: Enhanced search options for “Records Must Have a...” selector

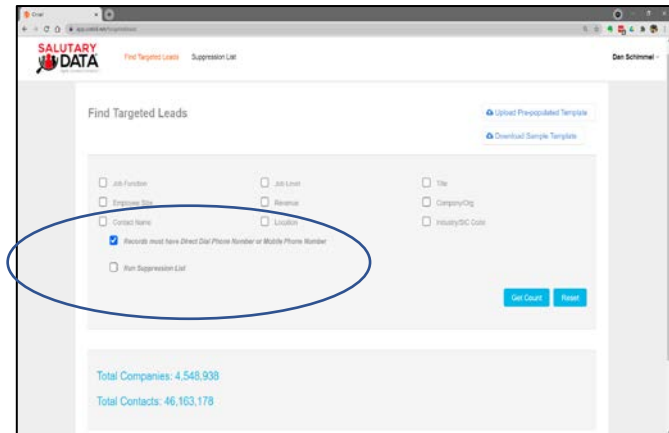
Additional Search options: Find contacts where records must have:

- Mobile Only
- Direct Dial Only
- LinkedIn URL Only

New Database Improvements in this Release include:

- 27M Linked In URLs
- 23M Direct Dial numbers
- 6M+ Mobile phone numbers

... With big plans for more data soon!



Salutary Tips

TECH ADVICE: To take full advantage of all new changes and features, we strongly recommend you **hard refresh your browser cache**, typically:

- On a PC: Ctrl F5, Ctrl reload or Ctrl shift R
- On a Mac: Command Shift R, or Shift reload

UI Power TIP: Keyword Searching Company Name & Title

Use Cases:

- Keyword searching Company Name can improve on SIC
- Keyword search on Title gives you even more accuracy

In this example, “solar” in company name found 22,470 contacts

