# Title: Clearbit API

* Enrichment API ([Docs](https://dashboard.clearbit.com/docs?python#enrichment-api))
* Requires email ID
* Can be integrated with [Salesforce](https://clearbit.com/salesforce).
* Reveal API Tried by Marketing team (Jithin Isaac)
* Apparently still used by Freshchat (Mahesh S)

## Personal Data (based on username in email ID) :

* Social :
  + Github - Has bio, followers and following
  + Twitter - Has bio, followers, following and location
  + Googleplus - Only handle
  + Linkedin - Only handle
  + facebook- Only handle
* Location :
  + geo/Location - Has lat/long, City and Country
  + utcOffset/timeZone
* About :
  + site
  + Bio - Might describe role if employment is NA
  + Name - Full Name
  + Employment - Has role, seniority and title
* Other :
  + id
  + gravatar
  + fuzzy
  + indexedAt
  + emailProvider
  + email
  + Avatar

### Sample results for [girish@freshworks.com](mailto:girish@freshworks.com)

{  
 u 'avatar': u 'https://d1ts43dypk8bqh.cloudfront.net/v1/avatars/004c9b01-07d5-4803-b4e8-cd38fdd54f35',  
 u 'bio': u 'Founder & CEO - Freshworks @freshworksinc',  
 u 'email': u 'girish@freshworks.com',  
 u 'emailProvider': False,  
 u 'employment': {  
 u 'domain': u 'freshworks.com',  
 u 'name': u 'Freshworks',  
 u 'role': u 'leadership',  
 u 'seniority': u 'executive',  
 u 'subRole': u 'ceo',  
 u 'title': u 'Founder, CEO'  
 },  
 u 'facebook': {  
 u 'handle': u 'rathnagirish'  
 },  
 u 'fuzzy': False,  
 u 'geo': {  
 u 'city': u 'Chennai',  
 u 'country': u 'India',  
 u 'countryCode': u 'IN',  
 u 'lat': 13.0826802,  
 u 'lng': 80.2707184,  
 u 'state': u 'Tamil Nadu',  
 u 'stateCode': u 'TN'  
 },  
 u 'github': {  
 u 'avatar': None,  
 u 'blog': None,  
 u 'company': None,  
 u 'followers': None,  
 u 'following': None,  
 u 'handle': None,  
 u 'id': None  
 },  
 u 'googleplus': {  
 u 'handle': None  
 },  
 u 'gravatar': {  
 u 'avatar': None,  
 u 'avatars': [],  
 u 'handle': None,  
 u 'urls': None  
 },  
 u 'id': u '004c9b01-07d5-4803-b4e8-cd38fdd54f35',  
 u 'indexedAt': u '2018-12-31T20:56:38.689Z',  
 u 'linkedin': {  
 u 'handle': u 'in/girish1'  
 },  
 u 'location': u 'Chennai, TN, IN',  
 u 'name': {  
 u 'familyName': u 'Mathrubootham',  
 u 'fullName': u 'Girish Mathrubootham',  
 u 'givenName': u 'Girish'  
 },  
 u 'site': u 'http://www.freshworks.com',  
 u 'timeZone': u 'Asia/Kolkata',  
 u 'twitter': {  
 u 'avatar': u 'https://pbs.twimg.com/profile\_images/1057216301536407552/MELELabU.jpg',  
 u 'bio': u 'Founder & CEO - Freshworks @freshworksinc',  
 u 'favorites': 85,  
 u 'followers': 10675,  
 u 'following': 417,  
 u 'handle': u 'mrgirish',  
 u 'id': 15952629,  
 u 'location': u 'Chennai, India',  
 u 'site': u 'http://www.freshworks.com',  
 u 'statuses': 1150  
 },  
 u 'utcOffset': 5  
}

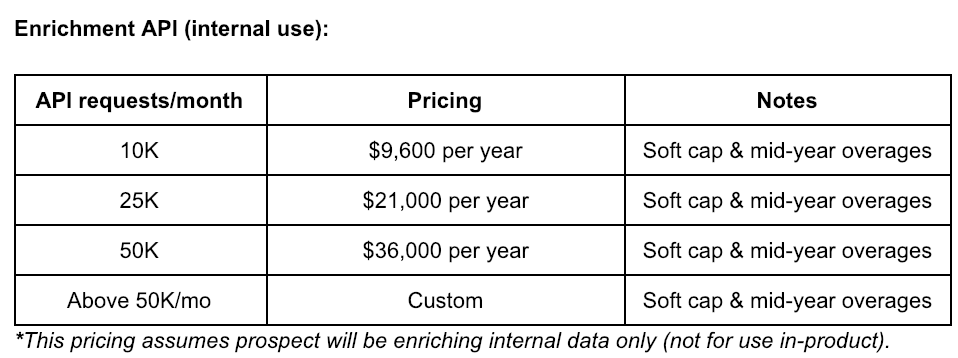
## Company Data (based on username in email ID) :

* Social :
  + Facebook - Has handle and likes
  + Twitter - Bio, followers, following and location
  + Linkedin - Has handle
  + Crunchbase - Has handle
* Details/Stats :
  + Type - Public/Private
  + Category - Sector and Industry
  + foundedYear
  + Metrics - Has No. of employee, Estimated ARR, Amount raised
* About :
  + Bio/Description
  + name/legalName/ticker
  + logo
  + Geo/location + utcOffset/timeZone - Info about where company’s office/ where it’s registered (San Bruno for Freshworks)
  + Tech - Some APIs used by the company
  + Site/Domain/domainAliases - Could help with dedupe ?
  + Tags - [u 'SAAS', u 'B2B', u 'Technology', u 'Information Technology & Services', u 'Enterprise'] for Freshworks
* Other :
  + id
  + emailProvider
  + identifiers
  + Parent - Domain of parent company, if any
  + indexedAt
  + phone
  + facebook

### Sample results for [girish@**freshworks.com**](mailto:girish@freshworks.com)

{  
u 'domain': u 'freshworks.com', u 'twitter': {  
u 'bio': u 'We build refreshing business software that your teams will love.',  
u 'handle': u 'FreshworksInc',  
u 'site': u 'https://t.co/iXNLKezpCM',  
u 'followers': 2933,  
u 'location': u 'San Bruno, CA',  
u 'following': 491,  
u 'id': u '869782118380871680',  
u 'avatar': u 'https://pbs.twimg.com/profile\_images/872032496707289088/N\_Vnszyk\_normal.jpg'  
}, u 'site': {  
u 'phoneNumbers': [u '+1 650-513-0514', u '+91 44 6667 8080', u '+44 1892 805040', u '+61 2 9887 1545', u '+49 30 86437862', u '+1 855-747-6767', u '+61 1800 861 302', u '+44 808 169 8824', u '+91 44 6667 8040', u '+1 866-832-3090'],  
u 'emailAddresses': [u 'hello@freshcaller.com', u 'support@freshcaller.com', u 'support@freshsales.io', u 'support@freshchat.com', u 'support@freshworks.com', u 'support@freshteam.com', u 'dpo@freshworks.com', u 'legal@freshworks.com']  
}, u 'linkedin': {  
u 'handle': None  
}, u 'crunchbase': {  
u 'handle': u 'organization/freshdesk'  
}, u 'logo': u 'https://logo.clearbit.com/freshworks.com', u 'id': u '1f10473a-30a9-4728-856d-d9dbf04f3308', u 'category': {  
u 'sector': u 'Information Technology',  
u 'naicsCode': u '54',  
u 'industry': u 'Internet Software & Services',  
u 'subIndustry': u 'Internet Software & Services',  
u 'sicCode': u '73',  
u 'industryGroup': u 'Software & Services'  
}, u 'geo': {  
u 'city': u 'San Bruno',  
u 'countryCode': u 'US',  
u 'subPremise': u '315',  
u 'lat': 37.6283097,  
u 'state': u 'California',  
u 'stateCode': u 'CA',  
u 'streetNumber': u '1250',  
u 'country': u 'United States',  
u 'postalCode': u '94066',  
u 'lng': -122.4229244,  
u 'streetName': u 'Bayhill Drive'  
}, u 'foundedYear': None, u 'location': u '1250 Bayhill Dr #315, San Bruno, CA 94066, USA', u 'domainAliases': [u 'chatimity.com', u 'freshchat.com', u 'freshsales.io', u 'freshteam.com', u 'freshcaller.com', u 'hotline.io', u 'zarget.com', u 'freshping.io', u 'freshchat.io'], u 'emailProvider': False, u 'type': u 'private', u 'description': u 'Feature packed product suite for businesses of all sizes \u2713 Refreshing Cloud Software for your Business \u2713 Support | Sales | ITSM | Cloud PBX \u2713 Freshworks', u 'parent': {  
u 'domain': None  
}, u 'tags': [u 'SAAS', u 'B2B', u 'Technology', u 'Information Technology & Services', u 'Enterprise'], u 'indexedAt': u '2019-01-06T01:32:53.860Z', u 'metrics': {{  
 u 'domain': u 'freshworks.com', u 'twitter': {  
 u 'bio': u 'We build refreshing business software that your teams will love.',  
 u 'handle': u 'FreshworksInc',  
 u 'site': u 'https://t.co/iXNLKezpCM',  
 u 'followers': 2933,  
 u 'location': u 'San Bruno, CA',  
 u 'following': 491,  
 u 'id': u '869782118380871680',  
 u 'avatar': u 'https://pbs.twimg.com/profile\_images/872032496707289088/N\_Vnszyk\_normal.jpg'  
 }, u 'site': {  
 u 'phoneNumbers': [u '+1 650-513-0514', u '+91 44 6667 8080', u '+44 1892 805040', u '+61 2 9887 1545', u '+49 30 86437862', u '+1 855-747-6767', u '+61 1800 861 302', u '+44 808 169 8824', u '+91 44 6667 8040', u '+1 866-832-3090'],  
 u 'emailAddresses': [u 'hello@freshcaller.com', u 'support@freshcaller.com', u 'support@freshsales.io', u 'support@freshchat.com', u 'support@freshworks.com', u 'support@freshteam.com', u 'dpo@freshworks.com', u 'legal@freshworks.com']  
 }, u 'linkedin': {  
 u 'handle': None  
 }, u 'crunchbase': {  
 u 'handle': u 'organization/freshdesk'  
 }, u 'logo': u 'https://logo.clearbit.com/freshworks.com', u 'id': u '1f10473a-30a9-4728-856d-d9dbf04f3308', u 'category': {  
 u 'sector': u 'Information Technology',  
 u 'naicsCode': u '54',  
 u 'industry': u 'Internet Software & Services',  
 u 'subIndustry': u 'Internet Software & Services',  
 u 'sicCode': u '73',  
 u 'industryGroup': u 'Software & Services'  
 }, u 'geo': {  
 u 'city': u 'San Bruno',  
 u 'countryCode': u 'US',  
 u 'subPremise': u '315',  
 u 'lat': 37.6283097,  
 u 'state': u 'California',  
 u 'stateCode': u 'CA',  
 u 'streetNumber': u '1250',  
 u 'country': u 'United States',  
 u 'postalCode': u '94066',  
 u 'lng': -122.4229244,  
 u 'streetName': u 'Bayhill Drive'  
 }, u 'foundedYear': None, u 'location': u '1250 Bayhill Dr #315, San Bruno, CA 94066, USA', u 'domainAliases': [u 'chatimity.com', u 'freshchat.com', u 'freshsales.io', u 'freshteam.com', u 'freshcaller.com', u 'hotline.io', u 'zarget.com', u 'freshping.io', u 'freshchat.io'], u 'emailProvider': False, u 'type': u 'private', u 'description': u 'Feature packed product suite for businesses of all sizes \u2713 Refreshing Cloud Software for your Business \u2713 Support | Sales | ITSM | Cloud PBX \u2713 Freshworks', u 'parent': {  
 u 'domain': None  
 }, u 'tags': [u 'SAAS', u 'B2B', u 'Technology', u 'Information Technology & Services', u 'Enterprise'], u 'indexedAt': u '2019-01-06T01:32:53.860Z', u 'metrics': {  
 u 'raised': 249000000,  
 u 'fiscalYearEnd': None,  
 u 'employees': 1780,  
 u 'annualRevenue': None,  
 u 'alexaUsRank': 9342,  
 u 'marketCap': None,  
 u 'employeesRange': u '1K-5K',  
 u 'alexaGlobalRank': 19300,  
 u 'estimatedAnnualRevenue': u '$500M-$1B'  
 }, u 'phone': None, u 'facebook': {  
 u 'handle': u 'freshworksinc',  
 u 'likes': 744  
 }, u 'ticker': None, u 'name': u 'Freshworks', u 'identifiers': {  
 u 'usEIN': None  
 }, u 'utcOffset': -8, u 'tech': [u 'google\_apps', u 'google\_tag\_manager', u 'aws\_route\_53', u 'autopilot', u 'sendgrid', u 'twitter\_button', u 'facebook\_advertiser', u 'taboola\_ads', u 'google\_analytics', u 'wistia'], u 'legalName': u 'Freshworks Inc', u 'timeZone': u 'America/Los\_Angeles'  
}  
u 'raised': 249000000,  
u 'fiscalYearEnd': None,  
u 'employees': 1780,  
u 'annualRevenue': None,  
u 'alexaUsRank': 9342,  
u 'marketCap': None,  
u 'employeesRange': u '1K-5K',  
u 'alexaGlobalRank': 19300,  
u 'estimatedAnnualRevenue': u '$500M-$1B'  
}, u 'phone': None, u 'facebook': {  
u 'handle': u 'freshworksinc',  
u 'likes': 744  
}, u 'ticker': None, u 'name': u 'Freshworks', u 'identifiers': {  
u 'usEIN': None  
}, u 'utcOffset': -8, u 'tech': [u 'google\_apps', u 'google\_tag\_manager', u 'aws\_route\_53', u 'autopilot', u 'sendgrid', u 'twitter\_button', u 'facebook\_advertiser', u 'taboola\_ads', u 'google\_analytics', u 'wistia'], u 'legalName': u 'Freshworks Inc', u 'timeZone': u 'America/Los\_Angeles'  
}

**Meeting Notes**

* Up to date : 30 days
* Scrape multiple sources
* 50,000 API calls a month - 36k a year
* Coverage report : <https://clearbit.com/our-data>
* India - 300,000 Companies
* Other CRMs using Clearbit
  + Copper ?
  + Salesforce
  + Hubspot
* Case study : <https://help.clearbit.com/hc/en-us/articles/115015402408-Enrichment-Case-Studies>
* Pricing  
  

## Benchmark Table Info :

RangeIndex: 23537 entries, 0 to 23536  
Data columns (total 33 columns):  
email 23537 non-null object  
com\_arr 9055 non-null object  
com\_bio 19280 non-null object  
com\_categ 13892 non-null object  
com\_empnum 9819 non-null object  
com\_fb\_hand 10204 non-null object  
com\_fb\_like 9630 non-null object  
com\_fund\_stg 0 non-null object  
com\_funding 1436 non-null object  
com\_li\_hand 12495 non-null object  
com\_loc 19280 non-null object  
com\_name 17351 non-null object  
com\_pic 15335 non-null object  
com\_rank 15820 non-null object  
com\_since 5321 non-null object  
com\_tags 16016 non-null object  
com\_tech 19280 non-null object  
com\_tw\_fols 12893 non-null object  
com\_tw\_hand 12893 non-null object  
com\_tw\_locn 12893 non-null object  
com\_type 19280 non-null object  
com\_value 0 non-null object  
per\_bio 1412 non-null object  
per\_fb\_hand 728 non-null object  
per\_lead 14676 non-null object  
per\_li\_hand 7986 non-null object  
per\_loc 14676 non-null object  
per\_name 14675 non-null object  
per\_pic 4447 non-null object  
per\_role 9106 non-null object  
per\_tw\_fols 1522 non-null object  
per\_tw\_hand 1523 non-null object  
per\_tw\_locn 1522 non-null object