
TRADE SHOWS

LEVERAGING THE GAZELLE.AI TRADE
SHOW FEATURE

PRESENTED BY:



Janelle Mansfield
VP Customer Success &
Customer Experience



Jenna Lane
Sr. Customer Success Manager,
Team Lead



AGENDA

1. **What to expect with our trade show lists**
2. **Quick G-Score overview**
3. **5 use cases for using the trade shows tool**
4. **Key benefits and takeaways**
5. **Q&A**



Are You Ready?

QUICK INTRO TO TRADE SHOWS



JENNA LANE
SENIOR CUSTOMER SUCCESS MANAGER



Trade Show Lists

- Exhibiting companies at that trade show
- NOT attendees
- Company profile is already in the Gazelle.ai platform
- Access to the company profile, G-Score, and associated contacts

COMPANY FINDER

NAICS KEYWORDS CLUSTERS MAP FEATURED LISTS TRADE SHOWS 1

Any All Mro Americas 2022

Revenue Employees G. Score Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Trade Shows Importer Exporter New Companies 452 found Clear Save

Search Results Recent Profiles Saved Searches

Download Save Companies

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
CAROLINA GROUND SERVICE EQUIP...	6	423830 Industrial Machinery and Equipment Merchant Wh.	New Bern, NC	United States	10M - 50M	11 - 50
EMBRAER	6	336411 Aircraft Manufacturing	Sao Jose Dos Campos, Sao Paulo	Brazil	1B+	10k+
CRANE AEROSPACE & ELECTRONI...	6	334511 Search, Detection, Navigation, Guidance, Aeronaut.	Lynnwood, WA	United States	100M - 500M	501 - 1,000
ONTIC ENGINEERING AND MANUFAC...	6	488190 Other Support Activities for Air Transportation	Chatsworth, CA	United States	100M - 500M	101 - 500
HISCO	6	423610 Electrical Apparatus and Equipment, Wiring Suppl.	Houston, TX	United States	100M - 500M	101 - 500
TESTIA	6	336413 Other Aircraft Parts and Auxiliary Equipment Manu.	Toulouse, 76	France	10M - 50M	101 - 500
SINGAPORE TECHNOLOGIES ENGINE...	6	333120 Construction Machinery Manufacturing	Singapore	Singapore	1B+	11 - 50
CERTIFIED AVIATION SERVICES	6	336413 Other Aircraft Parts and Auxiliary Equipment Manu.	Ontario, CA	United States	10M - 50M	101 - 500
VSE AVIATION	6	488190 Other Support Activities for Air Transportation	Miramar, FL	United States	10M - 50M	51 - 100
COMMERCIAL JET	6	488190 Other Support Activities for Air Transportation	Miami, FL	United States	0 - 10M	101 - 500

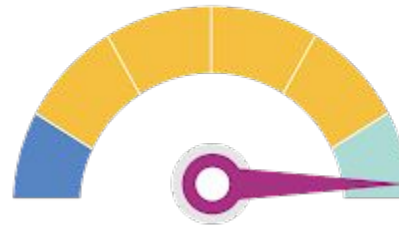


THE G-SCORE EXPLAINED

Our G-Scores are estimates of an individual firm's propensity to announce an expansion in the next 12-18 months.

- The Gazelle.ai research involves model comparisons and comparative analysis of multiple models and model elements.
 - *G-Score 1 - no propensity to expand or not enough information available*
 - *G-Score 2-5 - increasing 25th quartiles of propensity to expand*
 - *G-Score 6 - direct outreach confirmed planned expansion (Verified Projects)*

1
No propensity
to expand



2-5

Increasing 25th quartiles
of propensity to expand

6
Direct outreach
confirmed expansion

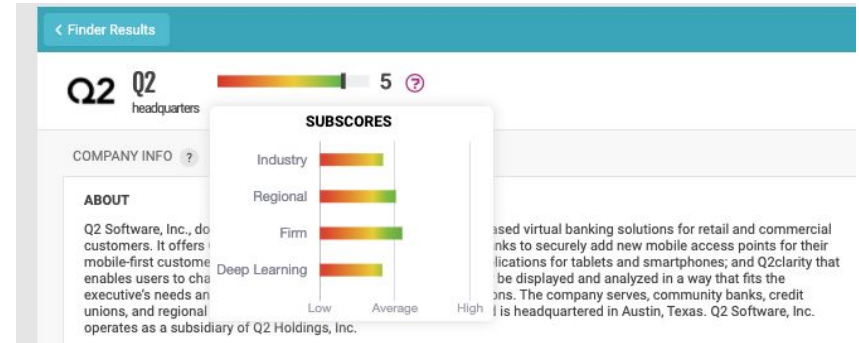


THE SUBSCORE EXPLAINED

The *G-Score Subscore Tool* breaks down a firm's overall propensity to expand in an industry (G-Score) into its Subscores that represent the main groups of drivers. It helps to understand what is primarily responsible for a company's growth signals. It is visible for all displayed G-Scores by NAICS through a hover-over.

Subscores illustrate a firm's performance for:

- **Firm:** Drivers specific to the individual companies such as its age, size, funding status, trade show attendance, past expansions, etc.
- **Regional:** Drivers representing the performance of the region such as business costs or the existing ecosystem, etc.,
- Local **Industry** drivers measure the industry's performance in areas such as financial performance or trade, etc.
- The impact of the AI's **Deep Learning** that represents any possible combination of drivers such as the interaction between current or past firm and industry signals; for example, low state business costs in combination with a strong workforce could have a significantly higher impact on the G-Score than either of the variables on their own.



Are You Ready?

TRADE SHOW USE CASES



HOW TO LEVERAGE THE TRADE SHOW FEATURE

Use Case 1

Compliment your physical attendance at a trade show

- Schedule meetings for the show in advance
- Profile companies who are attending
- Prioritize who you want to speak to based on key criteria in Gazelle, such as G-Score, funding information, and company profile data

COMPANY FINDER

NAICS KEYWORDS CLUSTERS MAP 2 FEATURED LISTS TRADE SHOWS 1

Any All Florida Florida Photonics West 2022

Revenue Employees G. Score Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Trade Shows Importer Exporter New Companies 92 found Clear Save

Search Results Recent Profiles Saved Searches

Download / Save Companies

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
<input type="checkbox"/> ENGIS CORPORATION	6	327910 Abrasive Product Manufacturing	Wheeling, IL	United States	10M - 50M	101 - 500
<input type="checkbox"/> EXFO	6	334118 Computer Terminal and Other Computer Peripheral	Quebec, QC	Canada	100M - 500M	1,001 - 5,000
<input type="checkbox"/> NP PHOTONICS	5	811412 Appliance Repair and Maintenance	Tucson, AZ	United States	0 - 10M	11 - 50



HOW TO LEVERAGE THE TRADE SHOW FEATURE

Use Case 2

Support research and meetings when not attending the show

- Reach out to exhibitors who are at the show and request a meeting post show
- Find similar companies to those you are interested in

Key filters to support your search

- G-Score
- Funding Stage
- Funding Date
- Map



HOW TO LEVERAGE THE TRADE SHOW FEATURE

Use Case 3

Finding companies that are attending a trade show in a specific country but headquartered in another country

Eg. Companies headquartered in Germany that are attending a show (or shows) in the U.S.

The screenshot shows the 'COMPANY FINDER' interface with the following search criteria:

- NAICS:** United States Of America, Germany
- KEYWORDS:** Cooperator Events 2022, Mro Americas 2022, Chicago Build Expo 2022, Modex 2022
- CLUSTERS:** Himss 2022, Natural Products West 2022, Heli Expo 2022, Specialty Custom Chemicals 2022, Food Processing Expo 2022
- MAP:** International Buildersshows 2022, International Builders Show 2022, Rsa Conference 2022
- FEATURED LISTS:** 2
- TRADE SHOWS:** 12

Additional filters include: Revenue, Employees, G. Score, Year Founded, Funding Date, Funding Stage, Role, Status, Locations, Intl. Presence, and checkboxes for Featured, Trade Shows, Importer, Exporter, and New Companies. The results show 41 found items.

Search Results: Recent Profiles, Saved Searches

Download / Save Companies

	COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
<input type="checkbox"/>	REISER SIMULATION AND TRAINING ...	5	333111 Farm Machinery and Equipment Manufacturing	Berg	Germany	10M - 50M	101 - 500
<input type="checkbox"/>	LINDE	5	325120 Industrial Gas Manufacturing	Munich, BY	Germany	1B+	5,001 - 10k



HOW TO LEVERAGE THE TRADE SHOW FEATURE

Use Case 3

Using the trade shows button to filter your list down to companies that are exhibiting at trade shows

- We know that there is a correlation between a company's attendance in trade shows and their likeness for expansion
- Example - Cleantech companies that do not have a presence in the U.S. and are involved in trade shows. When the 'trade shows' button is selected, the list goes from 1,674 to 377



Using the trade shows button to filter your list down to companies that are exhibiting at trade shows

COMPANY FINDER ?



NAICS KEYWORDS 1 CLUSTERS MAP 2 FEATURED LISTS TRADE SHOWS

Any All # Cleantech x United States Of America x United States Of America x





























Revenue v Employees v G. Score v Year Founded v Funding Date v Funding Stage v Role v Status v Locations v Intl. Presence v

Trade Shows Importer Exporter New Companies 377 found Clear Save

Search Results Recent Profiles Saved Searches

[Download](#) / [Save Companies](#)  

« FIRST < 1 2 3 >

<input type="checkbox"/>	COMPANIES	G. SCORE v	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
<input type="checkbox"/>	 TRANSPOD 	 6	237130 Power and Communication Line and Related Struc.	Toronto, ON	Canada	0 - 10M	11 - 50
<input type="checkbox"/>	 ATMONIA 	 6	237130 Power and Communication Line and Related Struc.	Reykjavik, IS	Iceland	0 - 10M	1 - 10
<input type="checkbox"/>	 NORTHVOLT 	 6	237130 Power and Communication Line and Related Struc.	Stockholm	Sweden	10M - 50M	1,001 - 5,000
<input type="checkbox"/>	 ATHER ENERGY 	 6	335999 All Other Miscellaneous Electrical Equipment and ...	Bangalore, 19	India	10M - 50M	501 - 1,000
<input type="checkbox"/>	 GENECIS ENVIROTECH 	 5	335220 Major Household Appliance Manufacturing	Scarborough, ON	Canada	0 - 10M	11 - 50
<input type="checkbox"/>	 EMERALD TECHNOLOGY VENTUR...	 5	523999 Miscellaneous Financial Investment Activities	Zürich, ZH	Switzerland	N/A	11 - 50
<input type="checkbox"/>	 CARBON TRUST 	 5	523991 Trust, Fiduciary, and Custody Activities	London, ENG	United Kingdom	0 - 10M	1 - 10
<input type="checkbox"/>	 WASHEN 	 5	335220 Major Household Appliance Manufacturing	Bulawayo	Zimbabwe	0 - 10M	1 - 10
<input type="checkbox"/>	 ARROE	 5	335911 Storage Battery Manufacturing	London, ENG	United Kingdom	N/A	1 - 10
<input type="checkbox"/>	 VOITFRION 	 4	335911 Storage Battery Manufacturing	Dortmund, NW	Germany	0 - 10M	11 - 50



HOW TO LEVERAGE THE TRADE SHOW FEATURE

Use Case 4

You have a colleague attending a trade show and you want to run a report of the show exhibitors and pull your top list for that colleague

- Run your search using the specific trade show and narrow it down with filters
- Save your company list into a folder
- Download the list



Download the list for yourself or your counterpart

- Go into your folders and find the folder you are interested in, and click the download button
- Select the fields that you are most interested in
- This will download as a CSV file

DOWNLOAD

Company Fields ? [Select All / Unselect All](#)

Company GID	G. Score	Name	Website	Main Email	Alt Email	Main Phone	Alt Phone	Street
City	State	Postal Code	Country	Revenue	Employees	Lat/Lon	Company Description	
Year Founded	LinkedIn	Facebook	Twitter	Crunchbase	Primary Industry	Other Industry		
International Presence								

People Groups ? [Select All / Unselect All](#)

Owners / Founders	C-Suite Executives	Vice Presidents	Board Members	Managers / Directors
Business Development	Operations Staff	Real Estate	Others	

People Fields ? [Select All / Unselect All](#)

Person Name	Title	Email	LinkedIn	Facebook	Twitter	Crunchbase
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List Content ? Selected results 0 Top results 100 Top results 500



HOW TO LEVERAGE THE TRADE SHOW FEATURE

Use Case 5

You want to view a list of trade shows in a specific region and in an industry you are targeting



COMPANY FINDER ?

NAICS KEYWORDS CLUSTERS MAP 1 FEATURED LISTS TRADE SHOWS 3

Photonics West 2022 x Himss 2022 x Arab Health 2022 x

medical devices Year

TRADE SHOW NAME	DESCRIPTION	INDUSTRY	DATE	CITY	COUNTRY
 HIMSS (2022)	The Health Information Management Systems Show, a vital resource for the healthcare sector.	Medical Devices	Mar 14 - 18, 2022	Orlando	United States
 Arab Health (2021)	Arab Health is the leading medical equipment exhibition in the Middle East showcasing the latest innovations in healthcare.	Medical Devices	Jan 24 - 27, 2022	Dubai	United Arab Emirates
 SPIE. Photonics West (2022)	Conference focused on photonics, lasers, and the precision application of light and lasers.	Medical Devices	Jan 22 - 27, 2022	San Francisco	United States
 Medica (2021)	Medica is the largest medical trade fair in the world, highlighting medical research and development.	Medical Devices, Life	Nov 15 - 18, 2021	Düsseldorf	Germany



You want to view a list of trade shows in a specific region and in an industry you are targeting

COMPANY FINDER ?

NAICS **KEYWORDS** **CLUSTERS** **MAP** 3 **FEATURED LISTS** **TRADE SHOWS** 3

Any All Florida Florida Georgia Himss 2022 Arab Health 2022 Photonics West 2022

Revenue Employees G. Score Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Trade Shows Importer Exporter New Companies 14 found

Search Results

[Download](#) / [Save Companies](#)

« FIRST < 1 >

<input type="checkbox"/>	COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
<input type="checkbox"/>	LOYAL	5	541715 Research and Development in the Physical, Engine.	Atlanta, GA	United States	0 - 10M	51 - 100
<input type="checkbox"/>	ZPAPER	5	541613 Marketing Consulting Services	Roswell, GA	United States	N/A	11 - 50
<input type="checkbox"/>	VERIZON	5	811219 Other Electronic and Precision Equipment Repair a.	Morrow, GA	United States	0 - 10M	10k+



HOW TO LEVERAGE THE TRADE SHOW FEATURE

- **SAVE TIME**

- Use our G-Score to discover and target companies that are expected to grow in the near term
- We provide you outreach resources in our Gazelle.ai Help Center to strategically contact leads including our 7-Step approach using email, phone and LinkedIn (with ready to use scripts!)

- **STRATEGIC AND TARGETED OUTREACH**

- We post trade show lists in advance of the show for pre-planning and appointment setting
- You can request any type of trade show and exhibitor list you wish
- You can obtain vetted and qualified exhibitor lists as far back as 2018

- **REFINED AND TARGETED SEARCH**

- Refine your search using our filters to curate a targeted list that meet your firm's needs



ADVANCED GAZELLE FEATURES

PHOTONICS TRADE SHOW ATTENDANTS YOU SHOULD WATCH FOR

IMPORTER COMPANIES

EXPORTER COMPANIES

COMPANY FINDER

NAICS KEYWORDS CLUSTERS MAP FEATURED LISTS TRADE SHOWS

Any All Photonics West 2022

Revenue Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

5 Revenue 1 Employees 1 G. Score Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Importer Exporter New Companies

11 found Clear Save

Search Results Rec Profiles Saved Searches

Download / Save Companies

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
<input type="checkbox"/> FISHER SCIENTIFIC	5	423490 Other Professional Equipment and Supplies Merch.	Rockwood, TN	United States	100M - 500M	101 - 500
<input type="checkbox"/> CORNING	4	423220 Home Furnishing Merchant Wholesalers	Corning, NY	United States	1B+	10K+
<input type="checkbox"/> PANASONIC CORPORATION	4	335999 All Other Miscellaneous Electrical Equipment and...	Kiama, Osaka	Japan	500M - 1B	11 - 50
<input type="checkbox"/> NEWPORT CORPORATION	3	551112 Offices of Other Holding Companies	Irvine, CA	United States	100M - 500M	101 - 500
<input type="checkbox"/> THORLABS	1	541715 Research and Development in the Physical, Engine...	Newton, NJ	United States	10M - 50M	51 - 100
<input type="checkbox"/> BRÜHLER	1	333241 Food Product Machinery Manufacturing	Plymouth, MN	United States	50M - 1B	10K+
<input type="checkbox"/> MITUTOYO AMERICA CORPORATI...	1	423830 Industrial Machinery and Equipment Merchant Wh...	Aurora, IL	United States	50M - 100M	101 - 500
<input type="checkbox"/> SMC CORP OF AMERICA	1	333999 All Other Miscellaneous General Purpose Machine...	Noblesville, IN	United States	100M - 500M	1,001 - 5,000
<input type="checkbox"/> GLENAIR	1	334417 Electronic Connector Manufacturing	Glen Dale, CA	United States	100M - 500M	101 - 500
<input type="checkbox"/> EDMUND OPTICS	1	333314 Optical Instrument and Lens Manufacturing	Barrington, NJ	United States	50M - 100M	501 - 1,000
<input type="checkbox"/> SAES GETTERS SPA	1	334417 Electronic Connector Manufacturing	Origgio, LM	Italy	50M - 100M	101 - 500

PAGE 1/1

COMPANY FINDER

NAICS KEYWORDS CLUSTERS MAP FEATURED LISTS TRADE SHOWS

Any All Photonics West 2022

Revenue Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

5 Revenue 1 Employees 1 G. Score Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Importer Exporter New Companies

12 found Clear Save

Search Results Rec Profiles Saved Searches

Download / Save Companies

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
<input type="checkbox"/> PANASONIC CORPORATION	4	335999 All Other Miscellaneous Electrical Equipment and ...	Kiama, Osaka	Japan	500M - 1B	11 - 50
<input type="checkbox"/> NEWPORT CORPORATION	3	551112 Offices of Other Holding Companies	Irvine, CA	United States	100M - 500M	101 - 500
<input type="checkbox"/> LANDESBESSE STUTTGART GM...	3	561440 Collection Agencies	Stuttgart	Germany	100M - 500M	101 - 500
<input type="checkbox"/> Z-LASER GMBH	3	333314 Optical Instrument and Lens Manufacturing	Freiburg im Breisgau	Germany	10M - 50M	51 - 100
<input type="checkbox"/> BASLER	2	334515 Instrument Manufacturing for Measuring and Testi...	Exton, PA	United States	10M - 50M	501 - 1,000
<input type="checkbox"/> OSI OPTOELECTRONICS	2	334513 Semiconductor and Related Device Manufacturing	Hawthorne, CA	United States	100M - 500M	101 - 500
<input type="checkbox"/> GLENAIR	1	334417 Electronic Connector Manufacturing	Glen Dale, CA	United States	100M - 500M	101 - 500
<input type="checkbox"/> EDMUND OPTICS	1	333314 Optical Instrument and Lens Manufacturing	Barrington, NJ	United States	50M - 100M	501 - 1,000
<input type="checkbox"/> SPIN	1	512110 Motion Picture and Video Production	Ashburn, MA	United States	10M - 50M	501 - 1,000
<input type="checkbox"/> SAES GETTERS SPA	1	334417 Electronic Connector Manufacturing	Origgio, LM	Italy	50M - 100M	101 - 500
<input type="checkbox"/> PRIMES GMBH MESSTECHNIK FÜR DL...	1	334516 Analytical/Laboratory Instrument Manufacturing	Pfungstadt	Germany	0 - 10M	101 - 500
<input type="checkbox"/> VIALUX	N/A	N/A	Chemnitz, SN	Germany	N/A	N/A

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IMPORTER/EXPORTER COMPANIES

COMPANY FINDER

NAICS KEYWORDS CLUSTERS MAP FEATURED LISTS TRADE SHOWS

Any All Photonics West 2022

Revenue Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Importer Exporter New Companies

5 found Clear Save

Search Results Rec Profiles Saved Searches

Download / Save Companies

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
<input type="checkbox"/> PANASONIC CORPORATION	4	335999 All Other Miscellaneous Electrical Equipment and ...	Kiama, Osaka	Japan	500M - 1B	11 - 50
<input type="checkbox"/> NEWPORT CORPORATION	3	551112 Offices of Other Holding Companies	Irvine, CA	United States	100M - 500M	101 - 500
<input type="checkbox"/> GLENAIR	1	334417 Electronic Connector Manufacturing	Glen Dale, CA	United States	100M - 500M	101 - 500
<input type="checkbox"/> EDMUND OPTICS	1	333314 Optical Instrument and Lens Manufacturing	Barrington, NJ	United States	50M - 100M	501 - 1,000
<input type="checkbox"/> SAES GETTERS SPA	1	334417 Electronic Connector Manufacturing	Origgio, LM	Italy	50M - 100M	101 - 500

PAGE 1/1



BENEFITS

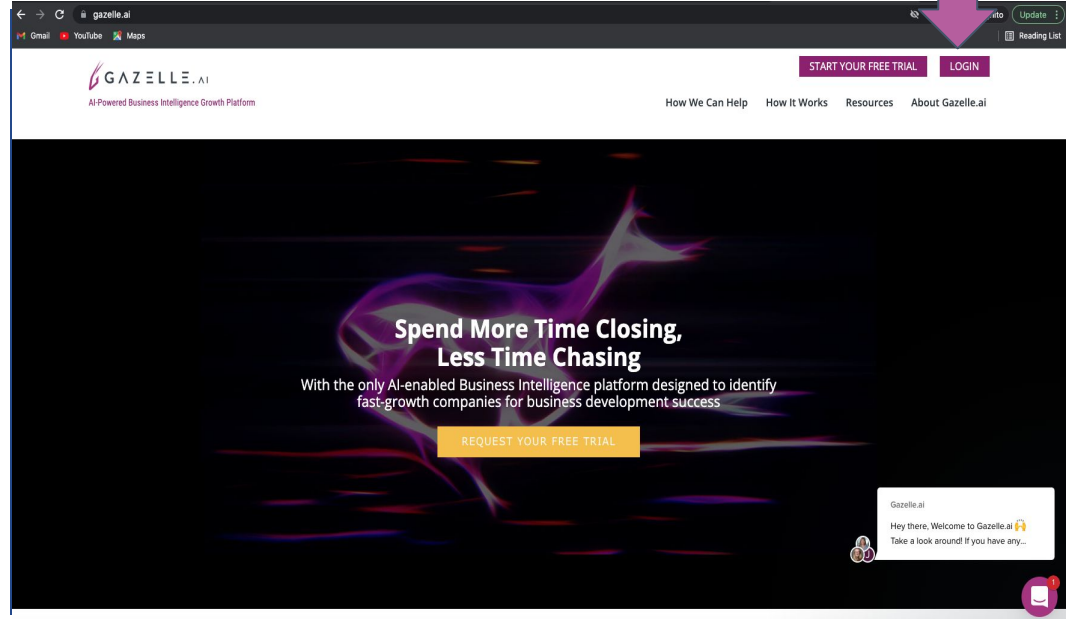
- Qualified leads and contacts prepared prior to your arrival
- Send us a trade show request!
- An exhibitor list is already prepared for you if the trade show is cancelled/rescheduled
- Refine your search to fit your firm's needs
 - Industry and/or keywords
 - Recent funding
 - Trade shows
 - G-Score



LET'S START GAZELLING!

Login

- Log into your Gazelle.ai account using your credentials
- If you have any questions use the chat box and we will help you walk through any roadblocks you encounter
- You can email Janelle at jmansfield@gazelle.ai or Jenna at jlane@gazelle.ai with any questions you may have during or after the demonstration.



GAZELLE.AI TIP

DON'T FORGET
TO SAVE YOUR
TRADE SHOW
EXHIBITOR LIST

398 COMPANIES LISTED



COMPANY FINDER ?

NAICS KEYWORDS CLUSTERS

Any All

Revenue Employees G. Score Year Founded Funding Date Fund

Featured Trade Shows Importer Exporter New Companies

Search Results Recent Profiles Saved Searches

[Download](#) / [Save Companies](#)

<input type="checkbox"/>	COMPANIES	G. SCORE	RELATED INDUSTRY
<input type="checkbox"/>	GAF	6	551112 Offices of Other Holding
<input type="checkbox"/>	BUILT TECHNOLOGIES	6	511210 Software Publishers
<input type="checkbox"/>	BUILDERS FIRSTSOURCE	5	423710 Hardware Merchant Wh
<input type="checkbox"/>	BANK OF AMERICA	5	522110 Commercial Banking
<input type="checkbox"/>	ACUITY BRANDS	5	236210 Industrial Building Cons
<input type="checkbox"/>	eci ECI SOFTWARE SOLUTIONS	5	511210 Software Publishers
<input type="checkbox"/>	BILT	5	519120 Internet Publishing on

GAZELLE.AI TIP

Download the list for yourself or your counterpart

COMPANY FINDER

NAICS KEYWORDS CLUSTERS MAP FEATURED LISTS TRADE SHOWS 1

Any All International Buildershows 2022 x

Revenue Employees G. Score Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Trade Shows Importer Exporter New Companies 158 found Clear Save

Search Results Recent Profiles Saved Searches

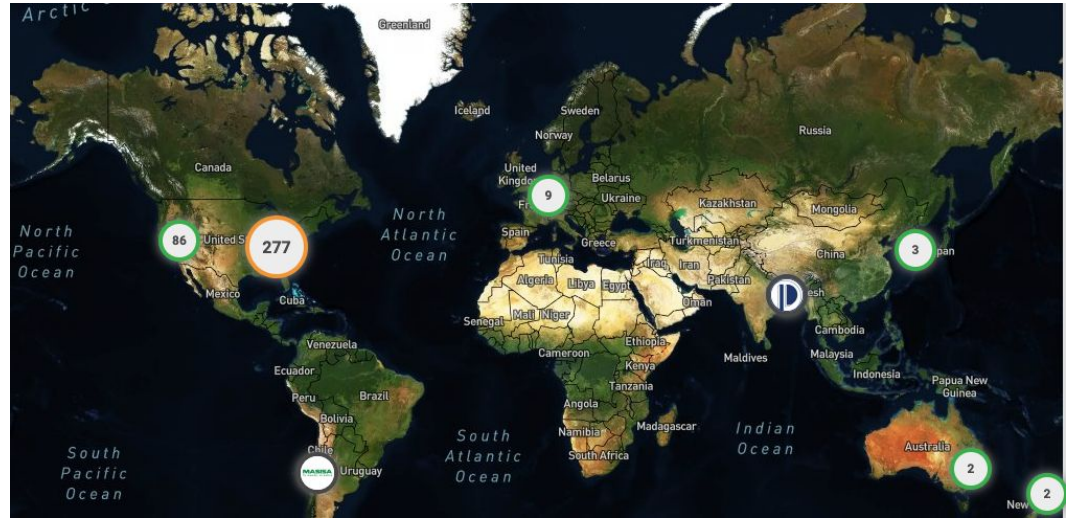
Download / Save Companies

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
GAF	6	551112 Offices of Other Holding Companies	Wayne, NJ	United States	1B+	1,001 - 5,000
LITTLE GIANT LADDER SYSTEMS	6	332323 Ornamental and Architectural Metal Work Manufac	Springville, UT	United States	100M - 500M	101 - 500
BUILT TECHNOLOGIES	6	511210 Software Publishers	Nashville, TN	United States	10M - 50M	101 - 500
BUILDERS FIRSTSOURCE	5	423710 Hardware Merchant Wholesalers	Dallas, TX	United States	1B+	10k+
BANK OF AMERICA	5	522110 Commercial Banking	Charlotte, NC	United States	1B+	10k+
ACUITY BRANDS	5	236210 Industrial Building Construction	Atlanta, GA	United States	10M - 50M	101 - 500
ECI SOFTWARE SOLUTIONS	5	511210 Software Publishers	Fort Worth, TX	United States	100M - 500M	101 - 500
BILT	5	519130 Internet Publishing and Broadcasting and Web Sea.	Grapevine, TX	United States	0 - 10M	51 - 100



LET'S BREAKDOWN THE DATA: International Builders Show

Exhibitors
Worldwide



COMPANY FINDER ?

NAICS

KEYWORDS

CLUSTERS

MAP

FEATURED LISTS

TRADE SHOWS 1

Any All

398 Exhibitors

Revenue Employees G. Score Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Trade Shows Importer Exporter New Companies

398 found

Search Results



LET'S BREAK DOWN THE INTERNATIONAL BUILDERS TRADE SHOW WITH EACH INDUSTRY IN ATTENDANCE

EXHIBITOR

333120 - Construction Machinery Manufacturing
238160 - Roofing Contractors
511210 - Software Publishers
321113 - Sawmills
423420 - Office Equipment Merchant Wholesalers
236210 - Industrial Building Construction
443142 - Electronics Stores
454110 - Electronic Shopping and Mail-Order Houses
333120 - Construction Machinery Manufacturing
334111 - Electronic Computer Manufacturing
561499 - All Other Business Support Services
334290 - Other Communications Equipment Manufacturing
337110 - Wood Kitchen Cabinet and Countertop Manufacturing
424920 - Book, Periodical, and Newspaper Merchant Wholesalers
332618 - Other Fabricated Wire Product Manufacturing
322110 - Pulp Mills
423310 - Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers
523999 - Miscellaneous Financial Investment Activities
423830 - Industrial Machinery and Equipment Merchant Wholesalers
335121 - Residential Electric Lighting Fixture Manufacturing
238290 - Other Building Equipment Contractors

EXHIBITOR

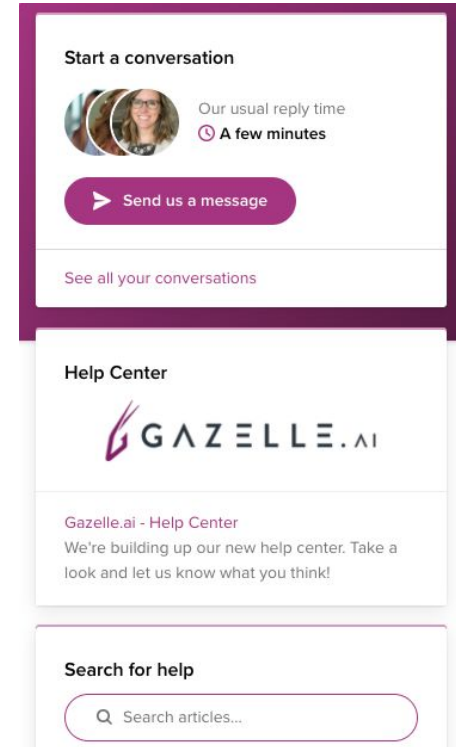
335220 - Major Household Appliance Manufacturing
523991 - Trust, Fiduciary, and Custody Activities
541410 - Interior Design Services
238210 - Electrical Contractors and Other Wiring Installation Contractors
322121 - Paper (except Newsprint) Mills
525990 - Other Financial Vehicles
423910 - Sporting and Recreational Goods and Supplies Merchant Wholesalers
325411 - Medicinal and Botanical Manufacturing
332323 - Ornamental and Architectural Metal Work Manufacturing
236220 - Commercial and Institutional Building Construction
238220 - Plumbing, Heating, and Air-Conditioning Contractors
423390 - Other Construction Material Merchant Wholesalers
423710 - Hardware Merchant Wholesalers
321911 - Wood Window and Door Manufacturing
321999 - All Other Miscellaneous Wood Product Manufacturing
561320 - Temporary Help Services
333415 - Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing

MORE!

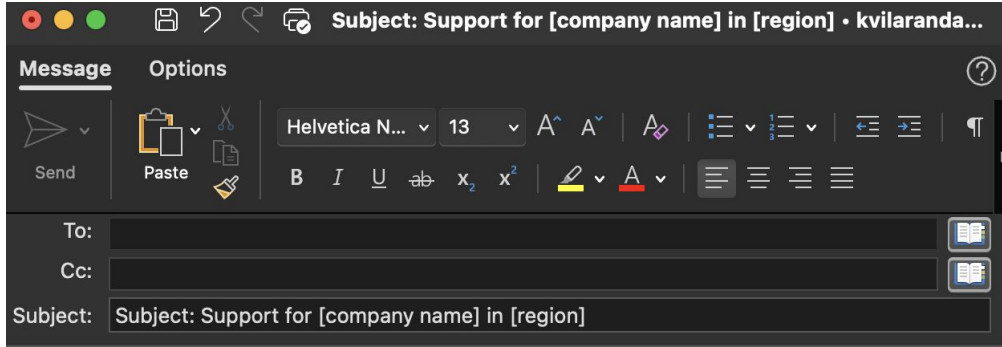


OUTREACH STRATEGIES AND TIPS

- *Top Performance in Sales Prospecting* research, it takes an average of 8 touches to get an initial meeting (or other conversion) with a new prospect.
- Utilize our 7-Step 7-Day outreach strategy:
 - 1: Email, 2: Phone Call, 3: Follow-up Email, 4: LinkedIn Connection, 5: Phone Call, 6: Email + Phone Call, 7: LinkedIn Message
- You can find outreach resources in the Gazelle.ai Help Center



OUTREACH SCRIPTS FOR EMAIL & LINKEDIN

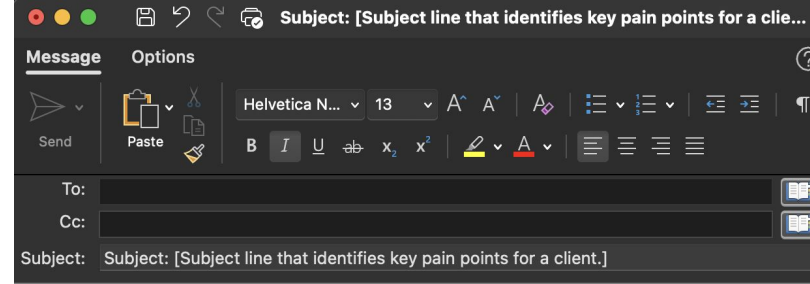


Good Afternoon Mr./Ms./Mx. [Last name],

I hope you're doing well today. I noticed [custom information about the company]. and thought you may be interested in exploring [your company's products/services]. [Introduce your agency value proposition]. Could we set up a short, exploratory discussion next week?

Warm regards,

[Your Name]



Good Afternoon Mr./Ms./Mx. Anonymous,

*I hope you're well today.
I just wanted to follow up on my previous email about [custom information] and [your company]. I'd love to explore further.
I'm available next Tuesday afternoon if that works for you.*

*Warm regards,
[Your Name]*



Build a quality network by connecting only with people you know.

Message (optional)

Hi there Derek!

I see we're both passionate about the future of FinTech and SMEs. I'd love to connect to discuss future opportunities.



ADVANCED GAZELLE FEATURES

TRADE SHOWS

FEATURING INDUSTRY LEADING COMPANIES

Photonics West

Photonics West, the leading global conference and marketplace for lasers, optoelectronics, and biomedical optics.

Attending: 549 Companies

The screenshot shows the 'COMPANY FINDER' interface with the 'TRADE SHOWS' tab selected. The search filter is set to 'Photonics West 2022' and shows 549 found companies. The table below lists various companies with their G. Score, related industry, location, country, revenue, and employee count.

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
ENGIS CORPORATION	6	327910 Abrasive Product Manufacturing	Wheeling, IL	United States	10M - 50M	101 - 500
NORTHROP GRUMMAN	6	238210 Electrical Contractors and Other Wiring Installation.	Falls Church, VA	United States	1B+	5,001 - 10k
EXFO	6	334118 Computer Terminal and Other Computer Peripheral	Quebec, QC	Canada	100M - 500M	1,001 - 5,000
EGIDE	6	334419 Other Electronic Component Manufacturing	Bollene, 93	France	10M - 50M	101 - 500
PANASONIC AUTHORIZED VIDEO ...	5	423690 Other Electronic Parts and Equipment Merchant W.	Tampa, FL	United States	0 - 10M	11 - 50
NP PHOTONICS	5	811412 Appliance Repair and Maintenance	Tucson, AZ	United States	0 - 10M	11 - 50
ABTECH	5	811412 Appliance Repair and Maintenance	Swansey, NH	United States	0 - 10M	11 - 50
BRUKER NANO	5	334515 Instrument Manufacturing for Measuring and Testi.	Tucson, AZ	United States	10M - 50M	51 - 100
LATTICE MATERIALS	5	332710 Machine Shops	Bozeman, MT	United States	0 - 10M	11 - 50
PHOTODIGM	5	541310 Architectural Services	Richardson, TX	United States	0 - 10M	1 - 10
INFRARED ASSOCIATES	5	541715 Research and Development in the Physical, Engine.	Stuart, FL	United States	0 - 10M	11 - 50
SCHNEIDER OPTICAL MACHIN...	5	333314 Optical Instrument and Lens Manufacturing	Frisco, TX	United States	0 - 10M	101 - 500
MAHR FEDERAL	5	423830 Industrial Machinery and Equipment Merchant Wh.	Providence, RI	United States	100M - 500M	101 - 500
OPTICAL FILTER SOURCE	5	333314 Optical Instrument and Lens Manufacturing	Round Rock, TX	United States	0 - 10M	11 - 50
OPTIPULSE	5	334413 Semiconductor and Related Device Manufacturing	Albuquerque, NM	United States	N/A	1 - 10
4D TECHNOLOGY	5	334511 Search, Detection, Navigation, Guidance, Aeronauti.	Tucson, AZ	United States	10M - 50M	51 - 100



TAKEAWAYS

- The trade shows tool is useful for more than just attending a show
- Use Gazelle.ai to build your lead generation lists
 - Use keywords, map, funding stage, role, funding date, and other filters
- Consider what trade shows or featured lists are relevant by exploring them through the industries search and the company profile to see what shows a company is attending
- Look for geographic clusters to find target geographies for competitive analysis and benchmarking
- Let us know if you'd like a 1:1 working session!



—
QUESTIONS?

Mark Your Calendars!

Human Verified Projects: Getting the most out of this data, and how to action it

Date: March 23rd, 2022

Time: 8:30am/11:30am EST

Invite coming soon!



HOW TO SUBMIT A QUESTION



Janelle Mansfield
VP Customer Success &
Customer Experience



jmansfield@gazelle.ai



Jenna Lane
Sr. Customer Success Manager



jlane@gazelle.ai



Thank you!



Janelle Mansfield

VP Customer Success & Customer Experience



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Jenna Lane

**Sr. Customer Success Manager,
Team Lead**



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