

Written by Australian Business

VANCOUVER, WA, September 20, 2013 **/24-7PressRelease/** -- DiscoverOrg, <http://www.discoverorg.com>, a three-time Inc. 500 recipient and provider of sales and marketing intelligence tools used by the top IT vendors in the country, announced today it has been named No. 18 on the 2013 Tech 200, with sales growth of 415% between 2010 and 2012. The Tech 200 is a listing of the fastest growing U.S.-based technology companies as compiled by Lead411.

By being named to the Tech 200, DiscoverOrg joins an exclusive list of technology companies in rapid growth mode, including Hubspot, Marin Software and TRUSTe.

Henry Schuck, Chief Revenue Officer and Co-Founder of DiscoverOrg, attributed the company's inclusion on the Tech 200 to the strength of its technology sales lead datasets, its strategic integration with major CRMs and marketing automation vendors and its successful outbound marketing execution.

"Our combination of comprehensive IT Org Charts, with direct-dial phone numbers and verified email addresses on more than 93% of contacts, and our Real-Time Triggers that identify buying opportunities, have all contributed to our strong growth over the past couple of years," Schuck said. "We expect this growth to continue as more and more companies - from SMBs to Fortune-level firms - realize the revenue-generating power of our comprehensive suite of IT sales and marketing intelligence data and tools."

Now in its fourth year, the 2013 Lead411 Tech 200 list ranks companies with the highest percentage of revenue growth from 2010 to 2012. Applicants were required to be privately held, U.S.-based companies with at least \$1 million in revenue in 2012. Finalists came from diverse industries including software, hardware, media, advertising, wireless, telecom, IT services and consulting.

About DiscoverOrg DiscoverOrg is the leading sales and marketing intelligence tool used by the top IT vendors, staffing companies and consultants targeting IT departments of Fortune-ranked, Mid-Market and SMB companies in North America. Offered in the form of a constantly refreshed database, DiscoverOrg specializes in mapping out the IT org charts of 16,000 companies complete with verified email addresses, direct-dial phone numbers, reporting structure, IT project updates and technology installed base. Each of the 225,000+ IT decision makers in the DiscoverOrg database are updated and refreshed by the company's team of 80+ in-house researchers at least once every 90 days, enabling customers to reach the right person at the right company with the right message at the right time. For more information, please visit <http://discoverorg.com>.

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About Lead411 Information services provider Lead411 was founded in 2001 and has grown 40% yearly since inception without accepting venture capital financing. It is based in California, but has satellite offices in New York. In addition to current subscriptions, it also offers corporate information, company news and awards for up-and-coming businesses. For more information visit [Lead411](#).