

## PRODUCTS FOR FINANCIAL SERVICES



### BQ DIFFERENTIATORS: ABC

- **Accuracy:** Derived from govt. filings, including IRS, Dept. of Labor, and over **80K** state and local agencies
- **Breadth:** 360-degree view of the business, including firmographics, ownership, legal status, KYC checks, detailed financials, executives, contacts, branches / locations
- **Coverage:** All companies & owners in the U.S. tracked (**74 million** companies, **97 million** legal entities, **229 million** contacts, **64 million** emails, **60 million** phones)

## BQ PRODUCTS

### BQ Prospector

#### Find Pre-Qualified B2B Leads to Achieve Your Sales & Marketing Goals

##### How to use BQ Prospector:

Build a list of companies & contacts using filters like Revenue, Headcount, Cash, Total Assets, Debt, Credit Score, Growth Rates to run your Phone, Email, and Direct Mail campaigns (includes residential owner address)

##### Output Fields:

Contact Information: Owner Name, Address, Phone, Email, Title, LinkedIn

Firmographics: Legal Name & DBA, HQ & Legal Address, NAICS, SIC, Website, LinkedIn, EIN, Date Founded

Financials: Revenue, Headcount, Cash, Debt, EBITDA, Net Income, Payroll, Financial Ratios, Growth Rates, Credit Score

Compliance Checks: Legal Status with Sec of State, OFAC Check, IRS Tax Liens, Legal Name & Address, Active Status

### BQ KYB Append API

#### Append Firmographics, Financials & Legal Entity Details to Leads & Customers

##### How to use BQ KYB Append API:

Look up a Company using Name, Address, Website, LinkedIn, EIN, CIK, LEI, Ticker, LinkedIn

Top 10 results returned, sorted by name / address similarity & revenue

##### Outputs Fields:

Firmographics (Name, Address, NAICS, SIC, Website, LinkedIn); Financials (Revenue, Headcount, Credit Score, Cash, Total Assets, Debt, Growth Rates); Compliance Checks (Legal Status with Sec of State, OFAC Check, IRS Tax Liens, Active Status); Corporate Family Tree (Ultimate Parent, Branches, Subsidiaries)

### BQ Bulk Data Feeds

#### Ingest BQ Data Into Your Platform (ERP, Salesforce, Hubspot, AWS, etc.)

**Firmographics:** Name & DBA; HQ & legal address, EIN, CIK, LEI, TICKER, Industry classifications (NAICS, SIC, IRS), Date founded, Phone number, Website, LinkedIn, legal form of organization (non-profit, LLC, corporation, partnership)

**Financials & Employment:** Revenue, Headcount, Gross profit, Operating income, Net income, EBITDA, Total assets, Cash, Short-term & long-term debt, Financial ratios & margins, BQ Credit Score, SBA loans

**Corporate Family Tree & Compliance Checks:** Ultimate parent and children entities; the status of all member legal entities with their respective Secretary of State; compliance checks such as tax liens and OFAC watchlist; legal identifiers

**Executives & Owners (with Contact Info):** Contact info for all Owners, Directors, Officers, and VPs; Job title and position, LinkedIn; Phone (landline / mobile, direct / general); email (professional / personal); and address (business / residential).

### BQ Custom Extracts & Models

#### Custom BQ Data Extracts for Your Needs & Make Special Data Requests from U.S. Government Agencies

Get customized BQ extracts using predetermined selection criteria that works for your use case. BQ can match company and contact records. Extracts can be made available on a one-time or frequent basis. BQ has numerous exclusive data and AI contracts with U.S. government agencies, with coverage across all federal, state, and local statistical agencies. Requests can be made for specific data needs. In addition, custom & look-alike modeling and forecasts are available..