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The Customer

Eurosender is a provider of online booking for international door-to-door shipping services within the EU. Customers are able to quickly and easily compare services, and due to the large quantities of parcels that the company processes they are able to negotiate discounts with couriers which then get passed onto the customer. They partner with many of Europe’s best and most well-known courier services including UPS, DPD, GLS and DB Schenker, and were named one of the hottest startups of 2015.

Whether they are end consumers, SMEs or large multinationals, users of Eurosender have come to rely on their easy to use booking system and dependable shipping services.

The Solution

Thoroughly checked data with no hidden charges

By purchasing their lists from Global Database, Eurosender got great quality data for an affordable price. We charge just 1,990 USD per country access for a whole year and with daily updates included. Knowing that there were no monthly charges to pay or hidden fees involved was not only a financial benefit for the company, it also meant that they saw Global Database as an honest and trustworthy provider.

Despite the affordable price tag, the data that they gained was certainly not subpar; in fact, Global Database has one of the highest accuracy levels in the industry. Our innovative technology is consistently adding and updating profiles and just in case it misses anything we have a dedicated team of in-house experts to manually check for errors. Aside from that, our cutting edge online platform sets us apart from the competition; we take live data from a wide range of authoritative sources and present it in a clear and efficient way so that our clients are able to get straight to the details they need with no hassle.

The Challenge

Finding high quality leads at affordable rates

With any startup or small business, keeping an extremely close eye on finances is crucial. Eurosender was no exception to this; they needed to find contact details for companies across Europe - specifically Romania, Germany, France, Spain, UK, Sweden, and Austria. Of course, sourcing so many leads in-house would have been extremely time consuming and burn valuable resources; particularly for a smaller business. Therefore, they came to the conclusion that their best bet was to buy access to a ready-made database. It was imperative that they chose the provider whose product offered the most value for their money, and ultimately they were most impressed by Global Database.

The Results

Value for money, a better return on investment

By purchasing their company intelligence from Global Database, Eurosender were able to save money without having to compromise on quality. The seven databases that they now have access to will be continually updated and checked for errors, meaning that they do not have to worry about sourcing any more information or manually validating each entry themselves; they can rest assured that they will have the most complete and up to data possible, allowing them to directly contact the key decision makers in their chosen verticals.