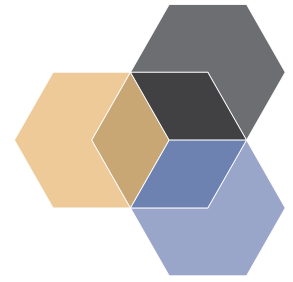


Distributed Network Software LLC



INSIGHTS

WITH MICROSOFT DYNAMICS 365

The screenshot displays the Microsoft Dynamics 365 Insights Discovery Center interface for The Coca-Cola Co. The top navigation bar includes 'NEW ACTIVITY', 'NEW RECORD', 'IMPORT DATA', and 'ADVANCED FIND'. A red arrow points to the 'Add to CRM' button in the top left navigation area. The main content area is divided into several sections:

- Company Firmographics:** Displays the Coca-Cola logo and company details such as address (1 Coca-Cola Plaza Nw, Atlanta, GA 30313-2420, United States), business number (+1 404 676 2121), URL (www.coca-colacompany.com), revenue (\$33,918M), employees (61,800), ownership (Public), industry (Non-Alcoholic Beverages), and a detailed description of the company's operations.
- Job Functions:** Shows 15,030 contacts with a donut chart and a legend for various departments: Eng & Research (531), Finance (2051), Human Resources (649), IT (168), Marketing (1981), Operations & Admin (3049), Sales (2687), and Others (4402).
- Key Contacts:** Lists key individuals including Ahmet Muhtar Kent (Chairman of the Board), Robert Kotick (Independent Director), Ronald W. Allen (Independent Director), and Marc Bolland (Independent Director).
- Insights:** A news feed on the right side of the interface, featuring articles such as 'The Coca-Cola Co plays on authenticity cues in US Honest Tea ad - video', 'Watch for Shares of Coca-Cola Co/The (KO) to Approach Resistance at \$43.84', 'Funding Developments: Commonwealth Equity Services LLC Lowers Holdings in The Coca-Cola Co (NYSE:KO)', 'COCA COLA AMATIL: Purna and Mukhd by Pqrs Method and Deep Screening of Track', 'AR Soccer Challenges - Coca-Cola Challenged People to Go Hea...', 'What Will Happen to Coca-Cola European Partners plc (CCE) Next? The Stock Formed a Several Months Be...', 'Could Coca-Cola European Partners plc (CCE) Change Direction After This Double Bottom Pattern', and 'Ready to Drink (RTD) Tea & Coffee Market 2018 Global Analysis By Key Players - Suntory Holdings Ltd...'.

NOW YOU KNOW...

WHO TO CALL. WHAT TO SAY. HOW TO GET IN AND WIN.

- Insights Discovery Center gives you access to prospects from 13 million+ companies and contacts worldwide in the Insights database.
- Insights constantly monitors over 40,000 news and social media data sources to deliver the most up-to-date information about your prospect companies and contacts so that you can find contacts within an account and update it in your CRM with one click.
- See all relevant news, critical business events, and social buzz to better engage with your prospects.
- Find people and organizations that match your target criteria.
- Get current company firmographic information and sync your Accounts on CRM with one click.
- Complete and accurate contact data delivered directly to you with key events information that help you find relevant reasons to engage, leverage internal connections and follow your contacts through social channels.
- Scan the Research tab for deeper understanding of your prospect's industry and business to build rapport, earn trust, and close more, bigger deals.
- Filter your connections by Job Level, Function, or Connection Level to quickly identify contacts most important to you.
- Identify mutual connections within personal or alumni network to ask for a warm introduction.
- Increase your engagement rate up to 84% with insights and connections.

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As a software solution and technology company, our content tends to be more informational and tip-based. This is why we have introduced a brand new BLOG section where we post articles about CRM and ERP solutions, sales and marketing automation, app development, Internet resources, Microsoft news, updates, and more - twice a week, every week. Don't forget to subscribe.

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