

Contact Intelligence Data in RGI Fabric

Enrich, filter, and activate the right contacts. Delivered inside the same data feed that powers your account strategy.

Contact Intelligence via data feed lets revenue teams move from an account list to fully enriched, outbound-ready contacts inside a single pipeline with coverage of up to 200 million contacts across industries, job levels, departments, and geographies. No separate contact vendor, manual data matching, or stitched workflows. Every contact record arrives pre-joined to the firmographic, technographic, IT spend, intent, and AI maturity signals your team already relies on.

Key differentiators

- **No second contract or vendor:** Contacts are delivered through the same data feed already powering your account intelligence. One pipeline, zero additional integration work.
- **Contextual by design:** Every contact is pre-joined to account-level signals including technographics, IT spend, intent, and AI maturity. Outreach is grounded in full account context, not just a name and email.
- **Active contacts only:** The contact universe is filtered to current employees only: records with a confirmed start date and no end date. Reach people who are actually in the roles you are targeting.
- **Real-time enrichment:** Verified email and direct phone are appended through a multi-source waterfall at the time of delivery; not pulled from a static, pre-aged database.

Built for High-Performing GTM Teams Who Need to:

- ✓ Move from account insight to contact outreach without switching tools
- ✓ Reach buyers already filtered to match their ICP by, level, function, tenure, and location
- ✓ Receive verified email and direct phone at delivery, not from a stale database
- ✓ Scale outbound and ABM programs with 10M+ companies covered across 190+ Countries
- ✓ Keep contact data current with a monthly refresh cycle

From account signal to outbound activation

Define your target accounts using HG data, filter to the right buyers, and receive enriched, delivery-ready contacts through the same pipeline.

Build your audience

Define a target account segment using firmographic, technographic, intent, or IT spend signals from your existing HG data feed.

Filter to the right buyers

Apply demographic filters: seniority, function, tenure, and location.

Enrich on-demand

Verified email and direct phone are appended at delivery time through a multi-source waterfall enrichment.

Activate at scale

Receive a complete, delivery-ready contact file through the standard pipeline, ready for ABM, outbound, or CRM import.

Key capabilities and advantages

Capability	Description
Integrated data pipeline	Contacts delivered through the same feed as firmographics, technographics, IT spend, intent, and AI maturity. Every contact pre-joined HG's company ID and provided full account intelligence signals.
Delivered contact details	Full name, LinkedIn profiles, verified work email, phone number, tenure, and all important contact-related fields as per the data dictionary.
Real-time enrichment	Verified email and direct phone appended at delivery via a multi-source waterfall; not pulled from pre-aged static exports.
Active employment filter	Contact universe restricted to current employees only: confirmed start date, no end date.
Monthly refresh cycle	Demographic file re-ingested monthly to reflect role changes, new hires, and departures.

Purpose-built for strategic GTM roles

Sales & SDR teams

Move from a target account list to fully enriched, outreach-ready contacts in one workflow. No extra tools.

Marketing & ABM

Build contact audiences that match your ICP exactly, enriched with verified email and phone for immediate campaign activation.

RevOps & sales strategy

Standardize contact enrichment across territories and programs using a single, integrated pipeline with consistent monthly refresh.

Data & analytics

Receive contact records pre-joined to the full HG account spine. Ready to ingest into CRM, CDPs, or data warehouses.

Ready to activate contact intelligence inside your existing data pipeline?

Visit www.hginsights.com or speak with your HG Insights representative today.

Contact Us: sales@hginsights.com