



reference
solutions

“Identify, Research & Network Into Target Companies”

Identify Target Companies

- **By Industry**
- **By Location**
- **By Company Demographics**

Research Potential Companies

- **Company Information**
- **Employee Networking**
- **Preparation For Informational
& Job Interviews**



Pete Hernandez

Retired - Operations Leader
Property & Casualty
Insurance

Frisco Connect

Tuesday, May 2nd

8:30 – 11:30 a.m. Central

In-Person

Stonebriar Community Church,
4801 Legendary Dr., Frisco, TX 75034



Mike Ray

VP/Director
Marketing &
Product Management



Pete Hernandez

**Retired - Operations Leader
Property & Casualty Insurance
<https://www.linkedin.com/in/pete-hernandez99/>**



Mike Ray

**VP/Director
Marketing & Product
Management
<https://www.linkedin.com/in/mikeray8116/>**

**We Are Not Employed Or
Compensated By Reference
Solutions!!**





reference
solutions

A Reference Solutions Presentation Is

Posted on

CareerDFW / Resources....

Career Files

Chapter 5.3 Databases

OR

Facebook / CareerDFW / Videos / May 13, 2022





reference
solutions

We Cover Most Of The Functionality of
Using Reference Solutions in The
Workshop.

If We Cover Something That is
Unclear, Please Ask.....

Otherwise, Please **Hold** Them To The
Q&A Section!!



What is a Target Company?



Pete Hernandez

Retired - Operations Leader
Property & Casualty Insurance

<https://www.linkedin.com/in/pete-hernandez99/>

Target Companies

- Hartford
- Traveler's Insurance
- Allstate Insurance

Mike Ray

VP/Director
Marketing & Product Management

<https://www.linkedin.com/in/mikeray8116>

Target Companies

- Rheem HVAC
- Kubota
- Campat Machine Tool



Networking Groups

- I Am - Name
- I Do - Title
- My Value - Brand
- I Am - Name

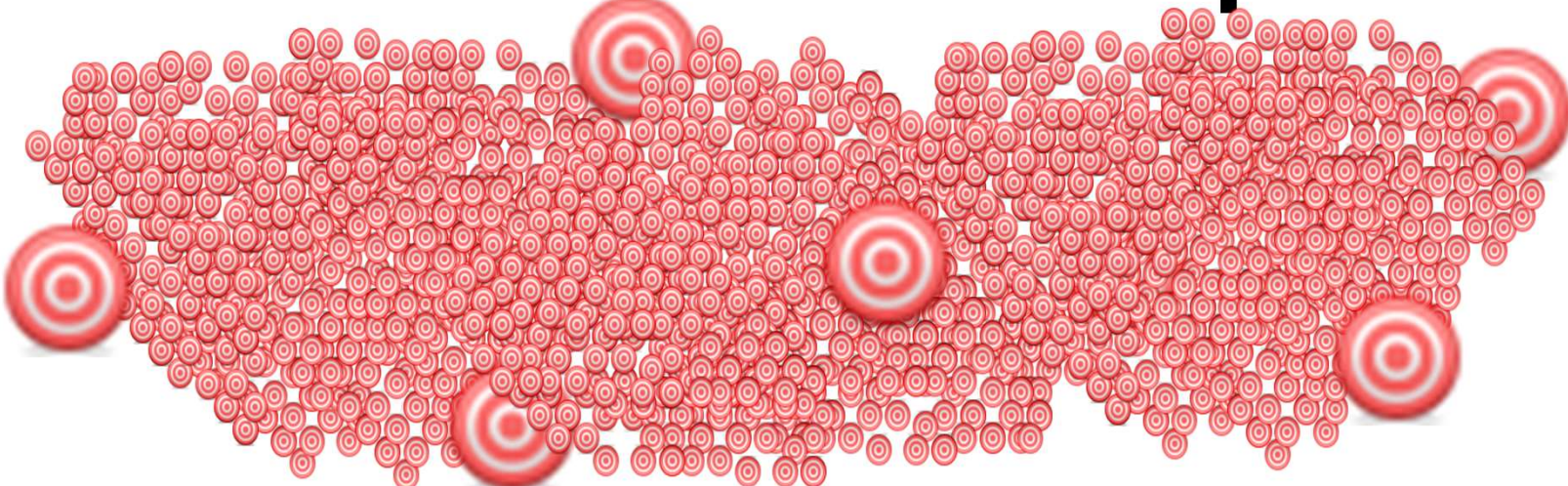


What Are Your Target Companies?



Please Respond!!

A lot of Potential Companies



**How Many Target Companies
Should We Have????**

One? Three?

4 or 5?

50 – 100

Potential

Target Companies



How Do I Get There?

Identifying Target Companies

- How Can I Help Myself?
- How Do I Find Target Companies?
- How Can I Be Proactive vs. Reactive?





Identifying Target Companies



Time For Some Decisions

- Same Industry OR Different Industry?
- Small, Medium OR Large Company?
- In DFW OR Relocate?



Business Databases



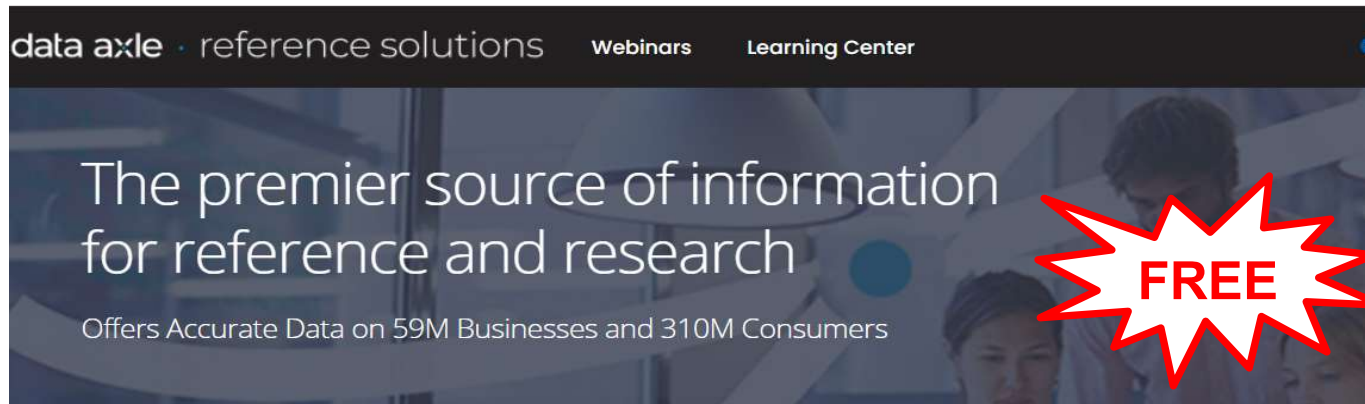
reference
solutions



D&B Hoovers



Getting Access To reference solutions



- **If You Live in Texas... Houston Library – Library Card - Free Online To Texas Residents**




- **TX Drivers License or Voters Registration Card**
- ***First Time? Ask Online Librarian to assist you.
(Houston Library: Listed As
Data Axle Reference Solutions)***



Databases In Reference Solutions

(Keep your Library ID # handy – you will need it to login)

data axle · reference solutions Webinars Learning Center  Select Language

The premier source of information for reference and research

Offers Accurate Data on 59M Businesses and 310M Consumers

Available Databases

Select a Database to Get Started

U.S. Businesses



A Service of the City of Plano

U.S. Businesses
59 Million Businesses
3.5 Million Closed Businesses
[SEARCH](#) | [MORE INFORMATION](#)

U.S. Historical Businesses

243 Million Historical Records

U.S. Jobs / Internships

2.5 Million Job Postings

Canadian Businesses

2.1 Million Businesses

U.S. Businesses
The U.S. Business database contains a total of 59 million businesses including 16 million verified and 43 million unverified businesses that are updated weekly. It is the only business database that is enhanced with more than 24 million phone calls per year providing you with the most accurate data possible.

**16 M Verified
43 M Unverified**

Reference Solutions

U.S. Businesses Database

Quick Search

Advanced Search

Fill out one or more of the following criteria boxes, then c

Company Name

Executive First N

City

State

[Additional Filters](#)

Desire To Stay In The Same Industry As Your Previous Company?

U.S. Businesses Database

Quick Search

Advanced Search

Fill out one or more of the following criteria boxes, then click "View Results" button.

Company Name

IBM

IBM

Executive First Name

Executive Last Name

City

State

All

Phone

[Additional Filters](#)

VIEW RESULTS

Need To Narrow Your Search

U.S. Businesses
283 Results
12 with e-mail addresses [more info]

U.S. Businesses
283 Results
12 with e-mail addresses [more info]

[← Revise Search](#)

[← New Search](#)

NEW!

[Details](#) [Heat Map](#) [Summary](#) [Charts](#) [Download](#) [Print](#) [Save Search](#)

Page 1 of 12

◀ 1 ▶

<input type="checkbox"/>	Company Name	Executive Name	Street Address	City, State	ZIP	Phone	Corp. Tree	
<input type="checkbox"/>	IBM		3500 Blue Lake Dr # 300	Vestavia, AL	35243	(205) 972-7542		↑
<input type="checkbox"/>	IBML		1950 Stonegate Dr	Vestavia Hills, AL	35242	(205) 314-1800		
<input type="checkbox"/>	IBM Investigations LLC	Ivan M Billingsley	755 Blue Bayou Rd	Nashville, AR	71852	(870) 845-9100		↑
<input type="checkbox"/>	IBM Service		5106 S U St	Fort Smith, AR	72903	(479) 452-1590		↑
<input type="checkbox"/>	IBM		2929 N Central Ave # 200	Phoenix, AZ	85012	(602) 217-2000		↑
<input type="checkbox"/>	IBM		4585 S Palo Verde Rd	Tucson, AZ	85714	(520) 584-8210		↑
<input type="checkbox"/>	Bill Boos IBM		590 Oak Knoll Ln	Menlo Park, CA	94025	(650) 328-7194		
<input type="checkbox"/>	Citent Inc IBM Ed Ctr	Henry Khalife	611 Anton Blvd	Costa Mesa, CA	92626	(714) 436-6100		
<input type="checkbox"/>	I B M Allison Mcmillen	Dana Vista	34255 Pch	Dana Point, CA	92629	(949) 545-7968		
<input type="checkbox"/>	I B Mortgage	Alton Jones	1258 Imperial Beach Blvd	Imperial Beach, CA	91932	(619) 429-8474		



Location Filter: Texas

U.S. Businesses

24 Results

0 with e-mail addresses [more info]

U.S. Businesses

24 Results

0 with e-mail addresses [more info]

Search



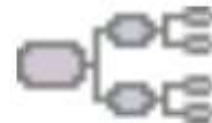
New Search

NEW!

Print

Save Search

<input type="checkbox"/>	Company Name	Executive Name	Street Address	City, State	ZIP	Phone	Corp. Tree
<input type="checkbox"/>	At & T Solutions IBM Power 9		11511 Luna Rd	Farmers Branch, TX	75234	(972) 556-9145	
<input type="checkbox"/>	Ex IBM Corp		2713 Foxboro Dr	Garland, TX	75042	(972) 465-1111	
<input type="checkbox"/>	IBM	Timothy Skelly	211 Elmhurst # A	Kyle, TX	75140	(972) 465-1111	
<input type="checkbox"/>	I B M A	Margaret Gafford	2301 Avenue B	Lubbock, TX	79401	(806) 799-1111	
<input type="checkbox"/>	I B M B Investments		1512 S Slores	San Antonio, TX	78205	(210) 227-2012	
<input type="checkbox"/>	IBM		7201 W Interstate 40 # 220	Amarillo, TX	79106	(806) 354-1111	
<input type="checkbox"/>	IBM		3107 Burks Ln	Austin, TX	78732	(512) 522-8795	
<input type="checkbox"/>	IBM		1177 S Belt Line Rd	Coppell, TX	75019	(972) 906-3746	
<input checked="" type="checkbox"/>	IBM	Cathy Gross	1950 N Stemmons Fwy	Dallas, TX	75207	(214) 653-8600	



[IBM](#)

Cathy Gross

1950 N Stemmons Fwy

<input type="checkbox"/>	IBM		2 Riverway	Houston, TX	77056	(713) 940-1000	
<input type="checkbox"/>	IBM	Angelina Flores	1605 E Expressway 83 # A	Mission, TX	78572	(956) 928-1285	
<input type="checkbox"/>	IBM			Plano, TX	75023	(972) 618-1351	



IBM Dallas Office Information

Quick Links
EXPAND ALL MINIMIZE ALL

- Location Info
- Job Listings
- Industry Profile
- Business Profile
- Photo, Map, & Directions
- Business Demographics
- Management Directory
- Company News
- Stock Data
- Business Expenditures
- Business Size History
- Business History
- UCC Filings
- Nearby Businesses
- Competitors Report

Corporate Tree
Back to top

Location Info

IBM Verified R
1950 N Stemmons Fwy # 3048
Dallas, TX 75207

Phone (214) 653-8600
Fax Not Available
Toll Free Number Not Available

ibm.com

[Twitter](#) [Facebook](#) [LinkedIn](#)

Radius Search miles **FIND SIMILAR** **FIND ALL**

Job Listings

jobs by [indeed](#)

Technical Support Representative - Red Oak, TX - Dallas, TX
If so, then **IBM** could be your next career challenge. **IBM** is seeking to employee in Red Oak, TX. GTS is the place for you! [more](#)
IBM - 11 days ago

Mainframe System Administrator Apprentice - Coppell, TX
IBM Systems helps IT leaders think differently about their infrastru...
career challenge. To be successful, you need: [more](#)
IBM - 2 hours ago

Quick Links
EXPAND ALL MINIMIZE ALL

- Location Info
- Job Listings
- Industry Profile
- Business Profile
- Photo, Map, & Directions
- Business Demographics
- Management Directory
- Company News
- Stock Data
- Business Expenditures
- Business Size History
- Business History
- UCC Filings
- Nearby Businesses
- Competitors Report

Competitors Report

Target Opportunities

Competitors Report

Collapse

Name	Location	Phone
Amdocs Downtown Dallas	Dallas, TX 75202	(214) 760-1140
Compuline	Dallas, TX 75229	(972) 484-0104
Computer Surplus Co Inc	Dallas, TX 75231	
Daily Data Inc	Dallas, TX 75214	(214) 827-2170
JDA Software Group Inc	Irving, TX 75062	(972) 650-1067
Neudesic LLC	Irving, TX 75039	(972) 852-2100
Rush Development	Dallas, TX 75218	(214) 393-3130
Sewell Tech	Dallas, TX 75207	(214) 845-8198
Sophisticated Business Sltns	Dallas, TX 75201	(214) 770-0990
Tyler Technologies	Dallas, TX 75202	(214) 741-1866

Industry Profile: SIC & NAICS Codes

Industry Profile

SIC Code	Descriptions	
7371-01	Computer Services	 Primary
NAICS Code	Description	
54151104	Custom Computer Programming Services	 Primary
Franchise	Description	
<i>None Available</i>		

Industry Classification

(Business Type – Industry Profile)

- **SIC: The Standard Industrial Classification**
 - Established in 1930
- **NAICS: The North American Industry Classification System**
 - Established in 1997 to replace the no longer sufficient SIC system.
 - Comparability in business statistics among US, Canada and Mexico

Industry Profile: SIC & NAICS Codes

Industry Profile

SIC Code	Descriptions	
7371-01	Computer Services	✓ Primary
NAICS Code	Description	
54151104	Custom Computer Programming Services	✓ Primary
Franchise	Description	
<i>None Available</i>		

Computer Services
SIC 7371-01
NAICS 54151104

Restart Search

U.S. Businesses Database ... *But With NAICS Code - 54151104*

The screenshot shows the 'U.S. Businesses Database' search interface. The 'Advanced Search' tab is active. On the left sidebar, the 'Business Type' section is highlighted with a red box, showing 'Keyword/SIC/NAICS' selected with a checkmark. In the main search area, the 'Record Type' section has 'Verified Businesses' selected. The 'Keyword/SIC/NAICS' section has 'Search Primary NAICS Only' selected, and the search input field contains '54151104'. A red box highlights this selection, with an arrow pointing to a larger red box containing the text 'Business Type: [checked] Keyword/SIC/NAICS'. The search results show '54151104 - COMPUTER SERVICES'.

Business Type:
 Keyword/SIC/NAICS



Restart Search

... *But With NAICS Code – 54151104*

City: Dallas

U.S. Businesses Database

Quick Search Advanced Search

Record Type Search Tips Collapse

- Verified Businesses (Phone verified and quality checked)
- Include Unverified Businesses (Not yet fully verified, may not be accurate)
- Include Closed / Out of Business Records (Suspected to be out of business)

Keyword/SIC/NAICS Search Tips Expand Remove

City / State Search Tips Collapse Remove

Search:

Geography:
 City/State (Dallas, TX)

Geography ✓

- Map Based Search
- City / State
- Metro Area
- ZIP Codes
- Radius
- County
- Street Address
- Neighborhood

Results Selected

Dainart, TX	City
Dallardsville, TX	City
Dallas, TX	City
Dalworthington Gardens, TX	City
Damon, TX	City
Danbury, TX	City
Danciger, TX	City
Danevang, TX	City
Darrouzett, TX	City

City

[Clear Field\(s\)](#)

RECORD COUNT
15,632,644

BUSINESS HISTORY
[more info](#)

 [Back To Top](#)

Filters – NAICS & Dallas, TX

U.S. Businesses

21 Results

1 with e-mail addresses [more info]

U.S. Businesses

21 Results

1 with e-mail addresses [more info]

Revise Search



New Search

NEW!

Download

Print

Save Search

<input type="checkbox"/>	Company Name	Executive Name	Street Address	City, State	ZIP	Phone	Corp. Tree	
<input type="checkbox"/>	Abacus Group LLC	Sajjad Bacchus	17000 Preston Rd # 260	Dallas, TX	75248	Not Available		
<input type="checkbox"/>	Amdocs Downtown Dallas		1412 Main St	Dallas, TX	75202	(214) 760-1140		
<input type="checkbox"/>	Avstar Media LLC	Tom Ramirez	12222 Merit Dr # 360	Dallas, TX	75251	(972) 980-9300		
<input type="checkbox"/>	Compuline		11500 N Stemmons Fwy # 121	Dallas, TX	75229	(972) 484-0104		
<input type="checkbox"/>	Computer Surplus Co Inc	Brandy R Jones	5445 LA Sierra Dr # 450	Dallas, TX	75231	Not Available		
<input type="checkbox"/>	Coreplus	Marc Landry	17400 Dallas Pkwy # 120	Dallas, TX	75287	(214) 206-9266		
<input type="checkbox"/>	Dally Data Inc		6258 Belmont Ave	Dallas, TX	75214	(214) 827-2170		
<input type="checkbox"/>	F3 Computer Service	Branton Ellerbee	PO Box 720492	Dallas, TX	75372	(214) 679-0309		
<input type="checkbox"/>	Hotshots Computer Svc	Jessica Blas	PO Box 764498	Dallas, TX	75376	Not Available		
<input type="checkbox"/>	IBM	Cathy Gross	1950 N Stemmons Fwy # 3048	Dallas, TX	75207	(214) 653-8600		
<input type="checkbox"/>	J & J Computer Svc	James Johnson	10331 Limestone Dr	Dallas, TX	75217	(972) 329-1020		
<input type="checkbox"/>	Mentor Graphics Corp	Sean Murphy	13355 Noel Rd # 500	Dallas, TX	75240	(972) 587-4784		
<input type="checkbox"/>	Object Win Technology Inc		13355 Noel Rd # 1100	Dallas, TX	75240	Not Available		
<input type="checkbox"/>	On Computer Svc Brayn St		11910 Shiloh Rd # 130	Dallas, TX	75228	(972) 279-1114		

data
axle

reference
solutions

Filters – NAICS & Dallas, TX

<input type="checkbox"/>	Company Name	Executive Name	Street Address	City, State	ZIP	Phone	Corp. Tree	
<input type="checkbox"/>	Abacus Group LLC	Sajjad Bacchus	17000 Preston Rd # 260	Dallas, TX	75248	Not Available		
<input type="checkbox"/>	Amdocs Downtown Dallas		1412 Main St	Dallas, TX	75202	(214) 760-1140		
<input type="checkbox"/>	Avstar Media LLC	Tom Ramirez	12222 Merit Dr # 360	Dallas, TX	75251	(972) 980-9300		
<input type="checkbox"/>	Compuline		11500 N Stemmons Fwy # 121	Dallas, TX	75229	(972) 484-0104		
<input type="checkbox"/>	Computer Surplus Co Inc			Dallas, TX	75231	Not Available		
<input type="checkbox"/>	Coreplus			Dallas, TX	75287	(214) 206-9266		
<input type="checkbox"/>	Dally Data Inc			Dallas, TX	75214	(214) 827-2170		
<input type="checkbox"/>	F3 Computer Service			Dallas, TX	75272	(214) 679-0309		
<input type="checkbox"/>	Hotshots Computer Svc			Dallas, TX	75276	Not Available		
<input type="checkbox"/>	IBM			Dallas, TX	75207	(214) 653-8600		
<input type="checkbox"/>	J & J Computer Svc	James Johnson	10331 Limestone Dr	Dallas, TX	75217	(972) 329-1020		
<input type="checkbox"/>	Mentor Graphics Corp	Sean Murphy	13355 Noel Rd # 500	Dallas, TX	75240	(972) 587-4784		
<input type="checkbox"/>	Object Win Technology Inc		13355 Noel Rd # 1100	Dallas, TX	75240	Not Available		
<input type="checkbox"/>	On Computer Svc Brayn St		11910 Shiloh Rd # 130	Dallas, TX	75228	(972) 279-1114		

<input type="checkbox"/>	Company Name
<input type="checkbox"/>	Abacus Group LLC
<input type="checkbox"/>	Amdocs Downtown Dallas

Amdocs Downtown Dallas

Location Info

Amdocs Downtown Dallas Verified Rec

1412 Main St
Dallas, TX 75202

Phone (214) 760-1140

Fax Not Available

Toll Free Number Not Available

amdocs.com

Location Info

Amdocs Downtown Dallas

1412 Main St
Dallas, TX 75202


Phone (214) 760-1140

Job Listings

jobs by 

No job listings found for Amdocs Downtown Dallas

Job Listings

jobs by 

No job listings found for Amdocs Downtown Dallas

Industry Profile

SIC Code	Descriptions	
7371-01	Computer Services	 Primary
7372-06	Computer Software	
NAICS Code	Description	
54151104	Custom Computer Programming Services	 Primary
51121005	Software Publishers	

Industry Profile

SIC Code
7371-01

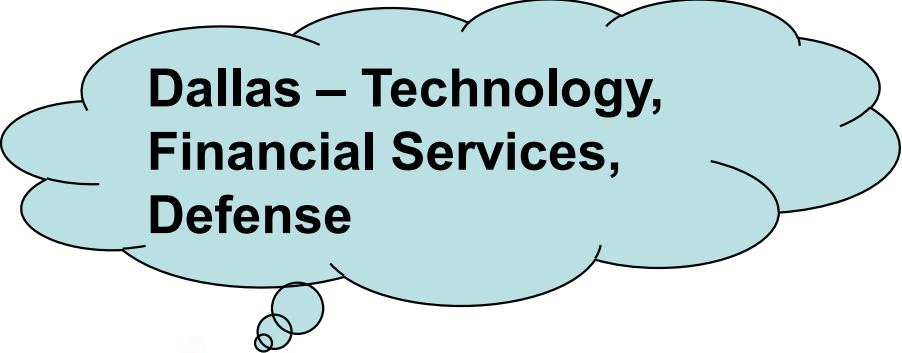
NAICS Code
54151104




ce
ns

Best Practices

- “Hot” Industries



**Dallas – Technology,
Financial Services,
Defense**



**Ft. Worth – Oil & Gas,
Manufacturing,
Aviation & Aerospace**

✓ [Dallas-Fort Worth, Texas Job Market | U.S News Best Places](https://realestate.usnews.com/places/texas/dallas-fort-worth/jobs)

[https://realestate.usnews.com › places › texas › dallas-fort-worth › jobs ▼](https://realestate.usnews.com/places/texas/dallas-fort-worth/jobs)

In the Dallas area, the top **industries** are technology, financial services and defense. In the Fort Worth area, the major **industries** are oil and gas, manufacturing, and aviation and aerospace.

- Best Places To Work

✓ [www.bizjournals.com › dallas › best-places-to-work](http://www.bizjournals.com/dallas/best-places-to-work) ⋮

[Best Places to Work | The Top 100 Places to Work in Dallas ...](http://www.bizjournals.com/dallas/best-places-to-work)

? www.bestcompanies.tx.com ⋮

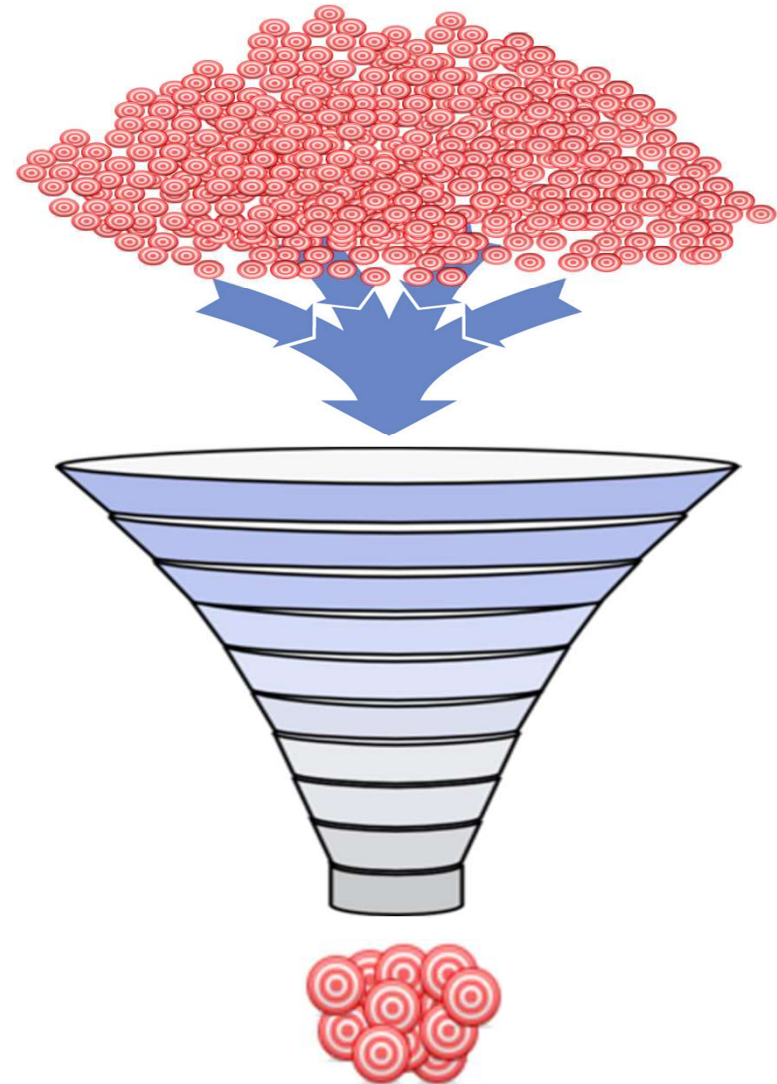
[Best Companies to Work for in Texas](http://www.bestcompanies.tx.com)

Best Companies to Work for in Texas is a survey and awards program dedicated to identifying and recognizing the best employers and providing organizations ...

[Eligibility](#) · [Process](#) · [Reports](#) · [Timeline](#)

Reference Solutions Filtering Options

- **Company Name**
- **Executives**
- **Business Type**
 - Keyword/SIC/NAICS
 - Major Industry Group
- **Geography**
- **Phone**
- **Business Size**
 - Number of Employees
 - Sales Volume
- **Ownership**
- **Financial Data**



Target Companies

Reference Solutions Advanced Search

U.S. Businesses Database

Quick Search

Advanced Search

Fill out one or more of the following criteria boxes, then click "View Results" button.

Company Name

Executive First Name

Executive Last Name

City

State

Phone

[Additional Filters](#)

[Clear Search](#)

[VIEW RESULTS](#)

Select Verified, Unverified Businesses

U.S. Businesses Database

Quick Search Advanced Search

Collapse All **Select All**

Company Name

- Company Name
- Legal Name

Executives

- Executive Name
- Executive Title
- Executive Gender
- Executive Ethnicity

Business Type

- Keyword/SIC/NAICS
- Major Industry Group

Geography

To start your search...

Click on the headings to the left to start your search. If you are uncertain what to search for, look for Search Tips within each section to help you along the way.

To further customize your search, select the Record Type you would like to search below to ensure you get the records you are looking for.

Record Type Search Tips ⓘ Collapse ⚡

- V** Verified Businesses (Phone verified and quality checked)
- U** Include Unverified Businesses (Not yet fully verified, may not be accurate)
- C** Include Closed / Out of Business Records (Suspected to be out of business)

VIEW RESULTS

UPDATE COUNT

RECORD COUNT
16,885,429

BUSINESS HISTORY
[more info](#)

CLEAR SEARCH

[Back To Top](#)

Select An Industry

Use An Industry Keyword

U.S. Businesses Database

Quick Search

Advanced Search

Collapse All Select All

Company Name

- Company Name
- Legal Name

Executives

- Executive Name
- Executive Title
- Executive Gender
- Executive Ethnicity

Business Type

- Keyword/SIC/NAICS
- Major Industry Group

Record Type

Search Tips Collapse

- V** Verified Businesses (Phone verified and quality checked)
- U** Include Unverified Businesses (Not yet fully verified, may not be accurate)
- C** Include Closed / Out of Business Records (Suspected to be out of business)

Keyword/SIC/NAICS

Search Tips Collapse Remove

- Search All SICs
- Search Primary SIC Only
- Search All NAICS
- Search Primary NAICS Only

Healthcare

ex Restaurants

Keyword/SIC/NAICS

VIEW RESULTS

UPDATE COUNT

RECORD COUNT

16,885,429

BUSINESS HISTORY

[more info](#)

CLEAR SEARCH

[Back To Top](#)

data
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reference
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Select An Industry

Health Care Management Selected

U.S. Businesses Database

Quick Search Advanced Search

Collapse All **Select All**

Company Name

Company Name
 Legal Name

Executives

Executive Name
 Executive Title
 Executive Gender
 Executive Ethnicity

Business Type ✔

Keyword/SIC/NAICS

Major Industry Group

Record Type Search Tips ⓘ Collapse ▾

✔ Verified Businesses (Phone verified and quality checked)

Ⓢ Include Unverified Businesses (Not yet fully verified, may not be accurate)

Ⓢ Include Closed / Out of Business Records (Suspected to be out of business)

Keyword/SIC/NAICS Search Tips ⓘ Collapse ▾ Remove ✕

Search All SICs Search Primary SIC Only

Search All NAICS Search Primary NAICS Only

Healthcare
ex Restaurants

Keyword/SIC/NAICS

VIEW RESULTS

UPDATE COUNT

RECORD COUNT
16,885,429

BUSINESS HISTORY
[more info](#)

CLEAR SEARCH

[Back To Top](#)

Health Care Management Selected

- Executive Name
- Executive Title
- Executive Gender
- Executive Ethnicity

Business Type

- Keyword/SIC/NAICS
- Major Industry Group

Geography

- Map Based Search
- City / State
- Metro Area
- ZIP Codes
- Radius
- County
- Street Address
- Neighborhood
- Mailing Address

Keyword/SIC/NAICS

Search Tips Collapse Remove

- Search All SICs
- Search Primary SIC Only
- Search All NAICS
- Search Primary NAICS Only

health care

SEARCH

ex Restaurants

Results:

- 805917 - HEALTHCARE LONG TERM
- 809957 - HEALTH CARE ALTERNATIVES
- 384222 - HEALTH CARE APPAREL (MFRS)
- 805102 - HEALTH CARE FACILITIES

384222 - HEALTH CARE APPAREL (MFRS)

805102 - HEALTH CARE FACILITIES

832259 - HEALTH CARE INSTRUCTION

874242 - HEALTH CARE MANAGEMENT

591202 - HEALTH CARE PRODUCTS

809943 - HEALTH CARE UTILIZATION REVIEW

569929 - HEALTHCARE APPAREL & SUPPLIES

Selected:

874242 - HEALTH CARE MANAGEMENT

VIEW RESULTS

UPDATE COUNT

RECORD COUNT

4,072

BUSINESS HISTORY

[more info](#)

CLEAR SEARCH

[Back To Top](#)



reference solutions

Select Cities or Location

Specific City or Metro Area

Geography

Map Based Search
 City / State
 Metro Area
 ZIP Codes
 Radius
 County
 Street Address
 Neighborhood
 Mailing Address

Phone

Business Phone
 Area Code
 Toll Free Numbers
 Fax Numbers

Business Size

Number Of Employees
 Sales Volume

Ownership

Public/Private Company
 Headquarter/Branch
 Foreign Parent
 Home Based Business
 Government Office

City / State Search Tips Collapse Remove

Search
Plano

Results	Selected
Plano, IA <i>City</i>	Grapevine, TX <i>City</i>
Plano, IL <i>City</i>	Frisco, TX <i>City</i>
Plano, TX <i>City</i>	Plano, TX <i>City</i>

[Clear Field\(s\)](#)

RECORD COUNT
13

BUSINESS HISTORY
[more info](#)

[Back To Top](#)

— NEW! —

- Review
- Details
- Heat Map
- Summary
- Charts
- Download
- Print
- Save Search

<input type="checkbox"/>	Company Name	Executive Name	Street Address	City, State	ZIP	Phone	Corp. Tree
<input type="checkbox"/>	Ardent Health Svc	Dan Moen	2400 Dallas Pkwy # 450	Plano, TX	75093	(972) 943-1700	↑
<input type="checkbox"/>	Ardis Healing Ctr	Bryan Ardis	8641 5th St # 8	Frisco, TX	75034	(214) 705-9369	
<input type="checkbox"/>	B & D Health Management Svc	Brian Rodriguez	5700 Tennyson Pkwy # 350	Plano, TX	75024	(214) 227-2705	
<input type="checkbox"/>	Community Hospital Corp	Jim Kendrick	7800 Dallas Pkwy # 200	Plano, TX	75024	(972) 943-6400	↓
<input type="checkbox"/>	Dilts + Partners		5317 Corinthian Bay Dr	Plano, TX	75093	Not Available	
<input type="checkbox"/>	Ethicus Healthcare Mgmt LLC		4201 William D Tate Ave	Grapevine, TX	76051	(713) 572-2222	↓
<input type="checkbox"/>	Firstlight Home Care Of Plano			Plano, TX	75023	(214) 956-4291	↑
<input type="checkbox"/>	Firstlight Home Care-Southlake	Jie Zhang	1701 W Northwest Hwy # 100	Grapevine, TX	76051	(817) 381-4400	↑
<input type="checkbox"/>	Healthcare Management Consints		11812 Summer Springs Dr	Frisco, TX	75036	(214) 856-8244	
<input type="checkbox"/>	Lifecare Management Svc	Ann Corrigan	5340 Legacy Dr # 150	Plano, TX	75024	(469) 241-2100	↓
<input type="checkbox"/>	Oceans Healthcare	Stuart Archer	5360 Legacy Dr # 101	Plano, TX	75024	(972) 464-0022	↓

Health Care Management Companies

Review

Details

Heat Map

Summary

Charts

Download

Print

Save Search

NEW!

U.S. Businesses

Download

Back New Search

Step One: Select your file format

- Comma Delimited (Most Popular)
- Excel
- Excel (2007/2010)
- Tab Delimited

Step Two: Select your level of detail

- Summary** - includes name, address, phone number and 17 additional data fields
- Detailed** - includes all data
- Custom** - select fields to export

Filtering Options

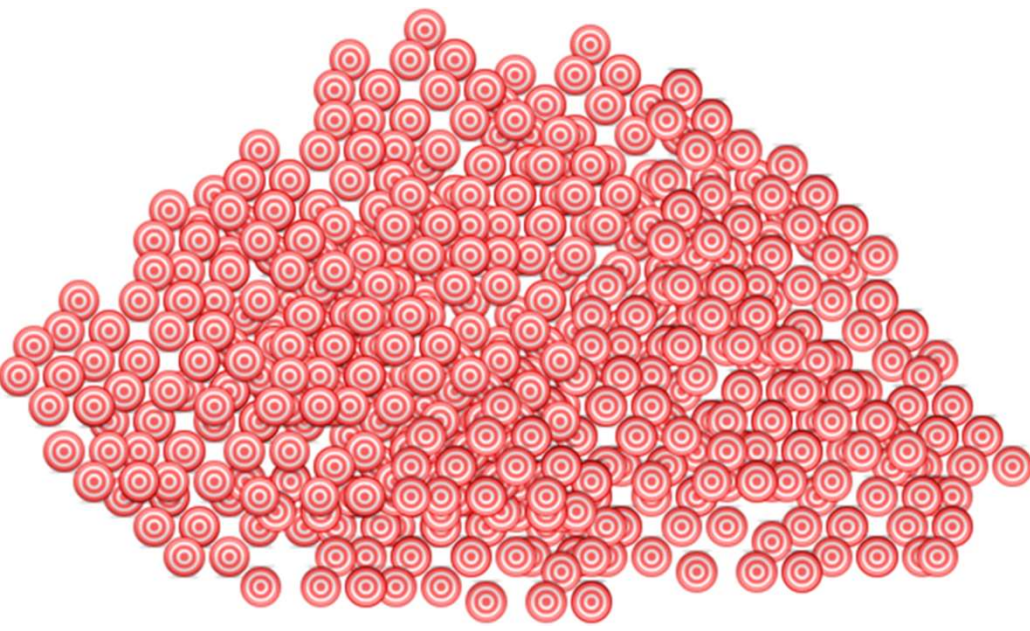
The image shows a screenshot of a web application's filtering interface. The interface is organized into several sections, each with a header and a list of filterable items, each accompanied by a checkbox. The sections are:

- Company Name:** Includes a 'Collapse All' button, a 'Select All' button, and a list of 'Company Name' filters.
- Executives:** Includes a list of filters for 'Executive Name', 'Executive Title', 'Executive Gender', and 'Executive Ethnicity'.
- Business Type:** Includes filters for 'Keyword/SIC/NAICS' and 'Major Industry Group'.
- Geography:** Includes filters for 'Map Based Search', 'City / State', 'Metro Area', 'ZIP Codes', 'Radius', 'County', 'Street Address', and 'Neighborhood'.
- Phone:** Includes filters for 'Business Phone', 'Area Code', 'Toll Free Numbers', and 'Fax Numbers'.
- Business Size:** Includes a filter for 'Number Of Employees'.
- Ownership:** Includes filters for 'Public/Private Company', 'Headquarter/Branch', 'Foreign Parent', 'Home Based Business', and 'Government Office'.
- Other filters:** Includes 'Year Established', 'Square Footage', and 'Professionals (All / One)'.

Red annotations highlight specific areas:

- Red arrows point to the 'Collapse All' button, the 'Company Name' filter in the 'Company Name' section, the 'Number Of Employees' filter, and the 'Geography' section header.
- Red boxes enclose the 'Company Name' filter in the 'Company Name' section, the 'Business Size' section, the 'Ownership' section, and the 'Geography' section.
- Red target icons are placed in the top right and bottom right corners of the image.

~75% - 1-9 Employees



**Target
Companies**



**Company Networking &
Interviewing Research**



- People
 - Names
 - Number
- R&D Spend
- Marketing Spend
- 10K Report
- Company News
- Competition



reference
solutions

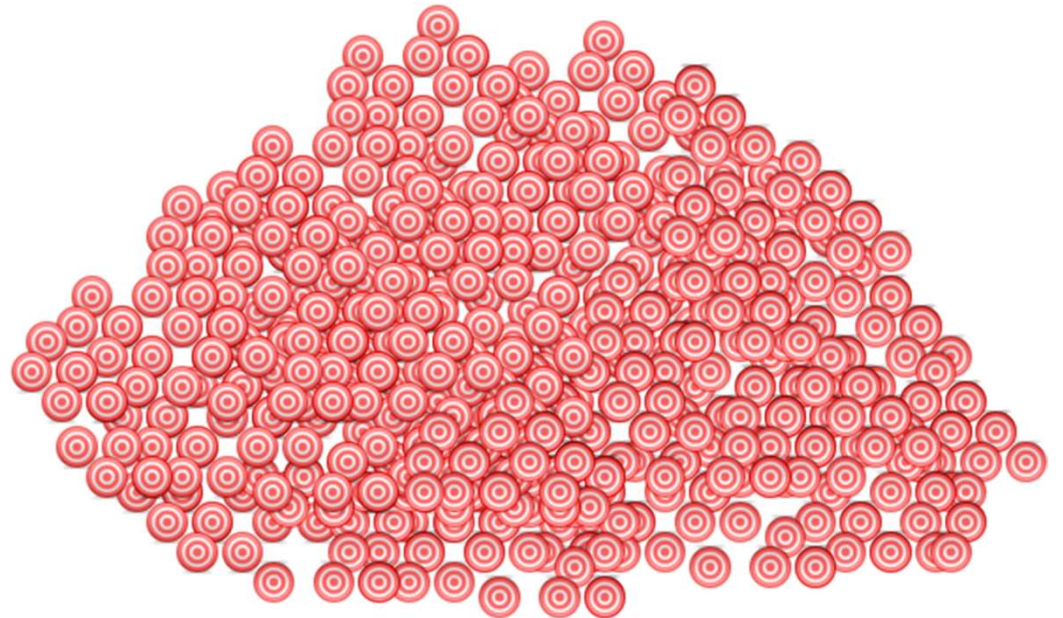
- **Free**
- **Easy To Use**
- **Best Practice Resource**
 - Identifying Target Companies
 - Informational & Job Interview Research



reference
solutions

Call To Action

1. Get Library Card – It's Free
2. Sign On To Reference Solutions
3. Identify 2 Target Companies Found With Reference Solutions
 - a. Present 2 Target Companies @ Next Meeting





reference
solutions

Thank You!!



Available Databases

Select a Database to Get Started



U.S. Businesses

51 Million Businesses

2.8 Million Closed Businesses

[SEARCH](#) | [MORE INFORMATION](#)

Canadian Businesses

1.9 Million Businesses

U.S. New Businesses

4.4 Million New Businesses

U.S. Standard White Pages

156 Million Residents

Canadian White Pages

11 Million Individuals

U.S. Historical Businesses

211 Million Historical Records

U.S. Jobs / Internships

2.5 Million Job Postings

U.S. Healthcare

1.2 Million Physicians & Dentists

U.S. Consumers / Lifestyles

293 Million Individuals

U.S. New Movers / Homeowners

16 Million Records

U.S. Businesses

The U.S. Business database contains a total of 51 million businesses including 15 million verified and 36 million unverified businesses that are updated weekly. It is the only business database that is enhanced with more than 24 million phone calls per year providing you with the most accurate data possible.

Selection Criteria include:

Company name, Executive title, Business type, Sales volume, Employee size, Year established, And more...

Use [Quick Search](#) to find what you need with a few clicks or use our powerful [Advanced Search](#) to fine tune your search.

[SEARCH](#)



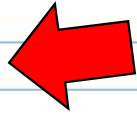
U.S. Businesses Database

Quick Search

Advanced Search

Fill out one or more of the following criteria boxes, then click "View Results" button.

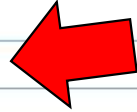
Company Name



Executive First Name

Executive Last Name

City



State

Phone

[Additional Filters](#)

[Clear Search](#)

VIEW RESULTS

Fill out one or more of the following criteria boxes, then click "View Results" button.

Company Name

Executive First Name

City

State



Alkami Technology, Inc.

U.S. Businesses

1 Results

1 with e-mail addresses [more info]

[Revise Search](#) [New Search](#)

— NEW! —

[Details](#) [Heat Map](#) [Summary](#) [Charts](#) [Download](#) [Print](#) [Save Search](#)

<input type="checkbox"/>	Company Name	Executive Name	Street Address	City, State	ZIP	Phone	Corp. Tree
<input type="checkbox"/>	Alkami Technology Inc	Patrick Kraemer	5601 Granite Pkwy # 120	Plano, TX	75024	(877) 725-5264	

<input type="checkbox"/>	Company Name	Executive Name	Street Address	City, State
<input type="checkbox"/>	Alkami Technology Inc	Patrick Kraemer	5601 Granite Pkwy # 120	Plano, TX

Alkami Technology, Inc

U.S. Businesses

Alkami Technology Inc Plano, TX

[Back](#) [New Search](#)

[Data Feedback](#) [Download](#) [Print](#)

Quick Links

[EXPAND ALL](#) [MINIMIZE ALL](#)

- Location Info
- Job Listings
- Industry Profile
- Business Profile
- Photo, Map, & Directions
- Business Demographics
- Management Directory
- Company News
- Stock Data
- Business Expenditures
- Business Size History
- Business History
- UCC Filings
- Nearby Businesses

Location Info

Collapse

Alkami Technology Inc

Verified Record

5601 Granite Pkwy # 120

County Collin

Plano, TX 75024

Metro Area Dallas F Wth, TX

Phone (877) 725-5264

Census Block Group 1

Fax *Not Available*

Census Tract 031657

Toll Free Number (877) 725-5264

alkami.com



Radius Search

miles

[FIND SIMILAR](#)

[FIND ALL](#)

[ADVANCED RADIUS SEARCH](#)

Job Listings

Collapse

Alkami Technology, Inc

U.S. Businesses

Alkami Technology Inc Plano, TX

Back New Search

Data Feedback Download Print

Quick Links	
EXPAND ALL	MINIMIZE ALL
Location Info	Location Info Expand
Job Listings	Job Listings Expand
Industry Profile	Industry Profile Expand
Business Profile	Business Profile Expand
Photo, Map, & Directions	Photo, Map, & Directions Expand
Business Demographics	★ Business Demographics Expand
Management Directory	★ Management Directory Expand
Company News	★ Company News Expand
Stock Data	Stock Data Expand

Alkami Technology Location

Location Info

Collapse ▾

Alkami Technology Inc

5601 Granite Pkwy # 120

Plano, TX 75024

Phone (877) 725-5264

Fax *Not Available*

Toll Free Number (877) 725-5264

alkami.com



✓ Verified Record

County Collin

Metro Area Dallas F Wth, TX

Census Block Group 1

Census Tract 031657

Radius Search

miles

FIND SIMILAR

FIND ALL

ADVANCED RADIUS SEARCH

Alkami – Job Listings

Job Listings

Collapse ▾

jobs by 

Support Analyst - Plano, TX

Alkami Technology is an Equal Opportunity Employer and Prohibits Discrimination and Harassment of Any Kind:. **Alkami** encourages applicants of all ages.... [more](#)

Alkami Technology - 30+ days ago

Operations Analyst - Delivery - Plano, TX

Alkami Technology is an Equal Opportunity Employer and Prohibits Discrimination and Harassment of Any Kind:. **Alkami** encourages applicants of all ages.... [more](#)

Alkami Technology - 30+ days ago

Financial Analyst - Plano, TX

Alkami Technology is an Equal Opportunity Employer and Prohibits Discrimination and Harassment of Any Kind:. **Alkami** encourages applicants of all ages.... [more](#)

Alkami Technology - 19 days ago

Alkami – Industry Profile

Industry Profile		Collapse ▾
SIC Code	Descriptions	
7379-99	Computer Related Services NEC	✓ Primary
NAICS Code	Description	
541519	Other Computer Related Services	✓ Primary
Franchise	Description	
<i>None Available</i>		

SIC Code	Descriptions	
7379-99	Computer Related Services NEC	✓ Primary
NAICS Code	Description	
541519	Other Computer Related Services	✓ Primary

Alkami Technology

Business Demographics

Collapse ▾

Location Employees	1-4	Location Sales Volume	\$207,000
Corporate Employees	<i>Not Available</i>	<u>Corporate Sales Volume</u>	<i>Not Available</i>
<u>Type of Business</u>	Private	Location Type	Single Loc
Affiliated Records	<i>Not Available</i>	Affiliated Locations	<i>Not Available</i>
Parent Company	<i>Not Available</i>	Foreign Parent	<i>Not Available</i>
EIN 1	<i>Not Available</i>	Fortune 1000 Ranking	<i>Not Available</i>
Credit Cards Accepted	<i>Not Available</i>	<u>Last Updated On</u>	May, 2017
Years in Database	5	Year Established	<i>Not Available</i>
Square Footage	10,000 - 19,999	IUSA Number	43-266-2317
Home Business	No	<u>Credit Rating Score</u>	C

Alkami Management

Management Directory

Collapse 

Name	Executive Title	Gender	Executive Ethnicity
Patrick Kraemer	Owner	Male	Not Available
Matt Thomson	Vice President	Male	Western Europe
Robert Vandehey	Vice President	Male	Western Europe
Jason Whiteside	Vice President	Male	Western Europe
Carla Nelson	Principal	Female	Western Europe
Marc Rush	Principal	Male	Western Europe
Sean Weadock	Principal	Male	Western Europe
Melinda Davis	Director	Female	Western Europe
Donna Denley	Director	Female	Western Europe
Kristinia Miller	Director	Male	Western Europe
Scott Robinson	Director	Male	Western Europe



Alkami Technology

Business Expenditures

Collapse ▾

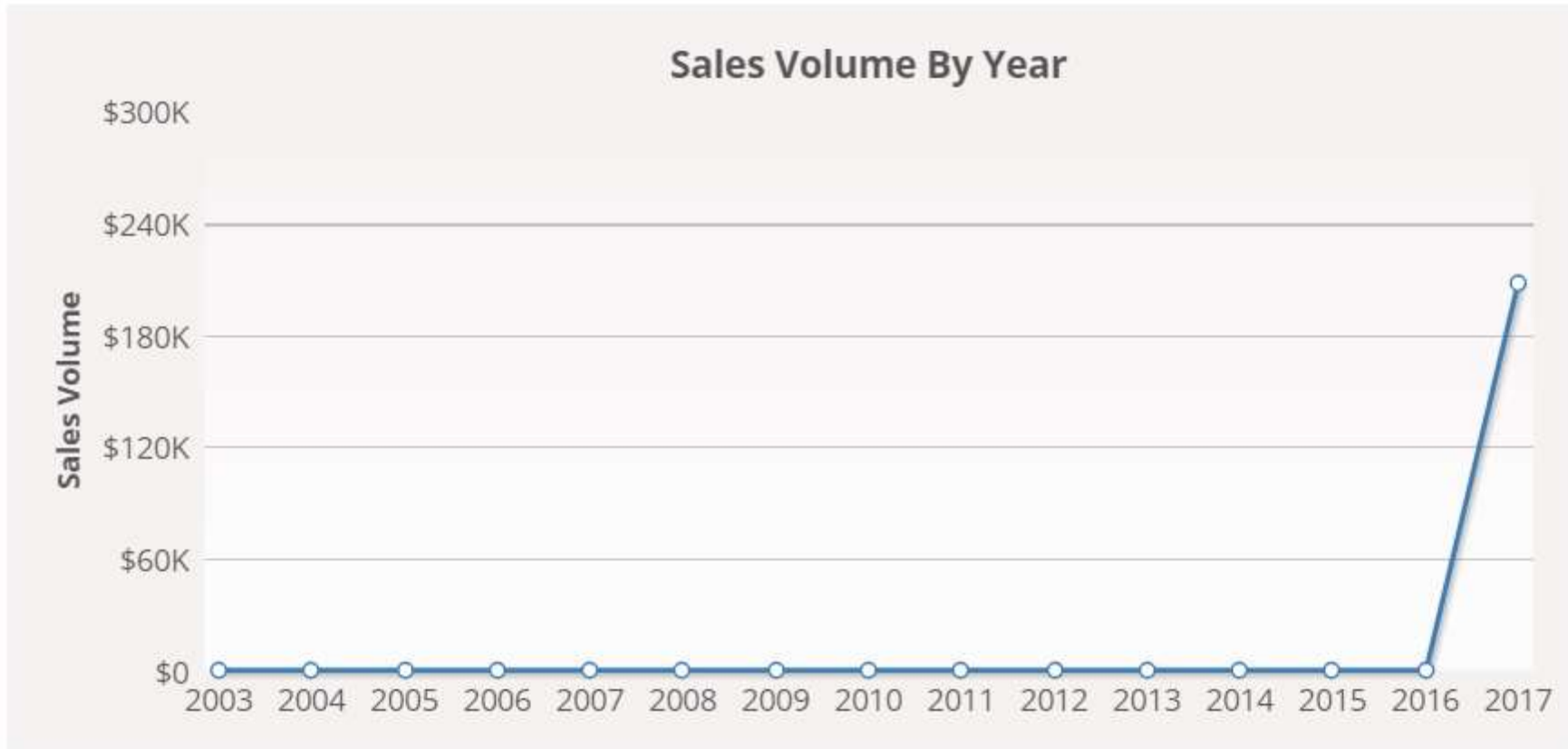
These expenditures are an estimated annual expense.

Accounting	Less than \$500	Advertising	Less than \$5,000
Contract Labor	\$10,000 to \$50,000	Insurance	Less than \$2,500
Legal	\$500 to \$1,000	Management/Administration	\$5,000 to \$10,000
Office Equipment & Supplies	\$5,000 to \$10,000	Package/Container	Less than \$500
Payroll & Benefits	Less than \$100,000	Purchased Print	\$10,000 to \$25,000
Rent & Leasing	\$50,000 to \$100,000	Technology	\$2,500 to \$5,000
Telecommunications	Less than \$2,000	Utilities	Less than \$2,000

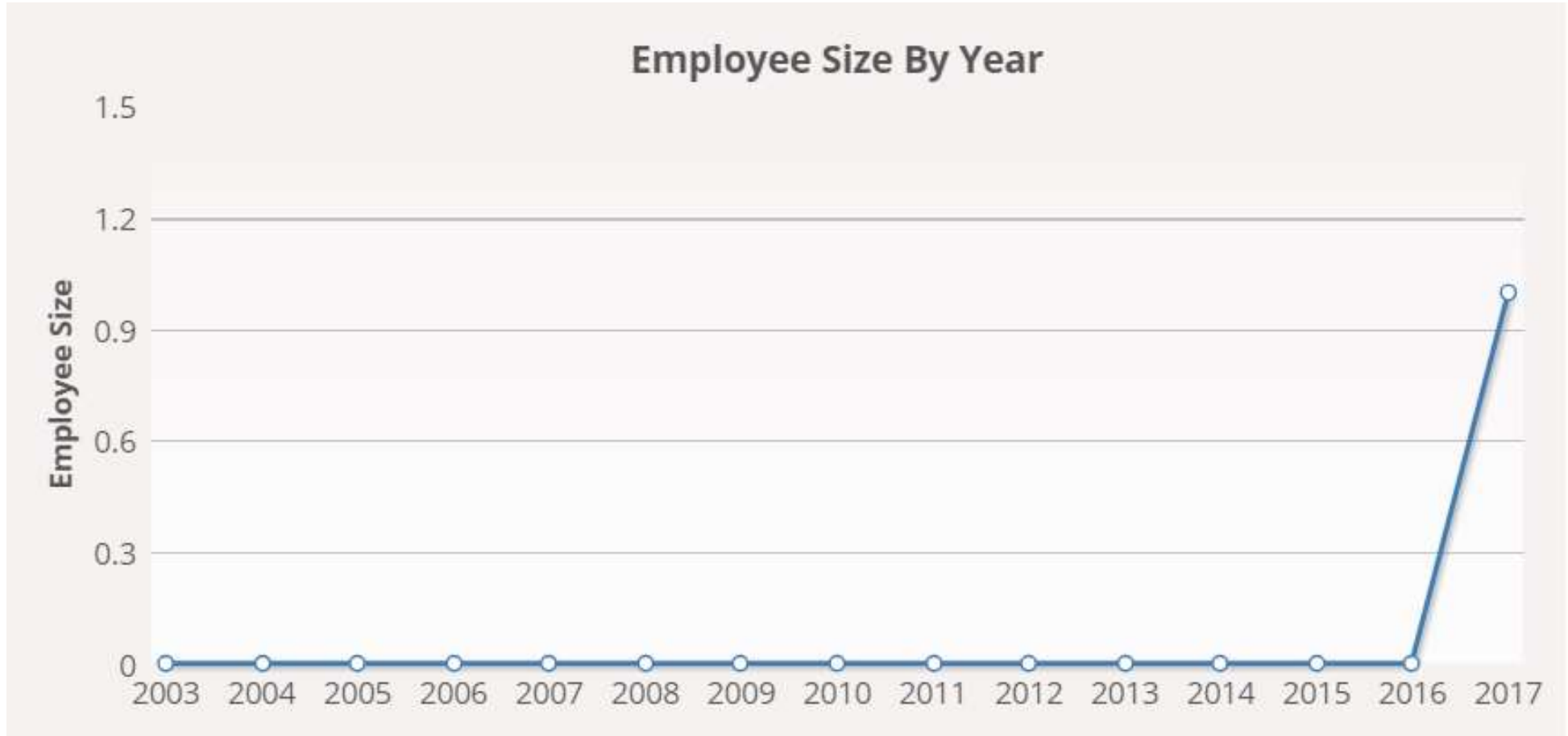
Alkami – Sales Volume

Business Size History

Collapse ▾



Alkami Plano – Employee Size



Alkami Technology

Business History

Collapse ↕

Year	Company Name	Address	City, State	Zip	Business Phone	Executive Name
2015	Alkami Technology Inc	5601 Granite Pkwy # 120	Plano, TX	75024	Not Available	Don Crosby
2016	Alkami Technology Inc	5601 Granite Pkwy # 120	Plano, TX	75024	Not Available	Don Crosby
2017	Alkami Technology Inc	5601 Granite Pkwy # 120	Plano, TX	75024	Not Available	Don Crosby

UCC Filings

Expand ↕

Nearby Businesses

Expand ↕

Alkami Technology - Competition

Competitors Report

Collapse 

Name	Location	Phone
A I M Computing	Little Elm, TX 75068	(214) 808-4814
Abacus Technical Svc LLC	Plano, TX 75024	(972) 715-1710
G-C Partners LLC	Plano, TX 75074	(214) 291-7333
Internal Data Resources Inc	Addison, TX 75001	(770) 671-0040
Netsoft	Carrollton, TX 75007	(972) 307-1924
Sigmaflow	Dallas, TX 75252	(972) 348-5100
Synetek Solutions	Addison, TX 75001	(908) 686-2953
Techsys Business Solutions	Frisco, TX 75034	(972) 668-2090
Ugam Solutions	Frisco, TX 75034	(214) 619-4021
Vilinc Solutions	Plano, TX 75093	(972) 612-2224

Data Feedback

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solutions



reference
solutions

Summary

45