



April 12, 2016

Dun & Bradstreet Business Solutions Available Now Through New Partner Relationship with Ingram Micro

New Cloud-based Solution for Microsoft Office 365™ Combines Productivity Suite with Global Business Insights

SHORT HILLS, N.J., April 12, 2016 /PRNewswire/ -- [Dun & Bradstreet](#) (NYSE: DNB) today announced the launch of Dun & Bradstreet Business Solutions (D&B Business Solutions) for Microsoft Office 365™, a new workflow enhancement tool for businesses available through a strategic partnership with Ingram Micro, a leader in technology distribution. The new cloud-based solution directly embeds data-driven insights into users' existing workflows, enabling them to easily augment critical business information about their business partners to drive productivity and growth.



Drawing from the world's largest commercial database, D&B Business Solutions for Office 365™ provides users the opportunity to choose specific sales, marketing, and supply data packages to enhance their existing business information within Excel®. D&B Business Solutions employs its D-U-N-S® Number matching system to help companies eliminate duplicate records and better understand their business relationships. Through simple queries, end users can instantly download newly-identified customers and suppliers into their spreadsheets, making it easier for them to reach decision makers and influencers within their target companies.

"With the increased need for businesses to have a clear and comprehensive view into their entire ecosystem of customers, prospects and suppliers, we're pleased to bring to market a solution that does just that without being technology or cost-prohibitive," said Mike Sabin, General Manager, Alliances & Partnerships, Dun & Bradstreet. "By partnering with Ingram Micro, we're providing a plug-and-play cloud-based solution for businesses, including many of our SMB customers who need enterprise-quality data while still utilizing small business resources."

End users may glean several benefits from D&B Business Solutions, including:

- | Accelerate sales by reaching decision makers early
- | Target prospects who look like a company's best customers
- | Expand customer penetration with up-sell and cross-sell opportunities from non-buying locations
- | Save time and reduce payment risk with a simple credit pre-score
- | Source the best suppliers to avoid supply chain disruption and improve quality
- | Reduce redundant suppliers and spend
- | Measure supplier diversity in a company's supply base.

"We are excited to partner with Dun & Bradstreet and offer a complete cloud solution that delivers measurable success for our channel partners and their customers in the cloud," said Jason Bystrak, Executive Director, North America, Ingram Micro Cloud. "The Cloud Marketplace and Dun & Bradstreet combination helps simplify business efficiency in the cloud by offering the tools needed to prioritize sales leads, better understand the customer footprint, and identify new opportunities in real time."

D&B [Business Solutions](#) are immediately [available to channel partners](#) in the U.S. through the Ingram Micro Cloud Marketplace. Please contact your Ingram Micro sales representative for more details. For a live demonstration, visit the [Dun & Bradstreet](#) booth 501 at Ingram Micro Cloud Summit, April 11 - 13 in Phoenix, Arizona.

About Dun & Bradstreet

Dun & Bradstreet (NYSE: DNB) grows the most valuable relationships in business. By uncovering truth and meaning from data, we connect customers with the prospects, suppliers, clients and partners that matter most, and have since 1841. Nearly ninety percent of the Fortune 500, and companies of every size around the world, rely on our data, insights and analytics. For more about Dun & Bradstreet, visit [DNB.com](#). Twitter: @DnBUS

Contacts:

Media

Deborah McBride

Dun & Bradstreet

(973) 921-5714

mcbried@dnb.com

Logo - <http://photos.prnewswire.com/prnh/20150625/225845LOGO>

To view the original version on PR Newswire, visit:<http://www.prnewswire.com/news-releases/dun--bradstreet-business-solutions-available-now-through-new-partner-relationship-with-ingram-micro-300250132.html>

SOURCE Dun & Bradstreet

News Provided by Acquire Media