

Sales Intelligence Solutions Ranked By Users on G2Crowd: DiscoverOrg Tops the List Again

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Latest G2Crowd Report Highlights DiscoverOrg Strength Among Business Sales Intelligence Vendors

For the second year in a row, DiscoverOrg, a three-time Inc. 500 honoree, has been ranked as the number one user choice amongst sales intelligence solutions on G2 Crowd. The company's top ranking was earned across a variety of scoring metrics, including customer satisfaction, industry research availability, and platform performance and reliability in the just-released Winter 2015 report from G2 Crowd. The site leverages more than 30,000 user ratings to help guide enterprise software purchases.

DiscoverOrg's back-to-back top ranking in the Winter 2015 report is based on 111 user reviews, 100% of whom rate the data intelligence solution with 4 or 5 stars. Users highlight the detailed, accurate and updated data, customer support and Salesforce integration as key reasons for the high ranking.

Download your complimentary copy of the full report [here](#).

Some notable points about DiscoverOrg from the research include:

- 95% ranked DiscoverOrg highest for performance and reliability

- 97% applauded DiscoverOrg's integration APIs

- 96% of users would recommend the product to peers, the highest rating in the category

- 100% of users believe that DiscoverOrg is headed in the right direction

“With so many different vendors in this space, it is incredibly exciting to see our customers and G2 Crowd users rank us as a Leader in this space and the Number 1 solution for customer satisfaction,” said Henry Schuck, co-founder and CEO of DiscoverOrg. “Being able to provide companies with a sales intelligence solution that they can rely on - and would overwhelmingly recommend to others - is gratifying in this competitive space.”

DiscoverOrg earned the overall highest satisfaction score among Sales Intelligence solutions and is highlighted for solving business problems such as finding high-quality contact information (especially at large companies), relationship building, lead generation, and increased sales process efficiency.