



Web UI Product Tutorial

September 2022

Checklist of Web UI Features

- Home screen
- Search fields
 - Job related info (Title, Function, Level, etc)
 - Contact personal related (Name, emails, LinkedIn, etc)
 - Company related—Size, Industry/SIC, Name, domain, Address/location, etc)
- Database of Contacts and Companies
- Running Basic Searches
 - Get Counts
 - Sample of CSV file of contacts for output
- Power features:
 - Prepopulation Files (Inclusion) and Suppression Files (Exclusion)
 - Requiring output “must-haves” to have certain fields (mobile number, LinkedIn, Personal email, etc)
 - Email disposition
 - Running optional Sub-counts
 - Downloading only a Subset of your matches
- Downloading Data, using your Credits
- Additional Resources

Home Screen—all your searching to find contacts

The screenshot displays the SALUTARY DATA Home Screen. The top navigation bar includes links for Home, Downloads, Uploads, Saved Searches, API, and Resources. The user's name, Dan Schimmel, is in the top right corner. The main content area is titled "Find Targeted Leads" and features a search criteria section with checkboxes for Job Function, Employee Size, Contact, Job Level, Revenue, Location, Title, Company/Org, and Industry: SIC/NAICS. There are also checkboxes for "Records must have", "Email Disposition", and "Run Suppression List". Buttons for "Upload Pre-populated Template", "Save Search Criteria", "Get Count", and "Reset" are present. Below the search criteria, a summary box shows the total number of companies and contacts in the database, along with the remaining credits.

Search criteria here →

Total Companies and Contacts in the database →

Find Targeted Leads

Upload Pre-populated Template
Save Search Criteria

☐ Job Function
☐ Employee Size
☐ Contact
☐ Records must have ⓘ :
☐ Email Disposition ⓘ :
☐ Run Suppression List

☐ Job Level
☐ Revenue
☐ Location

☐ Title
☐ Company/Org
☐ Industry: SIC/NAICS

Get Count Reset

Total Companies: 7,645,942
Total Contacts: 57,879,715
Remaining Credits: 40,251,938

Select your search criteria—for example—drop down menu of Job Functions



Find Targeted Leads

[Upload Pre-populated Template](#)

[Save Search Criteria](#)

- ☐ Job Function
- ☐ Employee Size
- ☐ Contact
- ☐ Records must have
- ☐ Email Disposition
- ☐ Run Suppression List

☐ Job Level

☐ Title

Find Targeted Leads

[Upload Pre-populated Template](#)

[Save Search Criteria](#)

☒ Job Function

☐ Job Level

☐ Employee Size

☐ Company Type

☐ Industry: SIC/NAICS

☐ Title

☐ Records

☐ Contact

☐ Records must have

[Get Leads](#) [Reset](#)

Total Companies: 7,645,
Total Contacts: 57,879,7
Remaining Credits: 40,2

Other search variables—Employee Size range, Revenue range, Job Level

The image is a collage of five screenshots from the SALUTARY DATA website, illustrating the 'Find Targeted Leads' search process. The interface includes a navigation bar with links like Home, Downloads, Uploads, Saved Searches, API, and Resources. The main section is titled 'Find Targeted Leads' and features several filter categories:

- Job Function:** Includes checkboxes for Job Function, Employee Size, Contact, and Records must have.
- Job Level:** Includes checkboxes for Job Level, Revenue, and Location.
- Other filters:** Includes checkboxes for Yes, Company, Location, and Records must have.

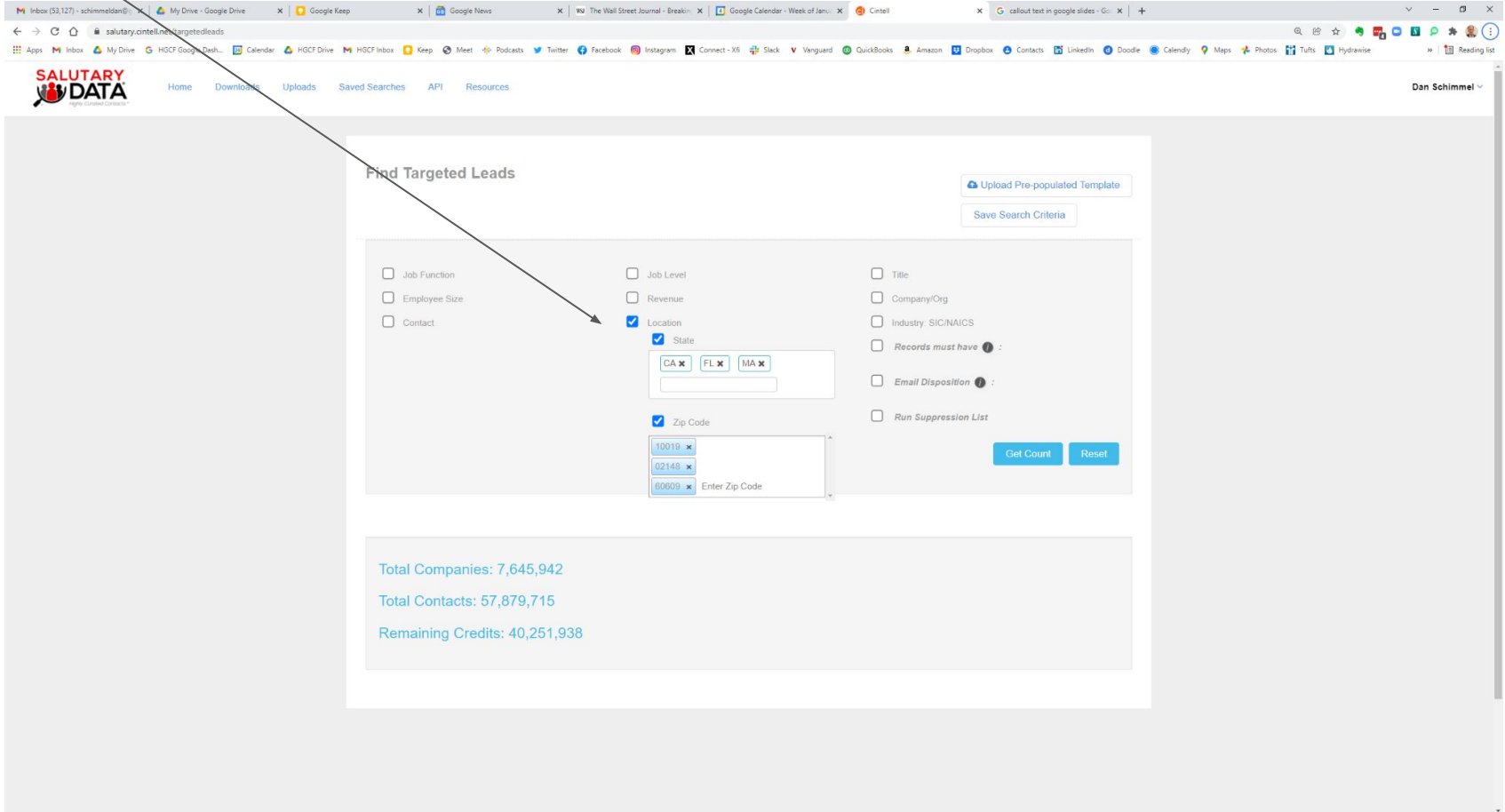
Arrows point from the 'Find Targeted Leads' section to three specific screenshots showing the selection of filters:

- Job Level:** A dropdown menu is shown with 'Job Level' selected.
- Employee Size:** A dropdown menu is shown with 'Employee Size' selected.
- Revenue:** A dropdown menu is shown with 'Revenue' selected.

The bottom right screenshot shows the results of the search, displaying the following statistics:

- Total Companies: 7,645,942
- Total Contacts: 57,879,715
- Remaining Credits: 40,251,938

Location search options—enter States, Zip Codes



The screenshot shows the Salutory Data website's 'Find Targeted Leads' search interface. The page has a header with the Salutory Data logo and navigation links. The main content area is titled 'Find Targeted Leads' and contains a search form. A black arrow points from the title to the 'Location' search options.

Find Targeted Leads

[Upload Pre-populated Template](#)
[Save Search Criteria](#)

☐ Job Function
☐ Employee Size
☐ Contact

☐ Job Level
☐ Revenue
☒ Location

☒ State
CA x FL x MA x

☒ Zip Code
10019 x 02148 x 60609 x Enter Zip Code

☐ Title
☐ Company/Org
☐ Industry SIC/NAICS
☐ Records must have ⓘ :
☐ Email Disposition ⓘ :
☐ Run Suppression List

[Get Count](#) [Reset](#)

Total Companies: 7,645,942
Total Contacts: 57,879,715
Remaining Credits: 40,251,938

Find contacts working in specific Industries (shortcut to picking the 4 digit SIC codes mapped to that Industry)



[Home](#) [Downloads](#) [Uploads](#) [Saved Searches](#) [API](#) [Resources](#)

Find Targeted Leads

[Upload Pre-populated Template](#)

[Save Search Criteria](#)

☐ Job Function

☐ Job Level

☐ Title

☐ Employee Size

☐ Revenue

☐ Company/Org

☐ Contact

☐ Location

☒ Industry

☒ Industry Category

Media & Internet ✕

Real Estate ✕

Software ✕

☒

☐ SIC Code

☐ NAICS Code

☐ Records must have :

☐ Email Disposition :

All 4 digit SIC codes
are mapped to one of
23 Industries.

Find contacts working at companies in specific SIC codes

[Home](#)[Downloads](#)[Uploads](#)[Saved Searches](#)[API](#)[Resources](#)

Find Targeted Leads

[Upload Pre-populated Template](#)[Save Search Criteria](#)☐ Job Function☐ Employee Size☐ Contact☐ Job Level☐ Revenue☐ Location☐ Title☐ Company/Org☒ Industry☐ Industry Category☒ SIC Code☐ NAICS Code☐ Records must have ⓘ :

Powerful free-text title search option (e.g “marketing automation” or “cybersecurity” appear in a contact’s full title)

Find Targeted Leads

Upload Pre-populated Template

Save Search Criteria

☐ Job Function ☐ Job Level ☒ Title

☐ Employee Size ☐ Revenue ☐ Company/Org

☐ Contact ☐ Location ☐ Industry: SIC/NAICS

☐ Records must have

☐ Email Disposition

☐ Run Suppression List

Get Count Reset

Total Companies: 7,645,942

Total Contacts: 57,879,715

Remaining Credits: 40,251,938

Company search: free text on name, company domain, email domain

salutary.cintell.net/targetedleads

SALUTARY DATA
Highly Curated Contacts

Home Downloads Uploads Saved Searches API Resources

Dan Schimmel

Find Targeted Leads

[Upload Pre-populated Template](#)
[Save Search Criteria](#)

☐ Job Function

☐ Employee Size

☐ Job Level

☐ Revenue

☐ Title

☒ Company/Org

- ☐ Company Name
- ☒ Company Domain/URL (E.g.: Test.com)

IBM.com

Hp.com

Apple.com

Oracle.com

Uber.com

Trobot.com

Enter Company Domain/URL

☐ Email Domain (E.g.: sample.com)

☐ Industry: SIC/NAICS

☐ Contact

- ☐ Records must have 1 :
- ☐ Email Disposition 1 :
- ☐ Run Suppression List

☐ Location

[Get Count](#) [Reset](#)

Must-haves: Specify your selected contacts must have certain fields of data available

Find Targeted Leads

Upload Pre-populated Template

Save Search Criteria

☐ Job Function

☐ Employee Size

☐ Contact

☐ Job Level

☐ Revenue

☐ Location

☐ Title

☐ Company/Org

☐ Industry: SIC/NAICS

☒ Records must have :

☐ Mobile phone number Or Direct dial phone number :

☒ Mobile phone number :

☐ Direct dial phone number :

☒ LinkedIn URL :

☐ Email Disposition :

☐ Run Suppression List

Get Count

Reset

Total Companies: 7,645,942

Total Contacts: 57,879,715

Remaining Credits: 40,251,938

For example, if you only want contacts with

- A Mobile Phone
- &
- A Linked In URL

Email Disposition Field: Specify your selected contacts' email deliverability



[Home](#) [Downloads](#) [Uploads](#) [Saved Searches](#) [API](#) [Resources](#)

Find Targeted Leads

[Upload Pre-populated Template](#)

[Save Search Criteria](#)

☐ Job Function

☐ Job Level

☐ Title

☐ Employee Size

☐ Revenue

☐ Company/Org

☐ Contact

☐ Location

☐ Industry

☐ Records must have ⓘ :

☒ Email Disposition ⓘ :

☒ Valid ⓘ :

☐ Catch All ⓘ :

☐ Hard Bounce ⓘ :

☐ Run Suppression List

Choose From: Valid,
Catch-all, or Hard
Bounce

[Get Count](#)

[Reset](#)

Find the counts of contacts available (and companies) matching your criteria

Find Targeted Leads

Upload Pre-populated Template

Save Search Criteria

☐ Job Function ☐ Job Level ☒ Title

☐ Employee Size ☐ Revenue ☐ Company/Org

☐ Contact ☐ Location ☐ Industry: SIC/NAICS

☐ Records must have ⓘ :

☐ Email Disposition ⓘ :

☐ Run Suppression List

marketing automation x cybersecurity x talent x diversity and inclusion x

Enter Title

Get Count Reset

Click here to run a count against the db

Results: contacts and companies found

Companies that matched your search: 49,803

Contacts that matched your search: 137,030

Remaining Credits: 40,251,938

Your Search Criteria :

Title: marketing automation

Title: cybersecurity

Title: talent

Title: diversity and inclusion

Displaying a few random matched records for reference.

Download Results

10 sample contacts provided

Marie Dipiero

Company Name : Pt Solutions Physical Therapy

Title : Talent Acquisition Partner

Download your contacts

The screenshot shows the Salutory Data website interface. At the top, there's a navigation bar with links like Home, Downloads, Uploads, Saved Searches, API, and Resources. The main content area displays search results for 'marketing automation', 'cybersecurity', 'talent', and 'diversity and inclusion'. A modal window is open, titled 'Review your credits info before downloading.' It shows the user's account has 40,251,938 credits and that the current download will use 137,030 credits. There's a 'Start Download' button and a 'Close' button. A dropdown menu for 'Download Results' is also visible, with options 'Download all Matches' and 'Download Subset of Matches'.

Companies that matched your search: 49,803

Contacts that matched your search: 137,030

Remaining Credits: 40,251,938

Your Search Criteria :

- Title: marketing automation
- Title: cybersecurity
- Title: talent
- Title: diversity and inclusion

Review your credits info before downloading.

About your download and credits:

Your account has **40,251,938** credits.

This download will use **137,030** credits to download (1 credit per contact record downloaded).

See a listing of all your previous downloads [here](#)

Click the button below to confirm you want use your credits and download

New File Name

Start Download

Download Results

- Download all Matches
- Download Subset of Matches

Select the Download Button:

See your credits which will be used

Give your download file a name

Click Start Download to confirm

See your downloads and get your data

Contract Start Date: 08/10/2020
Total Credits: 50,000,000
Credits Already Used: 1,377,121
Remaining Credits: 40,251,938

Targeted Leads Search Download Files

Usage: ALL

Id	File	Total Records	Created At	Usage	Download	Delete
1	NEBRASAK 1 to 19 ees 5632 contacts at 4598 companies	5632	2022-02-03 22:35:07	GUI	Download	
2	1 per company Director and Customer Success title	3167	2022-02-03 20:36:15	GUI	Download	
3	1 per company process control and business management	176	2022-02-03 20:32:31	GUI	Download	
4	1 pers company marketing analyst	5800	2022-02-03 19:01:01	GUI	Download	
5	uber.com email domain sample of 100	100	2022-02-02 13:49:58	GUI	Download	
6	aei consultants	290	2022-01-31 17:30:35	GUI	Download	
7	fuelcell energy	35	2022-01-31 16:00:27	GUI	Download	
8	erin madden	29	2022-01-29 15:24:04	GUI	Download	
9	pinnacol in CO	679	2022-01-28 20:46:28	GUI	Download	
10	datadog	136	2022-01-28 20:20:59	GUI	Download	
11	Mineraltree	74	2022-01-28 20:05:20	GUI	Download	
12	apptopia	63	2022-01-28 19:49:47	GUI	Download	

Click here to download your latest file of contacts

A .csv file will be sent to your computer's default local file area, typically Downloads

Open the file to see your data—all fields always download

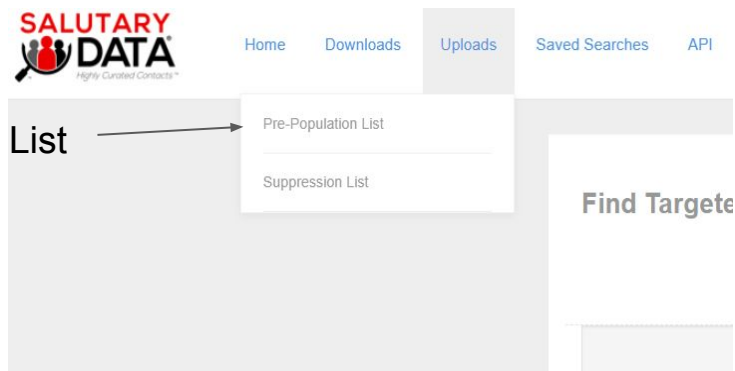
[illegible]

Additional options for more power

- Upload a (4MB maximum) **pre-populated file** of inputs to the User Interface
 - For including large list of inputs in your search more conveniently
- Upload a (1MB maximum) **suppression file**
 - For excluding criteria from your matches (e.g a list of emails, or company domain names)
 - Currently allowed to run one suppression at a time
- Save Search criteria
- Download a subset of your contacts
- View sub-counts of your search count

Upload a pre-populated file of inputs to the User Interface

Step 1: Select Uploads, Pre-Population List



Step 2: On the Pre-Population File List page,
Download the Sample Template

Previously Uploaded Pre Population File

Previously Uploaded Pre Population File			
			Upload New Pre-populated Template
			Download Sample Template
Id File		Created At	Action
1	preppro 800 linked ins 0 matches Rightbound.csv	2022-01-19 17:44:59	View Reload Delete
2	Upload test Hertz avis sample prepop 2 contacts with first and last name.csv	2021-11-12 12:59:44	View Reload Delete
3	Upload test Hertz avis sample prepop 2 contacts.csv	2021-11-12 12:56:00	View Reload Delete
4	Upload test Hertz avis sample prepop.csv	2021-11-12 12:41:36	View Reload Delete

Upload a **pre-populated** file of inputs to the User Interface

Step1: click here to upload the file you just saved

Previously Uploaded Pre Population File

Id	File
1	prepppo 800 linked ins 0 matches Rig
2	Upload test Hertz avis sample prepop
3	Upload test Hertz avis sample prepop
4	Upload test Hertz avis sample prepop

Upload Your File

Click here to select file

My prepop file IT security titles at big companies in large states.csv

Step 2: Select your

file, then click

Upload

Upload

Cancel

Upload New Pre-populated Template

Download Sample Template

Action

View

Reload

Delete

View

Reload

Delete

View

Reload

Delete

View

Reload

Delete

Pre-populated inputs will load on the home screen—you're ready to Get a count, refine your search further, etc...

The screenshot shows a web browser window with the URL `salutary.cintel.net/targetedleads/361`. The page title is "Find Targeted Leads". The form includes several sections with checkboxes and input fields. Arrows from the text above point to the following pre-populated fields:

- Job Level:** A dropdown menu showing "Manager", "Director", and "VP".
- Revenue:** A text input field showing "\$1B+".
- Title:** A dropdown menu showing "Internet Security", "Cybersecurity", "Network Security", "Spysware", and "Enter Title".
- State:** A dropdown menu showing "CA", "MA", "IL", and "NY".

Other form elements include:

- Job Function:** A checkbox.
- Employee Size:** A checkbox.
- Company/Org:** A checkbox.
- Contact:** A checkbox.
- Location:** A checkbox.
- Zip Code:** A checkbox.
- Industry: SIC/NAICS:** A checkbox.
- Email Disposition:** A checkbox.
- Run Suppression List:** A checkbox.
- Records must have:** A checkbox.
- Buttons:** "Upload Pre-populated Template", "Save Search Criteria", "Get Count", and "Reset".

At the bottom of the page, the following statistics are displayed:

- Total Companies: 7,645,942
- Total Contacts: 57,879,715

Upload a **Suppression file of inputs** to the User Interface

Step 2: Select Uploads, Suppression List to upload your file to the Web UI. You will see it in the Uploaded Suppression List area here

The screenshot shows the SALUTARY DATA web interface. The top navigation bar includes links for Home, Downloads, Uploads, Saved Searches, API, and Resources. The 'Uploads' tab is active, and a dropdown menu is open, showing 'Pre-Population List' and 'Suppression List'. The 'Suppression List' option is selected. Below the dropdown, there is a section titled 'Uploaded Suppression List' which contains a table. The table has columns for SNO, File Name, File Size (KB), Number of Inputs uploaded in Suppression Header, Records matched for Suppression as of CreatedAt, and Action. A single row is visible with a checked checkbox in the SNO column, indicating it is selected. To the right of the table, there is a sidebar with links to download sample templates: 'Download Company Web URL Sample Template', 'Download LinkedIn URL Sample Template', 'Download Email Address Sample Template', and 'Download Email Domain Sample Template'. A 'Load to Home Page' button is also present.

SNO	File Name	File Size (KB)	Number of Inputs uploaded in Suppression Header	Records matched for Suppression as of CreatedAt	Action
<input checked="" type="checkbox"/>	1 emailaddress-suppression-list-sample.csv	0.04	1	1 as of 2021-04-19 14:10:02	View Delete

Step 3: Check the boxes next to the Suppression File(s) you want to activate. To use them in your search, click Load to Home Page

Step 1: Create your Suppression List—by downloading a sample template and entering your inputs. 4 suppression options: Company or Email domain; email address; LinkedIn URL

Your **Suppression File(s)** inputs will load on the home screen—you're ready to Get a count, refine your search further, etc...

The screenshot shows the 'Find Targeted Leads' interface of the SALUTARY DATA platform. The header includes the logo and navigation links: Home, Downloads, Uploads, Saved Searches, API, and Resources. The main section contains various filters and search options. Three arrows from the text above point to specific features: one points to the 'Run Suppression List' checkbox, another points to the 'Job Level' dropdown menu, and a third points to the 'Title' dropdown menu.

SALUTARY DATA
Highly Curated Contacts™

Home Downloads Uploads Saved Searches API Resources

Find Targeted Leads

[Upload Pre-populated Template](#)
[Save Search Criteria](#)

☐ Job Function

☒ Job Level
Consultant x []

☒ Title
security x Enter Title

☒ Employee Size
20 to 99 x []

☐ Revenue

☐ Company/Org

☐ Location

☐ Industry: SIC/NAICS

☐ Contact

☐ *Records must have* ⓘ :

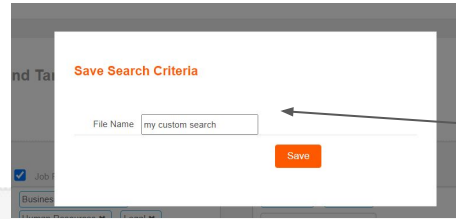
☐ Email Disposition ⓘ :

☒ **Run Suppression List**
emailaddress-suppression-list-sample.csv - (1)

[Get Count](#) [Reset](#)

Save your search criteria to use again on a new search

Find Targeted Leads



Upload Pre-populated Template

Save Search Criteria

☒ Job Function

Business Management ✕

Human Resources ✕

Legal ✕

☒ Job Level

Manager ✕

Director ✕

☐ Title

☐ Employee Size

☒ Revenue

\$10M to <\$50M ✕

\$50M to <\$100M ✕

☐ Company/Org

☐ Contact

☒ Location

☐ State

☒ Zip Code

✕

03801 ✕

60609 ✕

20013 ✕

Enter Zip Code

After you have entered your specific inputs for your contact search, select Save Search Criteria

Download a subset of your contacts

Your Search Criteria :

- Job Function: Business Management
- Job Function: Human Resources
- Job Function: Legal
- Job Level : Manager
- Job Level : Director
- Revenue: \$10M to <\$50M
- Revenue: \$50M to <\$100M
- Zip Code: 03801
- Zip Code: 60609
- Zip Code: 20013
- Zip Code:

Download Results ▾

Download all Matches

Download Subset of Matches

Choose Download a Subset of random matches, instead of All Matches

Then pick one of three methods to create your subset:

- % of total matches (enter 10 to indicate 10%)
- A maximum number of matches (eg 100 or 5000)
- Maximum number of contacts per company as a limiter (e.g 1 per company)
- Enter the Download file name

Your account has a credit balance of 40,251,897.

Please specify the percent OR number of records you seek as a subset to download.

☒ Subset Percentage

10

☐ Subset Number

Enter the No of Records

☐ Number of Contacts per Company

Enter the Records

New File Name

my 10% sample out of 2000

Click the button below to download your subset of records (which will be deducted from your credit balance)

Start Subset Matches Download

Close

Resources

[Saved Searches](#)

[API](#)

[Resources](#)

Click here for more
help resources

Product Communications

[May 2021 Product Release Notes](#)

[July 2021 Product Overview](#)

Salutary Data API Documentation

[Salutary Data API Documentation](#)

Upload Templates

[Prepopulation Sample Template](#)

[Company Web URL Sample Suppression Template](#)

[LinkedIn URL Sample Suppression Template](#)

[Email Address Sample Suppression Template](#)