Why choose Gazelle.ai?

Spend more time closing, less time chasing
With the only AI-enabled Business Intelligence platform designed to identify
fast-growth companies for business development success

GAZELLE.AI

What is Gazelle.ai?

Gazelle.ai is the only AI-powered Business Intelligence Platform that *ranks companies based on their likelihood to expand*. Gazelle.ai was designed for business development professionals seeking to target and engage with high growth and expanding companies.

"**The artificial intelligence growth score is a real game changer for us. It has completely changed how we target and identify leads.**"

The AI Advantage

The world's only platform that features trained algorithms to index companies based on their likelihood to expand.

How does it detect growth?

- Our team of Ph.D. economists, led by Dr. Hugh Kelley and Dr. Nadine Jeserich, studied over 900 data signals (firm-level, regional and industry-specific) from hundreds of thousands of companies over a ten-year time series dataset to identify company growth signals.

- The most remarkable data in the 18 months prior to company expansions were identified. These signals were then used to train learning algorithms to detect similar attributes across over 9 million company establishments in the Gazelle.ai platform.

- The blend of machine learning and economic data to prognosticate growth at the company level is unique to Gazelle.ai.

The Result

Our AI-driven G-Score allows you to target companies with the highest propensity to expand.

Our validation model can predict expansion based on key indicators with a **92%** accuracy.

The G-Score

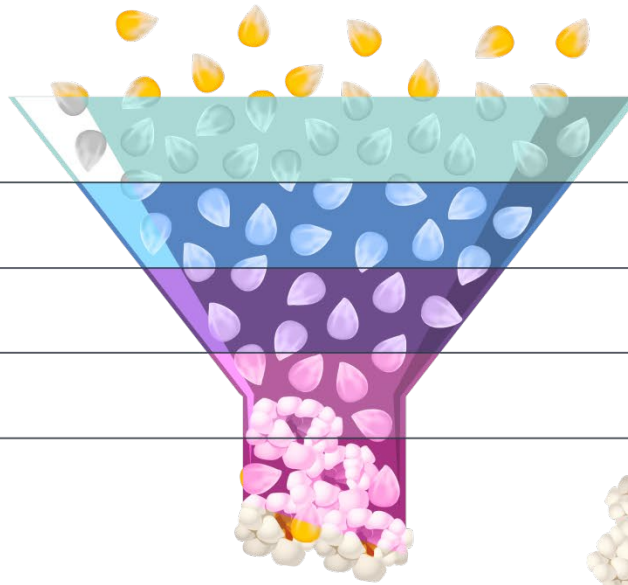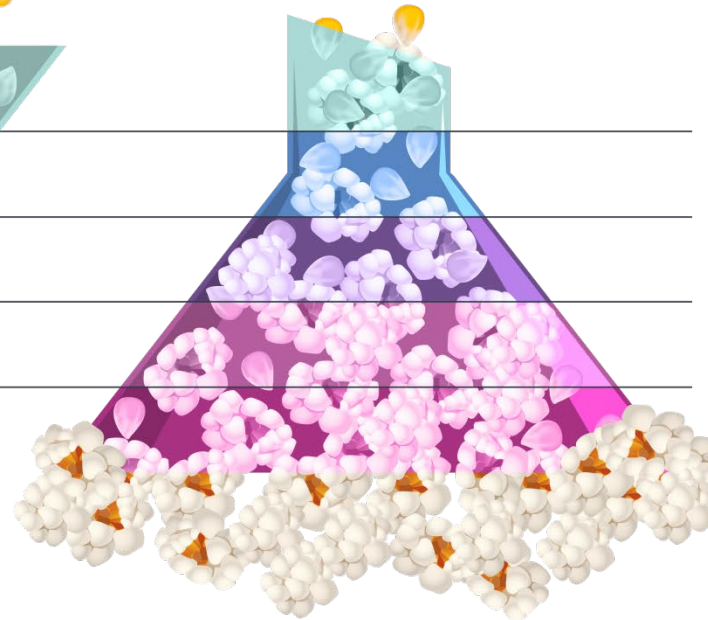Least likely to expand

Most likely to expand

Before

After

Likelyhood of expansion

	Likelyhood of expansion
G-Score 1	5%
G-Score 2	25%
G-Score 3	50%
G-Score 4	65%
G-Score 5	75%

Don't just wait around for the opportunities to pop!

Fill your funnel with high G-Score leads to ensure you're reaching out to companies with the highest propensity to expand

BEFORE GAZELLE.AI

90% of your efforts are with companies that are not likely to expand.

AFTER GAZELLE.AI

Get access to actionable data with Gazelle.ai and talk to companies that are at least 50% more likely to expand.

WHY GAZELLE

"**Our response rate from companies has more than doubled since using Gazelle.ai. It literally changed the way we are doing business development and investment attraction!**"

Luc Struybol
Flemish Economic Representative

A one-stop platform for identifying and engaging with companies that are expanding

- AI-Powered G-Score indicates the likelihood of a company to expand in the next 18 months.

- In depth company profiles including company description, size, industry and keywords, executive contact information, news feed, locations, funding and M&A activities, tradeshow participation, and more.

- Detailed industry and cluster profiles including workforce, KPIs, economic indicators, import and export data, and detailed supply chain data.

9.8M+
Global Company Profiles

10M+
Executives Contacts

18K+
AI-Powered Heatmaps

900+
In-Depth Industry Profiles

900+
Detailed Industry Supply Chain

1,000+
Emerging Industry Keywords

150K+
VC Funded Start-Ups

100+
Featured and Tradeshows Lists

Our Unique Features

Machine Learning Capabilities

Unlike anything else, the G-Score is an AI-powered metric that indicates how likely companies are to expand using advanced heuristic machine-learning algorithms.

Industry Heat Mapping

Conduct your targeting with more than 18,000 proprietary industry heatmaps covering over 900 6-digit industries code at the State and County levels.

Supply-chain: Industry Buying and Selling Ecosystem

We are the only data platform that features both the ability to expose buying and selling ecosystems across 900 industries and generate lists of companies specific to these industries (buying or selling) at the state and county levels.

Keywords & Blended Search Capabilities

Blended search capabilities that include 1,600 keywords, intuitive word search, 900 NAICs industries, Harvard defined business cluster and sub-cluster groupings, VC funding, revenue growth, and proprietary learning algorithms.

Confirmed Expansion Projects

Gazelle.ai's research team performs over 120,000 executive interviews per year. The interviews are designed to uncover companies planning an expansion initiative within a 36-month timeframe.

GIS-based Company Research

GIS company searches down to the zip code level. Users can identify clusters of targeted companies. By using the keyword search, users can identify emerging industry clusters.

'HAT': International Footprint Company Search

Create lists of companies based on the location of headquarters operations, as well as the location of affiliated subsidiary and branch operations. We call this 'HAT', the Here And There company search.
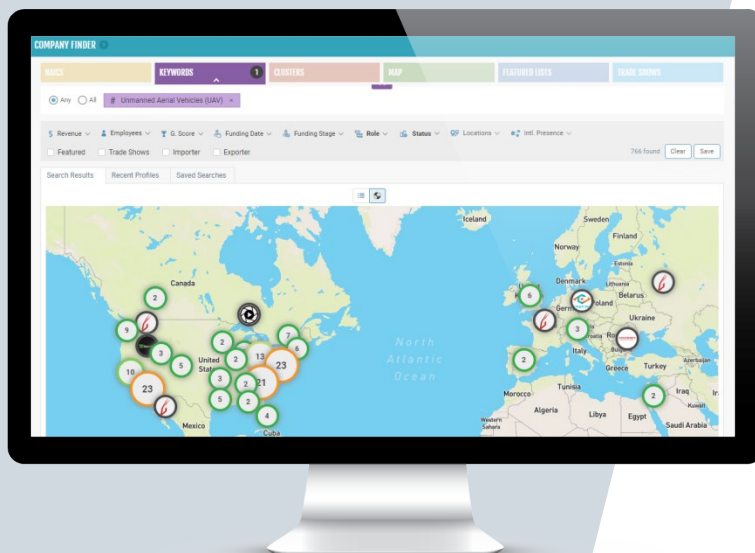
What you can do with Gazelle.ai

The platform has 9 primary features:

Company Finder / Industry Finder / Projects / Featured Lists / VC Funded Companies
Tradeshows / My Folders / My Notes / My Feed

COMPANY FINDER

The Company Finder is the primary function that allows users to explore the 9.4 million establishments (5.4 million international companies) and close to 10 million contacts.

Companies can be searched by:

- ✓ Any combination of over 900 6-digit NAICS codes. Users can also search by NAICS at the 2, 3 and 4-digit levels
- ✓ Any combination of keywords. Users can select from over 1,000 keywords already in Gazelle.ai or create their own keywords
- ✓ Full spectrum of Dr. Michael Porter industrial clusters
- ✓ World map to select any combination of countries of origin
- ✓ Additional list filtering criteria includes: company size (employees and revenue range, G-Score, VC funding, presence on a featured list, import/export status, number of locations, and international presence
- ✓ Users can combine any number of NAICS, keywords, clusters, and map locations in a search (headquarters, subsidiaries, and branches)
- ✓ The search bar can also be used to look for individual companies

Individual company profiles include:

- ✓ Company description and G-Score
- ✓ NAICS codes and hyperlinks to industry profiles
- ✓ Revenues, # of Employees and Year founded
- ✓ Website, physical address and phone number
- ✓ News feed
- ✓ Main competitors and similar companies
- ✓ International locations and Import/Export status
- ✓ Stock ticker (live feed to stock exchange) and social media platforms
- ✓ Contacts (LinkedIn, Crunchbase bios and emails when applicable)
- ✓ VC funding and Acquisitions
- ✓ Keywords
- ✓ Geocoded view of company location on Google GIS map service
- ✓ Complete list (and geocode) of all corporate affiliations (branches and subsidiaries)

Users can further:

- ✓ Download lists of selected companies to an Excel spreadsheet for uploading into the CRM of their choice
- ✓ Save company lists to customized folders within Gazelle.ai
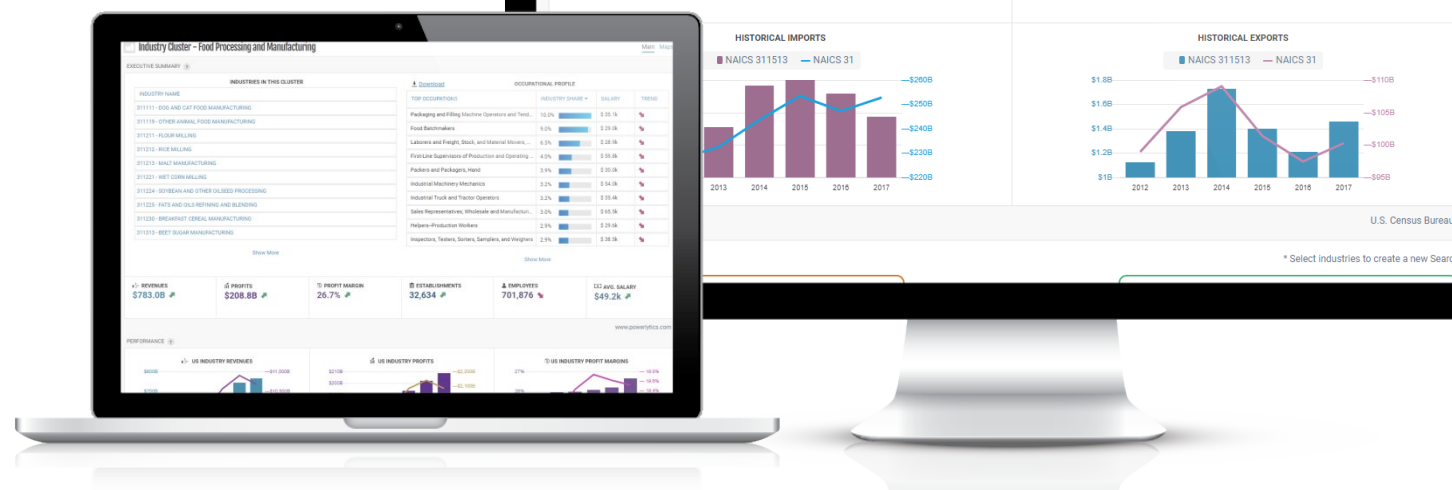- ✓ Generate PDF documents or print individual company profiles

INDUSTRY FINDER

Get valuable supply chain data. Gazelle.ai is the only data platform that features both the ability to expose buying and selling ecosystems, along with generating lists of companies specific to these industries (buying or selling) at the state and county levels.

The Industry Finder feature provides access to over 900 6-digit NAICS industry profiles with detailed supply-chain data that includes:
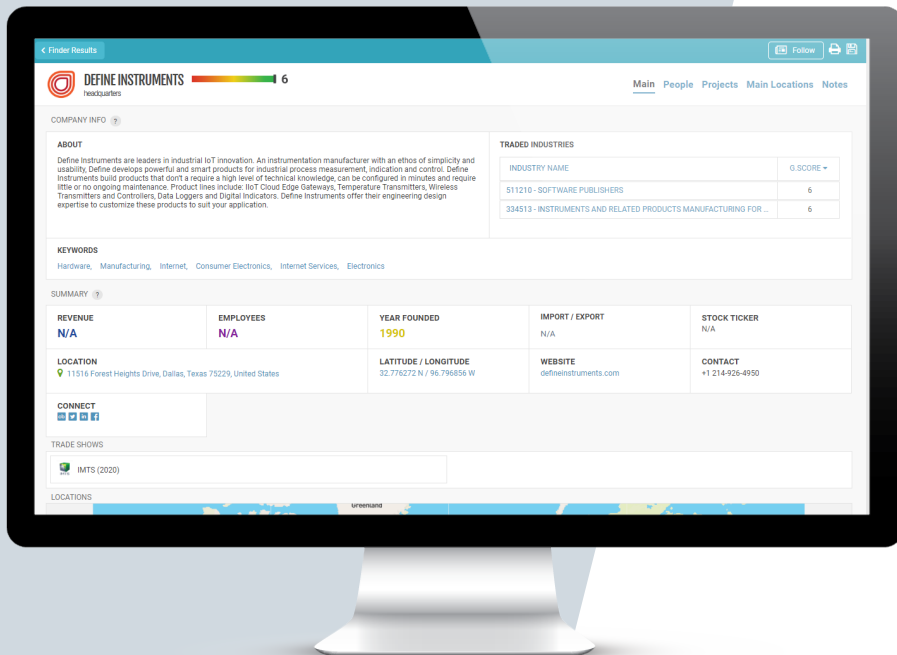
- ✓ Live feed of industry news (updated daily)
- ✓ In-year & 5-year KPIs for: revenues, employees, profits, average salary, number of establishments and risk index.
- ✓ Top import and export destinations
- ✓ Historical import and export data by destinations and values
- ✓ Industry supply chain: Buying and Selling Ecosystem
- ✓ Top related industries
- ✓ Heat maps at the state and county levels for:

- ○ Establishment
- ○ Establishment growth
- ○ Average salary
- ○ Average salary growth
- ○ Total net sales
- ○ Total net sales growth
- ○ Average gross profit
- ○ Average gross profit growth
- ○ Total salaries
- ○ Total salaries growth
- ○ Employment
- ○ Employment growth

PROJECT FINDER

Our in-house team of Research Associates interview hundreds of thousands of companies per year to discover potential expansion projects and validate companies showing the strongest expansion signals. When a future corporate expansion project is confirmed, they are posted in Gazelle.ai in the Project Finder feature. Projects are uploaded on a monthly basis. These are exclusive to Gazelle subscribers.

Projects are sortable based on:

✓ Project type (manufacturing, R&D, HQ, Sales/Service, etc.)

✓ Origin of company

✓ Destination

✓ Date the project was uploaded to Gazelle.ai

✓ Timeline for the investment project

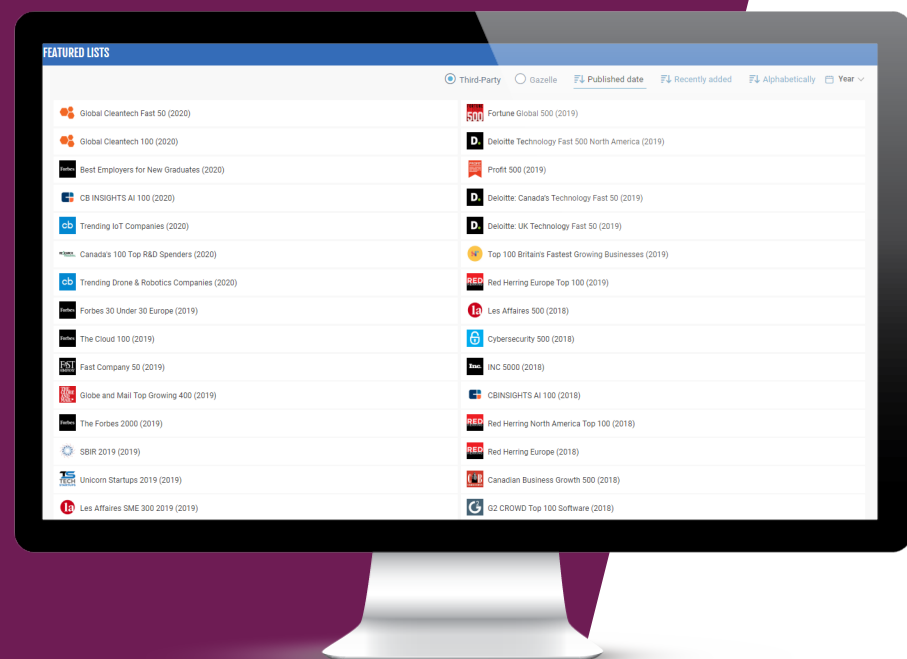✓ Number of jobs forecasted to be created

Gazelle.ai features a qualitative description of the proposed expansion initiative. The project description also features direct links to the company's profile page (by clicking on the company name) and the industry profile of the company's 6-digit NAICS affiliations.

On a best effort's basis, project descriptions include:

✓ Project type (manufacturing, R&D, HQ, Sales/Service, etc.)

✓ Drivers for expansion project

✓ Origin of company

✓ Destination

✓ Other destinations considered

✓ Date the project was uploaded to Gazelle.ai

✓ Timeline for the investment project

✓ Number of jobs to be created

FEATURED LISTS

One of the most popular features of Gazelle.ai are the lists of "fast growth" companies that are published in the "Featured Lists" section of the platform. These lists are generated from some of the most well-respected publications in the world. The value-add that Gazelle.ai generates is the appending of detailed company information to companies that appear on selected individual lists.

Gazelle.ai further appends G-Scores for all of the companies posted on the platform. Gazelle.ai also creates and publishes its proprietary lists of "fast growth" companies as well as special reports by regions, cities, industries and expansion signals (R&D, patent application, university-friendly companies etc.). Examples of current featured lists include:

Featured-lists:

- ✓ Forbes Fast Tech 25
- ✓ Forbes Global 1,000 High Performers
- ✓ Fortune Global 500
- ✓ The Forbes 2000
- ✓ Deloitte Technology Fast 500 North America & Europe
- ✓ Fast Company - Most Innovative Companies
- ✓ Red Herring – Top 100 North America & Europe
- ✓ Inc. 5,000 Fastest Growing Private Companies
- ✓ Strategy & Global Innovation 1,000
- ✓ Global cleantech

Gazelle.ai curated-lists:

- ✓ The Ultimate 3PL
- ✓ City Spotlight – New York City, Tel Aviv, South Africa, Dubai, etc.
- ✓ Top 300 Covid-19 Responders
- ✓ Patent 300 (Most issued patents)
- ✓ Top Aerospace OEMs

VC FUNDED COMPANIES

Gazelle.ai includes monitoring of various VC newsfeeds as well a real-time feeds to CrunchBase data that dynamically tracks VC funding and acquisitions activities for over 160K+ companies.

Specific data includes:

✓ Total VC funding

✓ Number of funding rounds

✓ Funding and type of funding per round

✓ Date of last funding

✓ Amount of last funding

✓ Lead investor per round

✓ Company acquisitions

✓ Amount per acquisition

✓ Date of acquisition

VC funding can also be sorted by events:

✓ Within the past three months

✓ 3 - 6 months

✓ 6 - 12 months

✓ 12+ months

VC funding can also be sorted by funding stage:

✓ Pre-Seed

✓ Seed

✓ Serie A

✓ Serie B Etc.

Users can further search for VC funded companies based on NAICS affiliation, keyword, HQ location, revenue ranges, employment ranges, import/export status, G-Score or presence on a featured list or at a tradeshow.

TRADE SHOWS

Make every trade show count! This feature will help you be more efficient by planning and meeting with the right executives. Or if the trade show has been cancelled, you can still build your campaigns based on past attendance and activity.

The Trade Show feature allows users to see companies attending trade shows of interest and target executives that matter the most to you.
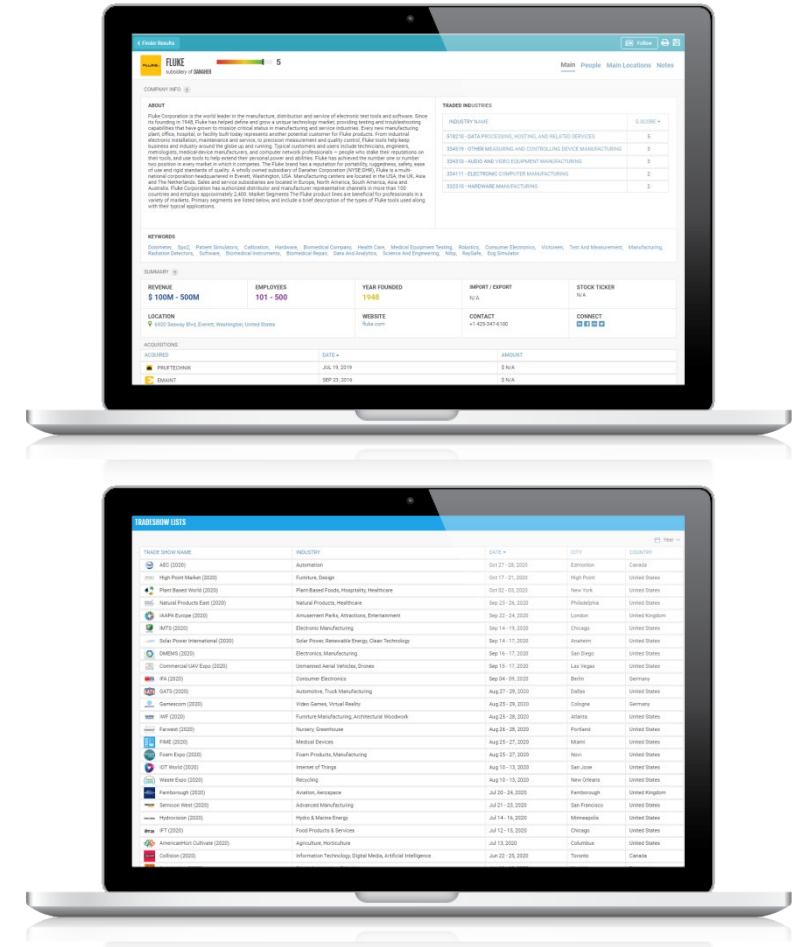
With this feature, not only can you see who will be attending upcoming shows, users can also see who attended shows in the past.

Even if you are not attending a show, these lists are another way to plan your outreach strategy to high-growth prospects. It is a great way to see which companies are actively networking and generating new business.

This helpful tool will make all your planning, forecasting, trips, and follow-ups more efficient!
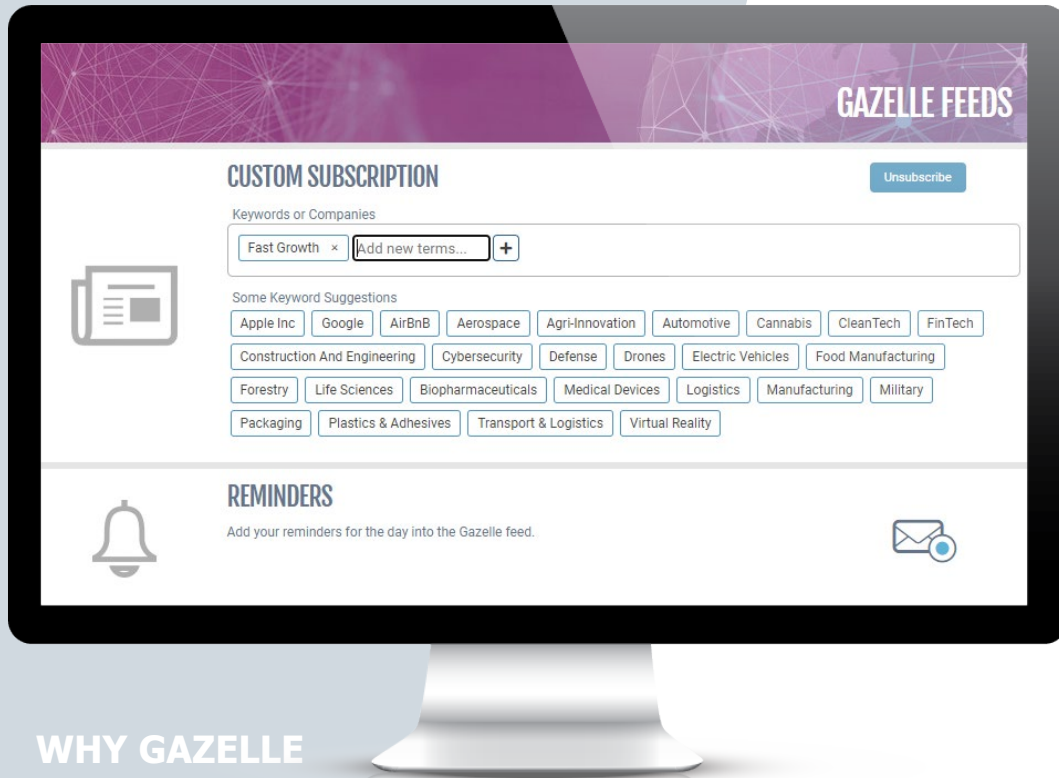
Sample of Tradeshows Exhibitor Lists:

- ✓ Paris Airshow
- ✓ Intersolar Europe
- ✓ Consumer Electronics Show (CES)
- ✓ Pack Expo

- ✓ BIO
- ✓ K Show
- ✓ Medtech
- ✓ SxSW
- ✓ Etc.

MY NOTES, MY FOLDERS AND MY FEED

No CRM? No problem. Track all your activities and leads in one tool.

Gazelle.ai have created three features to help you save your lists, coordinate your outreach activities, and keep track of your objectives with each company: My Notes, My Folders, and My Feed.

With **My notes**, you can keep track of companies or projects by taking notes directly on a company's profile page or project page. You can even set a custom auto reminder on a specific date and time to track all of your follow-ups. We've also built an email alert system that will be sent right to your inbox.

With **My Feed**, set alerts for you to monitor:

✓ Your Top employers and your Top Leads

✓ Industries and clusters

✓ Economic trends and events

You can be creative and strategic with what news you track! Add alerts for the top employers in your region, hot leads you are pursuing, emerging industries you want to know inside out, the list goes on. Meeting with a company at an upcoming event or trade show? Set up an alert for them, too!

With **My Folders**, you can save and edit your list and even export everything into excel and your preferred CRM.

Customer Success:

Our team is devoted to helping you thrive!

Customer Success

Customer success

Each of our clients receives their own dedicated Customer Success Manager who understands their business and their goals. Our personalized service ensures that every client has their go-to-contact. Have a question? They have the answer.

Research assistance

Our research team is your research team. Our team and data experts are there to help you find the data you need – quickly! They can assist you with custom research projects and list matching -all to save you time!

Live chat

Need answers ASAP? Use our live chat feature to connect directly from Gazelle.ai website. A member of our customer success team will be there to help.

Personalized onboarding

To get you started, we'll guide you through an onboarding process that's tailored to your needs. With unlimited training, we ensure that you maximizeGazelle.ai from day 1!

Best practices and continuous learning

We provide you with one-on-one training whenever you need it—whether you're new to Gazelle.ai or just need a refresher.

You will also receive a weekly newsletter that highlights: Feature updates, Data updates, New projects, Gazelle.ai "tips", and best practices.

We're here to help!

"I have been extremely impressed with the volume of timely information that Gazelle users have access to and the ease that this data can be accessed. The software is very user friendly and I have found the project data to be very accurate. The most impressive aspect of Gazelle is the availability of help that the Gazelle team provides for any issues that may come up. They will even run specialized reports that users may need."
- Karl Segura, Entergy

The AI advantage

Gazelle.ai's heuristic algorithms access vast pools of data across multiple sources including industry, spatial, and firm-level data spanning more than ten years. The platform sources data directly from company's websites and consumes data from leading providers and looks at hundreds of signals such as financial ratios, pension payments, establishment numbers, executive salaries. It also looks at data like export activity at the county/industry level (level, growth, intensity) and state/county level variables including quality of infrastructure, business costs, patents, as well as 4-digit and 6-digit industry-specific data.

Combining this rich data with AI techniques such as dynamic deep learning, neuroplasticity and dynamic input attention, Gazelle.ai is able to consistently identify companies poised for growth and expansion.

Dr. Hugh Kelley

Chief AI Officer, Gazelle.ai