

Introduction to Kompass

Over the past 60 years Kompass has built up an international network of publishers collecting and supplying company information. Today Kompass offers an international B to B information database with in-depth information on 1.8 million companies in over 70 countries worldwide.

Based on a unique classification system listing over 53,000 products and services in all sectors of industry and economic activity, Kompass has achieved international acclaim as a source of contacts for purchasers seeking suppliers and as an equally valuable marketing tool enabling sellers to target clients.

The Kompass Data

Type of companies listed

Every company worldwide which participates in business to business commerce may be listed in the Kompass Database. A basic listing is free to ensure that the majority of appropriate companies are included. The Kompass Database contains 1.8 million companies. Kompass does not represent retailers since it is aimed at professional buyers who deal directly with manufacturers, agents or distributors under standard business to business conditions.

Type of information available

The Kompass database supplies all or part of the following information on the companies listed:

- Name & address
- Telephone
- Fax
- E-mail address
- Web site address
- Executive names & functions
- Year established
- Number of employees
- Legal Form
- Quality assessment
- Trade Associations
- Headquarters/other location
- Parent/subsidiaries
- Registration numbers
- Trade names
- Products & services
- Producer /Distributor /Service provider
- Exporter /Importer
- Export/ import regions

Turnover
Bank
Capital
Financial data

Data content per company may vary and is dependent on information provided to Kompass by each company. Kompass always aims to obtain the most complete data practicable on the company's products and services together with general information as displayed in the company profile where this has been provided.

Kompass.com - free access/paying access

You can search Kompass.com free of charge or become a paying user to use the advanced search functions and be sure to access all available information. See below for details of the options open to you.

Searching on kompass.com

1. How do I search by products/services ?

- enter the keyword(s) in the space provided below "Search Text"
- make the selection in the geographical drop down list under "Region"
- click on "Search" and you will obtain the list of companies that match your criteria
- click on the product/service that interests you and you will obtain the company list
- click on the company which interests you

The search is made in the Kompass classification system (over 53,000 product/service entries) which covers all industrial and economic sectors.

--> **What type of keywords can I enter ?**

Enter the name of the product/service, not the type of company.

For example:

Not correct - "producer of plastic"

Correct - "plastic cups"

Note: When a search with one keyword produces no results , an extended search in the nature of business descriptions of the company profiles is automatically conducted. A search with several keywords is first conducted with "and" between the keywords and then if there are still no results, an extended search is conducted.

2. How do I search by company names ?

- enter the name in the space provided below "Search Text"
- select "Company names"
- make the selection in the geographical drop down list under "Region"

- click on "Search" and you will obtain the list of companies that match your criteria
- click on the company which interests you

3. **How do I search by trade names ?**

- enter the name in the space provided below "Search Text"
- click on "Trade names"
- make the selection in the geographical drop down list under "Region"
- click on "Search" and you will obtain the list of companies that match your criteria
- click on the company which interests you

4. **How do I search by executive name ?**

- enter the name in the space provided below "Search Text"
- select "Executives"
- make the selection in the geographical drop down list under "Region"
- click on "Search" and you will obtain the list of companies that match your criteria
- click on the company which interests you

5. **How can I browse through the Kompass classification ?**

- The "Browse categories" search is on the homepage (this can be combined with a geographical search under "Region")
- click on one of the industrial groupings (e.g. "Oil and gas", "Rubber and plastics", etc.)
- click on one of the product groupings (e.g. "Tar and bituminous products", "Tyre repair materials", etc.)
- you will obtain various product/service groups (e.g. "Asphalt emulsions", "Repair outfits for tubed tyres", etc)
- click on the product/service that interest you and you will obtain the list of companies that match your criteria
- click on the company which interests you

6. **How do I search geographically ?**

Under "Region", you may select one of the following criteria:

- worldwide
- region (e.g. Western Europe)
- country

Paying users (subscribers or credit unit buyers) have access to these additional criteria (in the Advanced search) :

- city
- zip/postal code
- regions for certain countries (e.g. West Sussex for the UK)

7. **What is the Advanced search?**


The Advanced search is available to paying users and provides additional search criteria.

These criteria include:

- year established
- number of employees
- Telephone
- Fax
- Quality assessment
- Registration numbers
- Trade associations
- Kompass classification codes
- Producer Distributor
- Service provider
- Exporter
- Importer
- Both importer & exporter
- Subregion (e.g. counties, provinces....)available for certain countries
- Zip/Postal code
- Town
- Revenue
- Headquarters/other location
- Fax available
- E-mail available
- Executive function

For more information about these search criteria, please refer to the Advanced search help document.

Advanced Search (multi-criteria)

You can use the Advanced Search to select one or more regions/countries from those listed below. 

Select one or more regions

Available regions		Selected regions
Worldwide	<input type="button" value="Add ->"/> <input type="button" value="<- Remove"/>	Worldwide
Africa		
America		
Asia-Pacific		
Central Asia		
Central-Eastern Europe		
Middle East		
Western Europe		
Algeria*		
Armenia*		

Now select or specify one or more search criteria from those listed below and then click on the **Start Search** button. Please note that if you click on **Clear Search**, you will keep only your selection of regions or countries.

Contact Information:

Company Name	<input type="text"/>	Telephone	<input type="text"/>
Registration No	<input type="text"/>	Fax	<input type="text"/>
Trade Name	<input type="text"/>	Website Name	<input type="text"/>

Products & Services

Search in the Kompass classification

- by words (one or more words)

- by code(s)

Company Activity

Producer <input type="checkbox"/>	Exporter <input type="checkbox"/>
Distributor <input type="checkbox"/>	Importer <input type="checkbox"/>
Service Provider <input type="checkbox"/>	Both importer & exporter <input type="checkbox"/>

Full text:

Full text

Location

Search in the Kompass classification

Zip/postal code

Town

Financial Performance

Turnover %

Company Details

Type of location <input type="checkbox"/> Headquarters	Quality assessment <input type="text"/> <input type="text"/>
<input type="checkbox"/> Other location	Year established <input type="text"/> <input type="text"/>
Number of Employees <input type="text"/> (use ctrl+click to select several items)	Trade association <input type="text"/>
Not specified	Fax available <input type="checkbox"/>
Unknown	E-mail available <input type="checkbox"/>
From 1 to 10	
From 11 to 20	
From 21 to 50	

Executive Information

Function

8. Is it possible to download the company information (address, profile, ...) after a search?

The Direct Marketing edition of kompass.com permits downloading. You may contact your local Kompass publisher or Kompass International in order to get a price quote for this type of electronic format file. Please note that some countries do not have this facility.

Paying access

Paying users have the following advantages:

- access to the Advanced search (see above)
- ability to print multiple PDF files* directly from the company list ("print selection")
- ability to select certain data fields for printing ("print options")
- full company lists
- ability to sort company lists (alphabetically, geographically, employee number and by turnover for single country searches)
- full company profiles for all companies

*The PDF files on kompass.com can be viewed, navigated and printed from a workstation using Acrobat Reader software from Adobe Systems, Inc. Versions of Acrobat Reader run on DOS, Windows, Macintosh and Unix systems.

Two Types of Paying Access

1. Subscriptions

Subscriptions are time-based (3 months, 6 months, 1 year).

→How to become a subscriber

Please contact your local Kompass publisher (click on "Contact us" at the bottom of the screen for the list).

→How to personalize a subscription

*geographically

*number of simultaneous users

*group access (through IP or URL addresses)

2. Credit units

Credit units are the "pay per view" alternative.

→How to purchase credit units (online or offline)

Online purchases are made by credit card through a secured transaction system and are immediately available.

Offline purchases are made through your Kompass publisher.

The credit units are placed in an account and are used on a per view basis. They are valid for one year as of the date of the last purchase.

→How credit units work

Once you have made your selection of the companies you wish to display, the

"Account Debit" screen will open and inform you of the number of credit units required to view full details of the selected companies and the number of credits remaining in your account.

Once you have validated your selection, the credits are debited from your account and you may continue to view these selected companies for another 7 days at no further charge.