
5 Ways To Gain New Prospects Using Trade Show Data

PRESENTED BY:



Dalal Alkaldy
Sr. Customer Success Manager



AGENDA

1. **What to expect with our trade show lists**
2. **5 use cases for using the trade shows tool**
3. **NEW features and step by step guide on how to submit your favorite upcoming trade shows**
4. **Benefits and takeaways**
5. **Q&A**



Are You Ready?

QUICK INTRO TO TRADE SHOWS



JENNA LANE
SENIOR CUSTOMER SUCCESS MANAGER



TRADE SHOW LISTS

What Our List Includes:

- Exhibiting companies at that trade show
- NOT attendees
- Company profile is already in the Gazelle.ai platform
- Access to the company profile, G-Score, and associated contacts

COMPANY FINDER

NAICS KEYWORDS CLUSTERS MAP FEATURED LISTS TRADE SHOWS 1

Any All Medica 2022 x

Revenue Employees G. Score Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Trade Shows Importer Exporter New Companies 1,333 found Clear Save

Search Results Recent Profiles Saved Searches

Download Save Companies

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
FORT WAYNE METALS	6	423990 Other Miscellaneous Durable Goods Merchant Wh.	Fort Wayne, IN	United States	1B+	1,001 - 5,000
EMERSON	6	335312 Motor and Generator Manufacturing	St. Louis, MO	United States	1B+	10k+
COMPUGROUP MEDICAL	6	551112 Offices of Other Holding Companies	Koblenz, RP	Germany	500M - 1B	1,001 - 5,000
ITK ENGINEERING	6	541330 Engineering Services	Rülzheim, RP	Germany	100M - 50...	501 - 1,000
BIO-T MEDICAL	6	423450 Medical, Dental, and Hospital Equipment and Supp.	Petah Tikva	Israel	10M - 50M	11 - 50
VOTEM	6	511210 Software Publishers	Cleveland, 44113	United States	10M - 50M	11 - 50
BIOTECH MEDICAL	6	561990 All Other Support Services	Wiesbaden, CA	Germany	10M - 50M	101 - 500
ACT-MED AG	6	423450 Medical, Dental, and Hospital Equipment and Supp.	Freiensteinau	Germany	100M - 50...	101 - 500
BYTEC MEDIZINTECHNIK	6	339112 Surgical and Medical Instrument Manufacturing	Eschweiler, NW	Germany	100M - 50...	101 - 500
ELKEM SILICONES	6	325199 All Other Basic Organic Chemical Manufacturing	Lyon, SC	France	1B+	5,001 - 10k

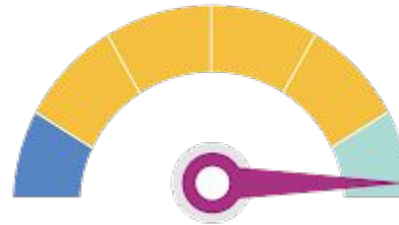


THE G-SCORE EXPLAINED

Our G-Scores are estimates of an individual firm's propensity to announce an expansion in the next 12-18 months.

- The Gazelle.ai research involves model comparisons and comparative analysis of multiple models and model elements.
 - *G-Score 1 - no propensity to expand or not enough information available*
 - *G-Score 2-5 - increasing 25th quartiles of propensity to expand.*
 - *G-Score 6 - direct outreach confirmed planned expansion (Verified Projects)*

1
No propensity
to expand



2-5

Increasing 25th quartiles
of propensity to expand

6
Direct outreach
confirmed expansion

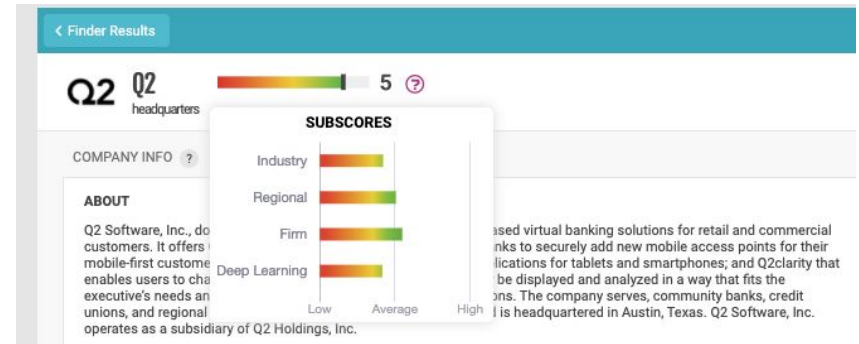


THE SUBSCORE EXPLAINED

The *G-Score Subscore Tool* breaks down a firm's overall propensity to expand in an industry (G-Score) into its Subscores that represent the main groups of drivers. It helps to understand what is primarily responsible for a company's growth signals. It is visible for all displayed G-Scores by NAICS through a hover-over.

Subscores illustrate a firm's performance for:

- **Firm:** Drivers specific to the individual companies such as its age, size, funding status, trade show attendance, past expansions, etc.
- **Regional:** Drivers representing the performance of the region such as business costs or the existing ecosystem, etc.,
- Local **Industry** drivers measure the industry's performance in areas such as financial performance or trade, etc.
- The impact of the AI's **Deep Learning** that represents any possible combination of drivers such as the interaction between current or past firm and industry signals; for example, low state business costs in combination with a strong workforce could have a significantly higher impact on the G-Score than either of the variables on their own.



ARE YOU READY?

TRADE SHOW USE CASES

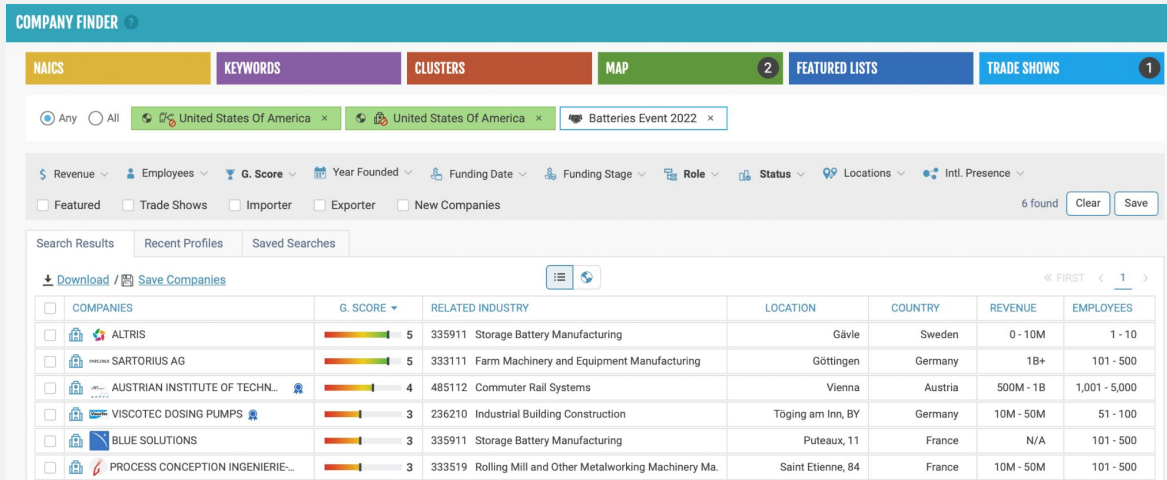


HOW TO LEVERAGE THE TRADE SHOW FEATURE

Use Case 1

Compliment your physical attendance at a trade show

- Schedule meetings for the show in advance
- Profile companies who are attending
- Prioritize who you want to speak to based on key criteria in Gazelle, such as G-Score, funding information, and company profile data



The screenshot displays the Gazelle Company Finder interface. At the top, there are navigation tabs: NAICS, KEYWORDS, CLUSTERS, MAP (with a '2' badge), FEATURED LISTS, and TRADE SHOWS (with a '1' badge). Below these, search filters are set to 'Any', 'United States Of America', and 'Batteries Event 2022'. A secondary filter bar includes 'Revenue', 'Employees', 'G. Score', 'Year Founded', 'Funding Date', 'Funding Stage', 'Role', 'Status', 'Locations', and 'Intl. Presence'. Checkboxes for 'Featured', 'Trade Shows', 'Importer', 'Exporter', and 'New Companies' are visible, along with a '6 found' count and 'Clear'/'Save' buttons.

Search Results are shown in a table with columns: COMPANIES, G. SCORE, RELATED INDUSTRY, LOCATION, COUNTRY, REVENUE, and EMPLOYEES. The table lists several companies with their respective G. Scores and other details.

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
ALTRIS	5	335911 Storage Battery Manufacturing	Gävle	Sweden	0 - 10M	1 - 10
SARTORIUS AG	5	333111 Farm Machinery and Equipment Manufacturing	Göttingen	Germany	1B+	101 - 500
AUSTRIAN INSTITUTE OF TECHN...	4	485112 Commuter Rail Systems	Vienna	Austria	500M - 1B	1,001 - 5,000
VISCOTEC DOSING PUMPS	3	236210 Industrial Building Construction	Töging am Inn, BY	Germany	10M - 50M	51 - 100
BLUE SOLUTIONS	3	335911 Storage Battery Manufacturing	Puteaux, 11	France	N/A	101 - 500
PROCESS CONCEPTION INGENIERIE...	3	333519 Rolling Mill and Other Metalworking Machinery Ma.	Saint Etienne, 84	France	10M - 50M	101 - 500



HOW TO LEVERAGE THE TRADE SHOW FEATURE

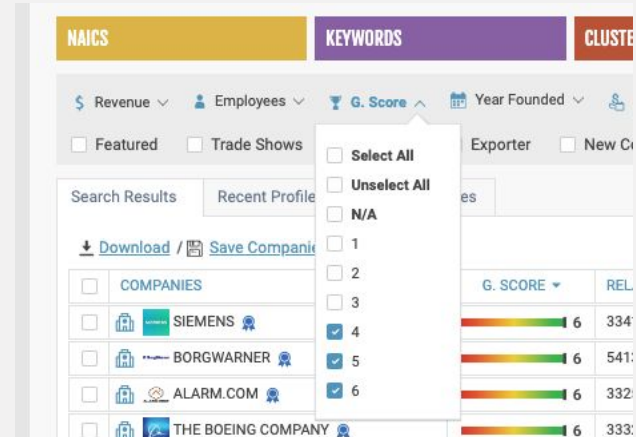
Use Case 2

Research and Meetings When Not Attending The Show

- Reach out to exhibitors who are at the show and request a meeting post show
- Find similar companies to those you are interested in

Key Filters To Support Your Search

- G-Score
- Funding Stage
- Funding Date
- Map



The screenshot displays a trade show interface with several filters and a list of companies. The filters include NAICS, KEYWORDS, CLUSTER, Revenue, Employees, G. Score, and Year Founded. A dropdown menu for G. Score is open, showing options for Select All, Unselect All, N/A, and a list of G. Scores from 1 to 6. The list of companies includes Siemens, BorgWarner, Alarm.com, and The Boeing Company, each with a G. Score of 6 and a relative score (REL).

COMPANIES	G. SCORE	REL
<input type="checkbox"/> SIEMENS	6	334
<input type="checkbox"/> BORGWARNER	6	541
<input type="checkbox"/> ALARM.COM	6	332
<input type="checkbox"/> THE BOEING COMPANY	6	333

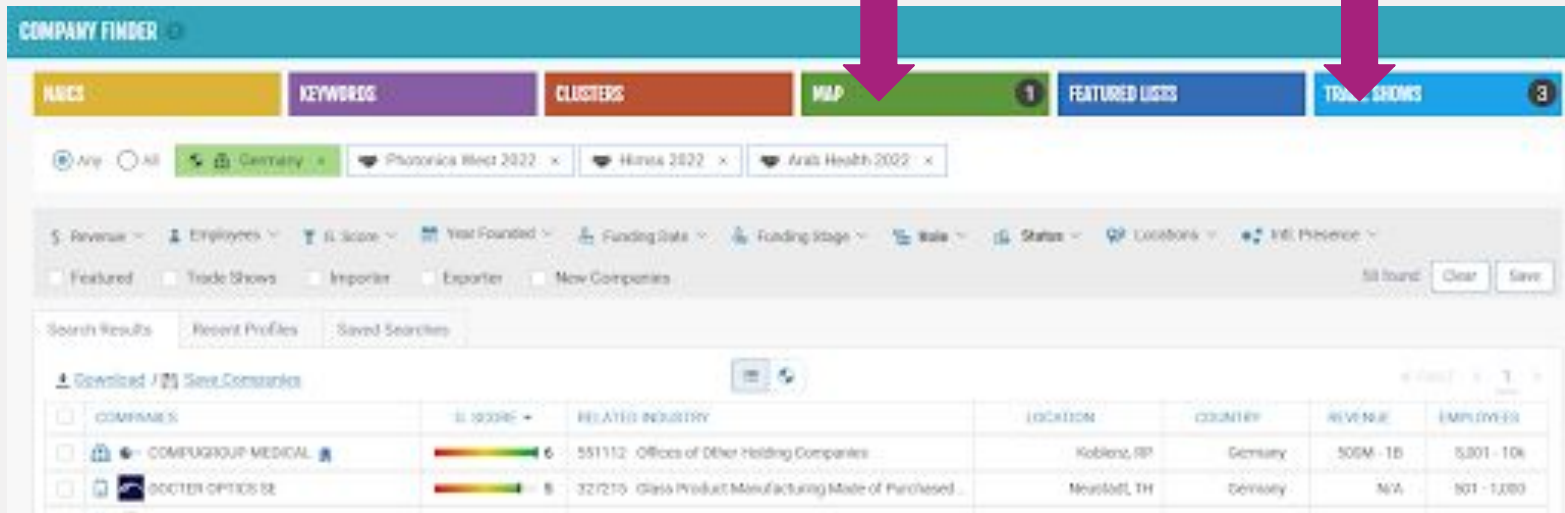


HOW TO LEVERAGE THE TRADE SHOW FEATURE



Use Case 3

Finding companies that are attending a trade show in a specific country but headquartered in another country

Eg. Companies headquartered in Germany that are attending a show (or shows) in the U.S.



The screenshot shows the 'COMPANY FINDER' interface with the 'TRADE SHOWS' tab selected. Two red arrows point to the 'TRADE SHOWS' tab and the 'TRADE SHOWS' filter button. The search filters include 'Any' (selected), 'Germany', 'Phononics Meet 2022', 'Hires 2022', and 'Aras Health 2022'. The search results table is as follows:

COMPANIES	SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
 COMEFGROUP MEDICAL	6	551112 Offices of Other Holding Companies	Koblenz, RP	Germany	500M - 1B	5,001 - 10k
 DOCTER OPTICS SE	8	327210 Glass Product Manufacturing Made of Purchased...	Neustadt, TH	Germany	N/A	501 - 1,000

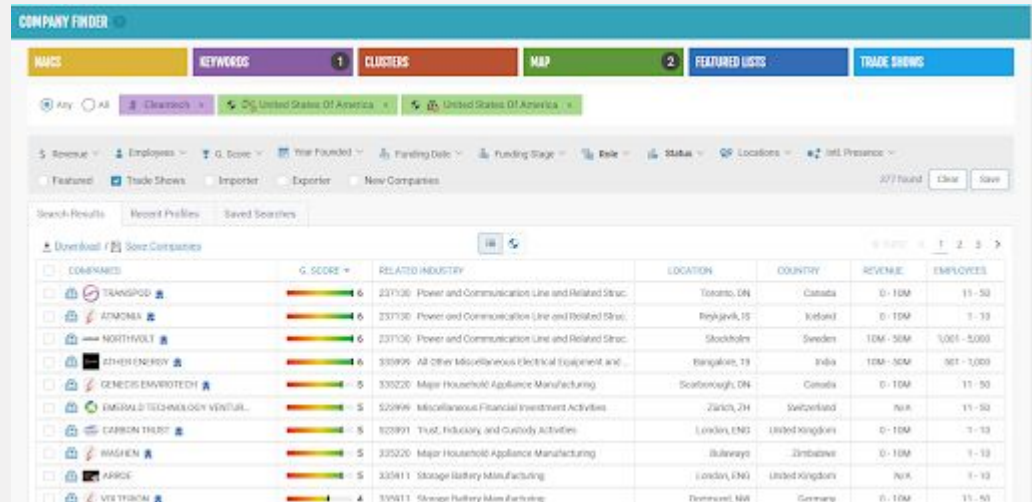


HOW TO LEVERAGE THE TRADE SHOW FEATURE

Use Case 4

Using the trade shows button to filter your list down to companies that are exhibiting at trade shows

- We know that there is a correlation between a company's attendance in trade shows and their likeness for expansion
- Example - Cleantech companies that do not have a presence in the U.S. and are involved in trade shows. When the 'trade shows' button is selected, the list goes from 1,674 to 377



The screenshot shows the 'COMPANY FINDER' interface with the following filters and results:

- Filters: NAMES, KEYWORDS, CLUSTERS (1), MAP (2), FEATURED LISTS, TRADE SHOWS (selected)
- Geography: United States Of America (selected)
- Additional filters: Revenue, Employees, G. Score, Year Founded, Filing Date, Funding Stage, Esic, Status, Locations, Intl. Presence
- Buttons: Featured, Trade Shows (checked), Importer, Exporter, New Companies
- Results: 377 found
- Table columns: COMPANY NAME, G. SCORE, RELATED INDUSTRY, LOCATION, COUNTRY, REVENUE, EMPLOYEES

COMPANY NAME	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
TRANSPOD	6	237130 Power and Communication Line and Related Struc	Toronto, ON	Canada	0-10M	11-50
ADONDA	6	237130 Power and Communication Line and Related Struc	Brjgjevik, IS	Iceland	0-10M	1-10
NORTHVOLT	6	237100 Power and Communication Line and Related Struc	Stockholm	Sweden	10M-50M	1,001-5,000
ETHERENERGY	6	330995 All Other Miscellaneous Electrical Equipment and	Bangalore, TN	India	10M-50M	501-1,000
GENESIS ENVIROTECH	5	330220 Major Household Appliance Manufacturing	Scarborough, ON	Canada	0-10M	11-50
EMERALD TECHNOLOGY VENTURE	5	520999 Miscellaneous Financial Investments Activities	Zurich, ZH	Switzerland	NA	11-50
CARBON TRUST	5	820991 Trade, Industry, and Customs Activities	London, ENG	United Kingdom	0-10M	1-10
WASHEN	5	330220 Major Household Appliance Manufacturing	Bulawayo	Zimbabwe	0-10M	1-10
APROE	5	330411 Storage Battery Manufacturing	London, ENG	United Kingdom	NA	1-10
VIA TRION	4	330411 Storage Battery Manufacturing	Darmstadt, HX	Germany	0-10M	11-50



HOW TO LEVERAGE THE TRADE SHOW FEATURE

Use Case 5

You want to view a list of trade shows in a specific region and in an industry you are targeting to nurture prospects to search specific industry leads

COMPANY FINDER ?

NAICS KEYWORDS CLUSTERS MAP 1 FEATURED LISTS TRADE SHOWS 3

Photonics West 2022 x Himss 2022 x Arab Health 2022 x

medical devices 🔍 Year ▾

TRADE SHOW NAME	DESCRIPTION	INDUSTRY	DATE ▾	CITY	COUNTRY
 HIMSS (2022)	The Health Information Management Systems Show, a vital resource for the healthcare sector.	Medical Devices	Mar 14 - 18, 2022	Orlando	United States
 Arab Health (2021)	Arab Health is the leading medical equipment exhibition in the Middle East showcasing the latest innovations in healthcare.	Medical Devices	Jan 24 - 27, 2022	Dubai	United Arab Emirates
 SPIE. Photonics West (2022)	Conference focused on photonics, lasers, and the precision application of light and lasers.	Medical Devices	Jan 22 - 27, 2022	San Francisco	United States
 Medica (2021)	Medica is the largest medical trade fair in the world, highlighting medical research and development.	Medical Devices, Life	Nov 15 - 18, 2021	Düsseldorf	Germany



Download The List For Yourself Or Your Counterpart

- Go into your folders and find the folder you are interested in, and click the download button
- Select the fields that you are most interested in
- This will download as a XLS or CSV file

DOWNLOAD

Company Fields ? [Select All / Unselect All](#)

Company GID	G. Score	Name	Website	Main Email	Alt Email	Main Phone	Alt Phone	Street
City	State	Postal Code	Country	Revenue	Employees	Lat/Lon	Company Description	
Year Founded	LinkedIn	Facebook	Twitter	Crunchbase	Primary Industry	Other Industry		
International Presence								

People Groups ? [Select All / Unselect All](#)

Owners / Founders	C-Suite Executives	Vice Presidents	Board Members	Managers / Directors
Business Development	Operations Staff	Real Estate	Others	

People Fields ? [Select All / Unselect All](#)

Person Name	Title	Email	LinkedIn	Facebook	Twitter	Crunchbase
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List Content ? Selected results 0 Top results 100 Top results 500



HOW TO LEVERAGE THE TRADE SHOW FEATURE

- **SAVE TIME**

- Use our G-Score to discover and target companies that are expected to grow in the near term
- We provide you outreach resources in our Gazelle.ai Help Center to strategically contact leads including our 7-Step approach using email, phone and LinkedIn (with ready to use scripts!)

- **STRATEGIC AND TARGETED OUTREACH**

- We post trade show lists in advance of the show for pre-planning and appointment setting
- You can request any type of trade show and exhibitor list you wish
- You can obtain vetted and qualified exhibitor lists as far back as 2018

- **REFINED AND TARGETED SEARCH**

- Refine your search using our filters to curate a targeted list that meet your firm's needs



ADVANCED GAZELLE FEATURES - PHOTONICS TRADE SHOW EXHIBITORS YOU SHOULD WATCH FOR

IMPORTER COMPANIES

COMPANY FINDER

NAICS KEYWORDS CLUSTERS MAP FEATURED LISTS TRADE SHOWS

Any All Photonica West 2022

Revenue Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Importer Exporter New Companies

11 found Clear Save

Search Results Rec Profiles Saved Searches

Download Save Companies

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
FISHER SCIENTIFIC	5	423490 Other Professional Equipment and Supplies Merch.	Rockwood, TN	United States	100M - 500M	101 - 500
CORNING	4	423220 Home Furnishing Merchant Wholesalers	Corning, NY	United States	1B+	10K+
PANASONIC CORPORATION	4	335999 All Other Miscellaneous Electrical Equipment and ...	Kiadoma, Osaka	Japan	500M - 1B	11 - 50
NEWPORT CORPORATION	3	551112 Offices of Other Holding Companies	Irvine, CA	United States	100M - 500M	101 - 500
THORLABS	1	541715 Research and Development in the Physical, Engine...	Newton, NJ	United States	10M - 50M	51 - 100
BRÜHLER	1	333241 Food Product Machinery Manufacturing	Plymouth, MN	United States	50M - 1B	10K+
MITSUBUTO AMERICA CORPORATI...	1	423830 Industrial Machinery and Equipment Merchant Wh...	Aurora, IL	United States	50M - 100M	101 - 500
SMC CORP OF AMERICA	1	339999 All Other Miscellaneous General Purpose Machine...	Noblesville, IN	United States	100M - 500M	1,001 - 5,000
GLENAIR	1	334417 Electronic Connector Manufacturing	Glen Dale, CA	United States	100M - 500M	101 - 500
EDMUND OPTICS	1	333314 Optical Instrument and Lens Manufacturing	Barrington, NJ	United States	50M - 100M	501 - 1,000
SAES GETTERS SPA	1	334417 Electronic Connector Manufacturing	Origgio, LM	Italy	50M - 100M	101 - 500

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EXPORTER COMPANIES

COMPANY FINDER

NAICS KEYWORDS CLUSTERS MAP FEATURED LISTS TRADE SHOWS

Any All Photonica West 2022

Revenue Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Exporter New Companies

12 found Clear Save

Search Results Rec Profiles Saved Searches

Download Save Companies

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
PANASONIC CORPORATION	4	335999 All Other Miscellaneous Electrical Equipment and ...	Kiadoma, Osaka	Japan	500M - 1B	11 - 50
NEWPORT CORPORATION	3	551112 Offices of Other Holding Companies	Irvine, CA	United States	100M - 500M	101 - 500
LANDERESSE STUTTGART GM...	3	561440 Collection Agencies	Stuttgart	Germany	100M - 500M	101 - 500
Z-LASER GMBH	3	333314 Optical Instrument and Lens Manufacturing	Freiburg im Breisgau	Germany	10M - 50M	51 - 100
RASLER	2	334515 Instrument Manufacturing for Measuring and Testi...	Exton, PA	United States	10M - 50M	501 - 1,000
OSI OPTOELECTRONICS	2	334413 Semiconductor and Related Device Manufacturing	Hawthorne, CA	United States	100M - 500M	101 - 500
GLENAIR	1	334417 Electronic Connector Manufacturing	Glen Dale, CA	United States	100M - 500M	101 - 500
EDMUND OPTICS	1	333314 Optical Instrument and Lens Manufacturing	Barrington, NJ	United States	50M - 100M	501 - 1,000
SPIN	1	512110 Motion Picture and Video Production	Ashburn, MA	United States	10M - 50M	501 - 1,000
SAES GETTERS SPA	1	334417 Electronic Connector Manufacturing	Origgio, LM	Italy	50M - 100M	101 - 500
PRIMES GMBH MESSTECHNIK FÜR DL...	1	334516 Analytical/Laboratory Instrument Manufacturing	Prüfungsfäß	Germany	0 - 10M	101 - 500
VIALUX	N/A	N/A	Chemnitz, SN	Germany	N/A	N/A

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IMPORTER/EXPORTER COMPANIES

COMPANY FINDER

NAICS KEYWORDS CLUSTERS MAP FEATURED LISTS TRADE SHOWS

Any All Photonica West 2022

Revenue Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Importer Exporter New Companies

5 found Clear Save

Search Results Rec Profiles Saved Searches

Download Save Companies

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
PANASONIC CORPORATION	4	335999 All Other Miscellaneous Electrical Equipment and ...	Kiadoma, Osaka	Japan	500M - 1B	11 - 50
NEWPORT CORPORATION	3	551112 Offices of Other Holding Companies	Irvine, CA	United States	100M - 500M	101 - 500
GLENAIR	1	334417 Electronic Connector Manufacturing	Glen Dale, CA	United States	100M - 500M	101 - 500
EDMUND OPTICS	1	333314 Optical Instrument and Lens Manufacturing	Barrington, NJ	United States	50M - 100M	501 - 1,000
SAES GETTERS SPA	1	334417 Electronic Connector Manufacturing	Origgio, LM	Italy	50M - 100M	101 - 500

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











ARE YOU READY?

BONUS



UPCOMING TRADE SHOW FILTER

View upcoming trade shows 6-10 months in advance!

TRADE SHOWS						
TRADE SHOW NAME	DESCRIPTION	INDUSTRY	DATE	CITY	COUNTRY	
 INDEX™ (upcoming)	INDEX is for anyone who works with nonwovens or is interested in finding out more about this unique industry. The world's leading innovators, up-and-coming designers, and thinkers will all be there. A wide range of exhibitors from many different industries will be presenting their latest products, services, and ideas at INDEX.	Nonwovens	Apr 18 - 21, 2022		Switzerland	<input type="checkbox"/> Select All <input type="checkbox"/> Unselect All <input checked="" type="checkbox"/> Upcoming <input type="checkbox"/> 2022 <input type="checkbox"/> 2021 <input type="checkbox"/> 2020 <input type="checkbox"/> 2019 <input type="checkbox"/> 2018
 SIAL Shanghai (upcoming)	Asia's largest food and beverage innovation exhibition	Agri-Food, Food Products	Dec 07 - 09, 2022	Shanghai	China	
 SIMI (upcoming)	SIMI is an essential event for the real estate sector.	Real Estate	Dec 06 - 08, 2022	Paris	France	
 SIAL Abu Dhabi (upcoming)	The premiere international food innovation conference.	Agri-Food, Food Products	Dec 06 - 08, 2022	Abu Dhabi	United Arab Emirates	
 ICSC+CenterBuild (upcoming)	ICSC+CENTERBUILD, the premier event for retail and real estate professionals dedicated to the planning, development, design and construction of shopping centers, retail stores and retail-focused developments.	Real Estate	Nov 30 - Dec 03, 2022	Phoenix	United States	
 SIAL India (upcoming)	The premiere international food innovation conference.	Agri-Food, Food Products	Dec 01 - 03, 2022	New Delhi	India	
 Aeromart Toulouse (upcoming)	The global platform that brings together the entire aerospace ecosystem!	Aerospace, Aviation	Nov 29 - Dec 01, 2022	Toulouse	France	
 China International Aviation & Aerospace Expo (upcoming)	China International Aviation & Aerospace Exhibition is the only international aviation trade show that has been approved by the Chinese central governments.	Aerospace, Aviation	Nov 08 - 13, 2022	Zhuhai	China	
 SIDO (upcoming)	The largest European trade show dedicated to the Internet of Things.	Internet of Things, Robotics, Extended Reality, Artificial Intelligence	Nov 08 - 09, 2022	Paris	France	
 DCD Connect (upcoming)	DCD>Connect Virginia brings together 500 executives from North America's data center design and construction supply chain.	Data Centers	Nov 07 - 08, 2022	Leesburg	United States	
 Web Summit (upcoming)	Web Summit brings together the people and companies redefining the global tech industry.	Information Technology	Nov 01 - 04, 2022	Lisbon	Portugal	
 SIAL Shenzhen (upcoming)	Asia's largest food and beverage innovation exhibition	Agri-Food, Food Products	Oct 31 - Nov 02, 2022	Shenzhen	China	
 Smart City Expo Sydney (upcoming)	Smart City Expo combines the power of co-located conference with state-of-the-art expo floor in order to educate people towards smart cities and urban planning.	Urban Innovation,	Oct 26 - 27, 2022	Sydney	Australia	



HOW TO SUBMIT YOUR UPCOMING TRADE SHOW

Start a conversation

Our usual reply time
🕒 A few minutes

▶ Send us a message

See all your conversations

Gazelle.ai

Gazelle.ai Help Center

How to request a Trade Show or Featured List
Submit your requests at least 60 days in advance!

Search for help

Help Center

How to request a Trade Show or Featured List

Submit your requests at least 60 days in advance!

Written by Jenna Lane
Updated over a week ago

Gazelle.ai is proud to be the only sales Intelligence platform that allows its customers to submit custom requests for Trade Shows and Featured Lists!

Trade Shows

This amazing feature allows you to request the Exhibitors lists of the Trade Shows you're planning to attend, or those you just have a general interest in. As you know, companies that are exhibiting at a Trade Show are more likely to be growing and expanding. Their participation provides you with a great indicator of potential growth. While we

Gazelle.ai

Please fill out the following information so that we can capture your trade show exhibitor list request. The trade show must meet these requirements:

1. Have a minimum of 50 exhibitors
2. Be internationally focused
3. **The start date is at least 60 days away**
4. **The list of exhibitors has to be publicly available**

New data, including trade shows, are **uploaded into Gazelle on a monthly basis**. If you're not sure if your show meets these requirements, submit the request and we will review it on a case by case basis.

Before Submitting Your Request

Before submitting your request, we recommend **checking our upcoming trade shows list to see if the show you are interested in is on our road map**. Keep an eye on our upcoming trade show's by using the 'upcoming' filter under the 'year' menu of the trade shows tool.

COMPANY FILTERS

COMPANY FILTERS	COMPANY FILTERS	COMPANY FILTERS	COMPANY FILTERS	COMPANY FILTERS	COMPANY FILTERS	COMPANY FILTERS	COMPANY FILTERS
ALL	BY REGION	LISTED	NEW	LA	FEATURED LISTS	TRADE SHOWS	

Filter trade shows by making a selection from the list. Search By Submitter Year

BENEFITS

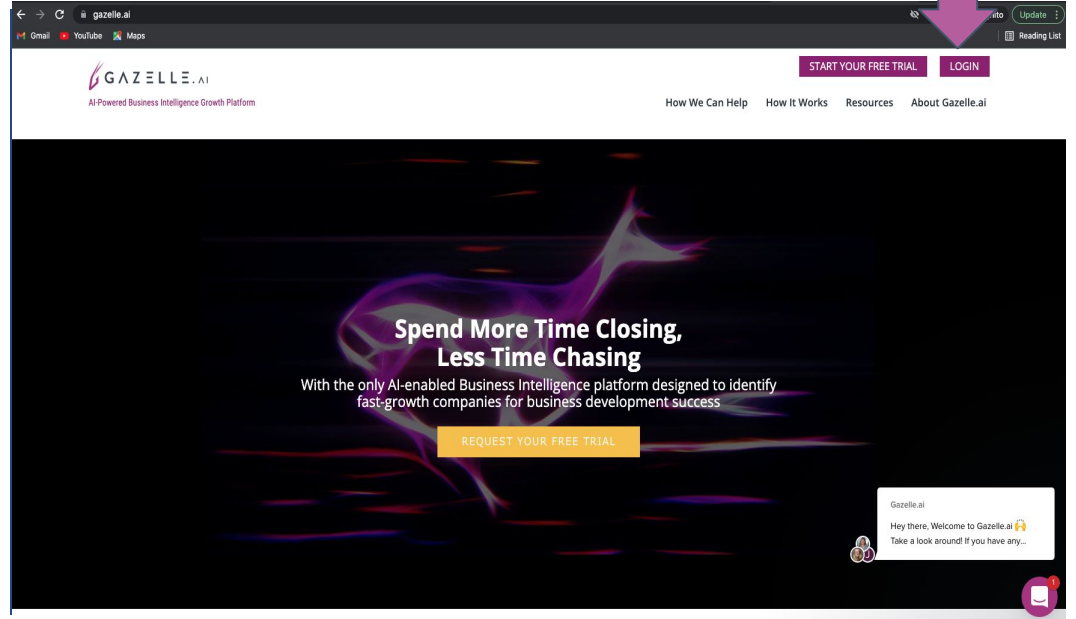
- Download a qualified list of leads and contacts prepared prior to your arrival
- Request any trade show worldwide that interests your firm up to 60 days in advance
- An exhibitor list is already prepared for you if the trade show is cancelled/rescheduled to perform outreach/nurture
- Refine your search to fit your firm's needs
 - Industry and/or keywords
 - Recent funding
 - Trade shows
 - G-Score



LET'S START GAZELLING!

Login

- Log into your Gazelle.ai account using your credentials
- If you have any questions use the chat box and we will help you walk through any roadblocks you encounter
- You can email Janelle at jmansfield@gazelle.ai or Jenna at jlane@gazelle.ai with any questions you may have during or after the demonstration.



The screenshot shows the Gazelle.ai website homepage. The browser address bar displays "gazelle.ai". The website header includes the Gazelle.ai logo, the tagline "AI Powered Business Intelligence Growth Platform", and navigation links: "START YOUR FREE TRIAL", "LOGIN", "How We Can Help", "How It Works", "Resources", and "About Gazelle.ai". The main content area features a dark background with a glowing purple and blue abstract graphic of a gazelle. The headline reads "Spend More Time Closing, Less Time Chasing". Below this, a sub-headline states: "With the only AI-enabled Business Intelligence platform designed to identify fast-growth companies for business development success". A prominent yellow button labeled "REQUEST YOUR FREE TRIAL" is centered below the text. In the bottom right corner, there is a chat box with the text: "Gazelle.ai Hey there. Welcome to Gazelle.ai 🎉 Take a look around! If you have any...". A purple arrow points from the top right of the slide down to the "LOGIN" button in the website header.



GAZELLE.AI TIP

DON'T FORGET
TO SAVE YOUR
TRADE SHOW
EXHIBITOR LIST

398 COMPANIES LISTED



COMPANY FINDER ?

NAICS KEYWORDS CLUSTERS

Any All

Revenue Employees G. Score Year Founded Funding Date Fund

Featured Trade Shows Importer Exporter New Companies

Search Results Recent Profiles Saved Searches

[Download](#) / [Save Companies](#)

<input type="checkbox"/>	COMPANIES	G. SCORE	RELATED INDUSTRY
<input type="checkbox"/>	GAF	6	551112 Offices of Other Holding
<input type="checkbox"/>	BUILT TECHNOLOGIES	6	511210 Software Publishers
<input type="checkbox"/>	BUILDERS FIRSTSOURCE	5	423710 Hardware Merchant Wh
<input type="checkbox"/>	BANK OF AMERICA	5	522110 Commercial Banking
<input type="checkbox"/>	ACUITY BRANDS	5	236210 Industrial Building Cons
<input type="checkbox"/>	eci ECI SOFTWARE SOLUTIONS	5	511210 Software Publishers
<input type="checkbox"/>	BILT	5	519120 Internet Publishing on

GAZELLE.AI TIP

Download the list for yourself or your counterpart

COMPANY FINDER

NAICS KEYWORDS CLUSTERS MAP FEATURED LISTS TRADE SHOWS 1

Any All International Buildershows 2022 x

Revenue Employees G. Score Year Founded Funding Date Funding Stage Role Status Locations Intl. Presence

Featured Trade Shows Importer Exporter New Companies 158 found Clear Save

Search Results Recent Profiles Saved Searches

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COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
GAF	6	551112 Offices of Other Holding Companies	Wayne, NJ	United States	1B+	1,001 - 5,000
LITTLE GIANT LADDER SYSTEMS	6	332323 Ornamental and Architectural Metal Work Manufac	Springville, UT	United States	100M - 500M	101 - 500
BUILT TECHNOLOGIES	6	511210 Software Publishers	Nashville, TN	United States	10M - 50M	101 - 500
BUILDERS FIRSTSOURCE	5	423710 Hardware Merchant Wholesalers	Dallas, TX	United States	1B+	10k+
BANK OF AMERICA	5	522110 Commercial Banking	Charlotte, NC	United States	1B+	10k+
ACUITY BRANDS	5	236210 Industrial Building Construction	Atlanta, GA	United States	10M - 50M	101 - 500
eci SOFTWARE SOLUTIONS	5	511210 Software Publishers	Fort Worth, TX	United States	100M - 500M	101 - 500
BILT	5	519130 Internet Publishing and Broadcasting and Web Sea.	Grapevine, TX	United States	0 - 10M	51 - 100



LET'S BREAKDOWN THE DATA: International Builders Show

Exhibitors
Worldwide



COMPANY FINDER ?

NAICS | **KEYWORDS** | **CLUSTERS** | **MAP** | **FEATURED LISTS** | **TRADE SHOWS** 1

Any All

398 Exhibitors

Revenue v Employees v G. Score v Year Founded v Funding Date v Funding Stage v Role v Status v Locations v Intl. Presence

Featured Trade Shows Importer Exporter New Companies

398 found

Search Results | Recent Profiles | Saved Searches

LET'S BREAK DOWN THE INTERNATIONAL BUILDERS TRADE SHOW WITH EACH INDUSTRY IN ATTENDANCE

EXHIBITOR

333120 - Construction Machinery Manufacturing
238160 - Roofing Contractors
511210 - Software Publishers
321113 - Sawmills
423420 - Office Equipment Merchant Wholesalers
236210 - Industrial Building Construction
443142 - Electronics Stores
454110 - Electronic Shopping and Mail-Order Houses
333120 - Construction Machinery Manufacturing
334111 - Electronic Computer Manufacturing
561499 - All Other Business Support Services
334290 - Other Communications Equipment Manufacturing
337110 - Wood Kitchen Cabinet and Countertop Manufacturing
424920 - Book, Periodical, and Newspaper Merchant Wholesalers
332618 - Other Fabricated Wire Product Manufacturing
322110 - Pulp Mills
423310 - Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers
523999 - Miscellaneous Financial Investment Activities
423830 - Industrial Machinery and Equipment Merchant Wholesalers
335121 - Residential Electric Lighting Fixture Manufacturing
238290 - Other Building Equipment Contractors

EXHIBITOR

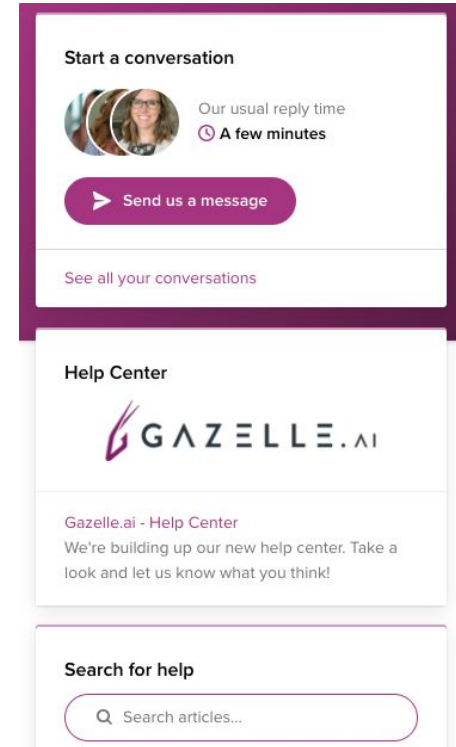
335220 - Major Household Appliance Manufacturing
523991 - Trust, Fiduciary, and Custody Activities
541410 - Interior Design Services
238210 - Electrical Contractors and Other Wiring Installation Contractors
322121 - Paper (except Newsprint) Mills
525990 - Other Financial Vehicles
423910 - Sporting and Recreational Goods and Supplies Merchant Wholesalers
325411 - Medicinal and Botanical Manufacturing
332323 - Ornamental and Architectural Metal Work Manufacturing
236220 - Commercial and Institutional Building Construction
238220 - Plumbing, Heating, and Air-Conditioning Contractors
423390 - Other Construction Material Merchant Wholesalers
423710 - Hardware Merchant Wholesalers
321911 - Wood Window and Door Manufacturing
321999 - All Other Miscellaneous Wood Product Manufacturing
561320 - Temporary Help Services
333415 - Air-Conditioning and Warm Air Heating Equipment and Commercial and Industrial Refrigeration Equipment Manufacturing

MORE!

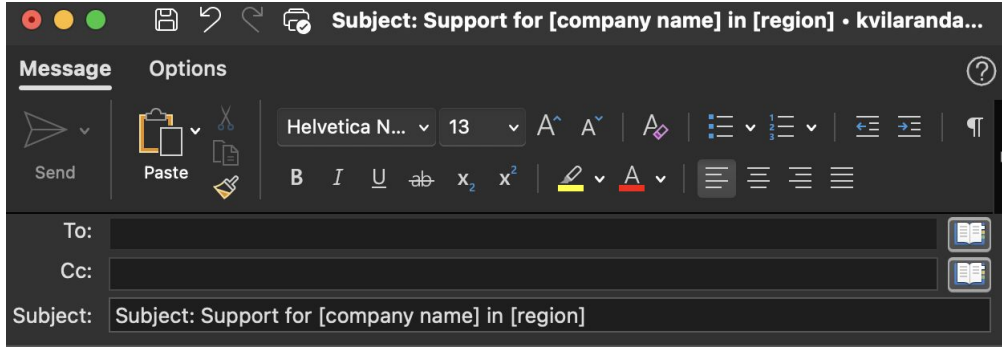


OUTREACH STRATEGIES AND TIPS

- *Top Performance in Sales Prospecting* research, it takes an average of 8 touches to get an initial meeting (or other conversion) with a new prospect.
- Utilize our 7-Step 7-Day outreach strategy:
 - 1: Email, 2: Phone Call, 3: Follow-up Email, 4: LinkedIn Connection, 5: Phone Call, 6: Email + Phone Call, 7: LinkedIn Message
- You can find outreach resources in the Gazelle.ai Help Center



OUTREACH SCRIPTS FOR EMAIL & LINKEDIN

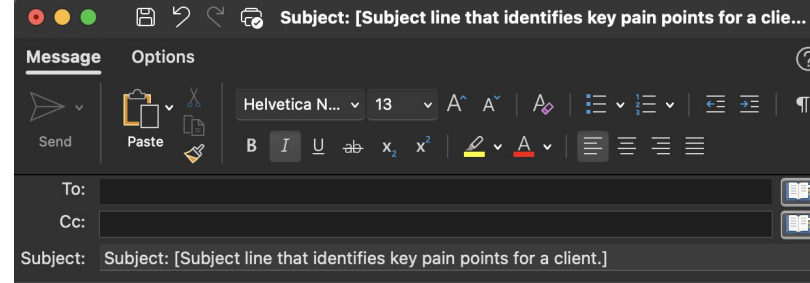


Good Afternoon Mr./Ms./Mx. [Last name],

I hope you're doing well today. I noticed [custom information about the company]. and thought you may be interested in exploring [your company's products/services]. [Introduce your agency value proposition]. Could we set up a short, exploratory discussion next week?

Warm regards,

[Your Name]



Good Afternoon Mr./Ms./Mx. Anonymous,

*I hope you're well today.
I just wanted to follow up on my previous email about [custom information] and [your company]. I'd love to explore further.
I'm available next Tuesday afternoon if that works for you.*

*Warm regards,
[Your Name]*



Build a quality network by connecting only with people you know.

Message (optional)

Hi there Derek!

I see we're both passionate about the future of FinTech and SMEs. I'd love to connect to discuss future opportunities.



ADVANCED GAZELLE FEATURES

TRADE SHOWS

FEATURING INDUSTRY LEADING COMPANIES

Photonics West

Photonics West, the leading global conference and marketplace for lasers, optoelectronics, and biomedical optics.

Attending: 549 Companies

The screenshot shows the 'COMPANY FINDER' interface with the 'TRADE SHOWS' tab selected. The search filter is set to 'Photonics West 2022' and shows 549 found companies. The table below lists various companies with their G. Score, related industry, location, country, revenue, and employee count.

COMPANIES	G. SCORE	RELATED INDUSTRY	LOCATION	COUNTRY	REVENUE	EMPLOYEES
ENGIS CORPORATION	6	327910 Abrasive Product Manufacturing	Wheeling, IL	United States	10M - 50M	101 - 500
NORTHROP GRUMMAN	6	238210 Electrical Contractors and Other Wiring Installation.	Falls Church, VA	United States	1B+	5,001 - 10k
EXFO	6	334118 Computer Terminal and Other Computer Peripheral	Quebec, QC	Canada	100M - 500M	1,001 - 5,000
EGIDE	6	334419 Other Electronic Component Manufacturing	Bollene, 93	France	10M - 50M	101 - 500
PANASONIC AUTHORIZED VIDEO ...	5	423690 Other Electronic Parts and Equipment Merchant W.	Tampa, FL	United States	0 - 10M	11 - 50
NP PHOTONICS	5	811412 Appliance Repair and Maintenance	Tucson, AZ	United States	0 - 10M	11 - 50
ABTECH	5	811412 Appliance Repair and Maintenance	Swansey, NH	United States	0 - 10M	11 - 50
BRUKER NANO	5	334515 Instrument Manufacturing for Measuring and Testi.	Tucson, AZ	United States	10M - 50M	51 - 100
LATTICE MATERIALS	5	332710 Machine Shops	Bozeman, MT	United States	0 - 10M	11 - 50
PHOTODIGM	5	541310 Architectural Services	Richardson, TX	United States	0 - 10M	1 - 10
INFRARED ASSOCIATES	5	541715 Research and Development in the Physical, Engine.	Stuart, FL	United States	0 - 10M	11 - 50
SCHNEIDER OPTICAL MACHIN...	5	333314 Optical Instrument and Lens Manufacturing	Frisco, TX	United States	0 - 10M	101 - 500
MAHR FEDERAL	5	423830 Industrial Machinery and Equipment Merchant Wh.	Providence, RI	United States	100M - 500M	101 - 500
OPTICAL FILTER SOURCE	5	333314 Optical Instrument and Lens Manufacturing	Round Rock, TX	United States	0 - 10M	11 - 50
OPTIPULSE	5	334413 Semiconductor and Related Device Manufacturing	Albuquerque, NM	United States	N/A	1 - 10
4D TECHNOLOGY	5	334511 Search, Detection, Navigation, Guidance, Aeronauti.	Tucson, AZ	United States	10M - 50M	51 - 100



TAKEAWAYS

- The trade shows tool is useful for more than just attending a show
- Use Gazelle.ai to build your lead generation lists
 - Use keywords, map, funding stage, role, funding date, and other filters
- Consider what trade shows or featured lists are relevant by exploring them through the industries search and the company profile to see what shows a company is attending
- Look for geographic clusters to find target geographies for competitive analysis and benchmarking
- Plan your travel schedule by submitting upcoming trade shows 60 days in advance
- Let us know if you'd like a 1:1 working session!



—
QUESTIONS?

Thank you!



Dalal Alkaldy
Sr. Customer Success Manager



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