Submission Report – SaaSquatch Lite

Project Overview:

SaaSquatch Lite is a rapid-response lead generation tool designed to enrich company domains with actionable contact data. This includes:

- Verified or common email addresses based on domain names
- LinkedIn company or team profiles from linkedin
- A lead scoring model to prioritize high-value prospects

GOAL: The main goal is to minimize irrelevant leads, improve sales efficiency, and automate prospect qualification.

Technical Approach:

1. Input Handling:

- Takes raw domain names (with extensions like .com, .in, .org).

2. Scraping Logic:

- Async HTTP requests (via aiohttp) for homepage and fallback paths (/about, /contact, etc.).
- Extracts emails using regex and augments with generic email patterns.
- Extracts LinkedIn links via direct scraping or fallback Google queries.

3. Data Fields:

- Domain, Emails, LinkedIn URL, Enrichment Status, Lead Score

4. Lead Scoring:

- 1 point for valid emails
- 1 point for LinkedIn URL
- 1 point if data is "Successfully Enriched"

Rationale:

- **Business Use Case Alignment:** Prioritizes high-impact leads by filtering domains with verified contact info which includes link to linkedin pages.
- **Lightweight Design:** No login/auth required; fast and usable in real-world sales pipelines.
- **No ML model used:** Instead, we used regex + async scraping for deterministic results under time constraints.