

VANCOUVER, WA, January 31, 2014 **/24-7PressRelease/** -- DiscoverOrg, <http://www.discoverorg.com>, a three-time Inc. 500 company and provider of information technology sales and marketing intelligence tools used by top IT vendors, announced today it has partnered with Talent Rover, a leading provider of SaaS-based workflow solutions that were designed to manage the entire staffing and recruitment business.

Through this partnership, Talent Rover's customers can access DiscoverOrg's comprehensive, high-quality IT sales contact database and sales intelligence tools to directly connect with top decision makers and offer timely solutions, from a single intuitive interface.

This powerful combination will help organizations streamline and improve both their sales and placement processes, gaining in terms of efficiency as well as performance and ROI.

"With so much of the business world realizing the power of cloud computing and the need for an integrated workflow solution, it makes perfect sense to partner with an innovative company like Talent Rover," said DiscoverOrg co-founder and CEO Henry Schuck. "Built by staffing industry veterans, their solution is tailored specifically for staffing and recruitment organizations. The synergies achieved through our integrated services will benefit customers on both sides of the equation."

"When we were exploring our options in terms of working with a leading data and sales intelligence provider, DiscoverOrg stood out head and shoulders above the pack," said Brandon Metcalf, founder and COO of Talent Rover. "Tapping into bad contact data is never a good thing, and with their pristine database and opportunity-targeting toolset, this integration partnership made perfect sense."

You can request a demo of the integrated DiscoverOrg/Talent Rover solution in action here: <http://pages.discoverorg.com/TalentRoverIntegration.html>

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 more than 15,500 companies complete with verified email addresses, direct-dial phone numbers, reporting structure, IT project updates and technology installed base. Each of the more than 330,000+ IT decision makers in the DiscoverOrg database is updated and refreshed by the company's team

of 85+ in-house researchers at least once every 90 days, enabling customers to reach the right person at the right company with the right message. For more information, please visit <http://www.discoverorg.com>.

About Talent RoverLaunched in 2012 in San Francisco, Talent Rover is the complete workflow solution designed to manage your entire staffing and recruitment business. Built by industry veterans on the reliable and secure Salesforce Platform, Talent Rover integrates mobility, social media, customer relationship management (CRM), applicant tracking (ATS), human resource and benefits management (HRIS), back office and analytics for a singular, adaptable solution. It also allows global management of employment regulation. Talent Rover users analyze, evaluate and measure information in a more streamlined and flexible manner to achieve greater levels of efficiency, faster time to placement and increased revenue. With low risk and minimal investment, Talent Rover is the most competitive solution in the market today. For more information, visit <http://www.talentrover.com>.