

Global Reference Solutions

The power of D&Bs global data coverage and the insight of D&Bs corporate linkage in a single service.



Decide with Confidence



Get your prospective clients out of a 115 million record database with a *click of a button*.

Search from a database of over 115 million companies.

Know your customer

Quickly research & prospect clients.

Search using 36 concurrent parameters.

Understand relationship between companies through the family tree.

Reduce risk of associating with suspect companies.

Know the key people behind the company.

Global Reference Solutions

The power of D&B's global data coverage (of over 115 million businesses) and the insight of D&B's corporate linkage in a single service.

Get the complete picture on a business, such as

- Who?** - runs the business-names of executives, partners, proprietors
- What?** - does the business do-line of business, SIC.
- Where?** - does the business operate - trading address, telephone number
- How?** - large is the business - number of employees, sales (\$)
- How?** - long has the business been trading
- Which?** - corporate family owns the business (where applicable)
- Which?** - Other businesses operate from the same address.

Which businesses will you find on global reference solution?

GRS offers easy access to information about every business on D&B's global database -over 116 million and growing - the largest source of business information in the world. From the smallest business with just a single employee through to Wal-Mart Stores Inc with well over 1,000,000 staff, they are all on Global Reference Solution.

Search and segment D&B's global database to obtain information on individual businesses or identify members of corporate families or market segments.

Sales & Marketing professionals

- Assess opportunities in any market sector in any country, or group of countries.
- Create targeted marketing campaigns and build prospect databases by country, by sector or both.
- Identify sales opportunities with other corporate family members of existing clients.
- Align your sales resource around those client groups with the highest potential.

Finance professionals

- Verify the existence and background of any business, anywhere in the world, quickly and easily.
- Assess the size, length of trading and executives of any business before taking a risk decision
- Understand the corporate family structure of any of your clients, prospects or suppliers to obtain a complete picture of your overall exposure.
- Identify businesses trading from the same address to gain better insight and understand hidden risk when taking your decision.

Procurement & Contracts Professionals

- Assess your total spend across different members of the same corporate family, improving your negotiating position.
- Understand your dependence upon different members of the same corporate family letting you manage sources to reduce risk of supply interruption.
- Identify suppliers with a high dependence upon your business.

Banking Professionals

- Help your relationship managers quickly identify and prospect the right kind of corporate client.
- Search & map clients to your existing best clients.
- Cross-sell and build relationships across family members by understanding the family trees of key business enterprises.
- Check for authenticity of businesses and the risk associated with working with business entities by cross-checking associations of key executives and their relations across various businesses.

Simple & Intuitive search interface to give you what YOU NEED!

- Search by Geography
- Search by Corporate Structure
- Search by Business Size
- Search by Line of Business

Siemens AG			
Identification			
Physical Address	Wittelsbacherplatz 2 MÜNCHEN BAVERN 80333 GERMANY	D-U-N-S National Id Int. Dialing Code Telephone Fax	336067164 8033586684 49 8963600 8963652000
Registered Address	No		
Mailing Address			
Continent	Europe		
Trade Style (s)	Siemens Aktiengesellschaft	Former Name	
Marketable Ind.	Yes	Legal Form	corporation
Out of Business Ind.	Active		
Corporate Structure			
	D-U-N-S	Company	Country
Immediate Parent	316067164	Siemens AG	GERMANY
Domestic Ultimate Parent	316067164	Siemens AG	GERMANY
Global Ultimate Parent	316067164	Siemens AG	GERMANY
Foreign Owned Ind.	No		
No of Family Members (Excluding Branches)			
No of Family Members (Including Branches)			
Business Summary			
Employees-Site	0		
Employees-Total	419,200 (Estimated)	Import / Export	Import and Export
Sales US\$	112,317,415,000	Year Started	
Sales Euros	87,325,000,000		
Sales Local	87,325,000,000		
Profit / Loss US\$		Net Worth US\$	
Profit / Loss Euros		Net Worth Euros	
Profit / Loss Local		Net Worth Local	
1987 US SIC Code(s)	6719 3613 3743	Fin. Stmt.Date	
Primary Local SIC Code			
SIC Description	Offices of holding companies N.E		
Executives			
Chief Executive Name	Title	Decision Maker	Executive Gender
Klaus Kleinfield	Chief Executive Officer	Senior Executive	Male
Executives			
Jürgen Radomski	Board Member	Senior Executive	Male
Klaus Wucherer	Board Member	Senior Executive	Male
Rudi Lamprecht	Board Member	Senior Executive	Male
Johannes Feldmayer	Board Member	Senior Executive	Male
Uriel Jonathan Sharet	Board Member	Senior Executive	Male
Erich R. Reinhardt	Board Member	Senior Executive	Male
Josef Kaeser	Board Member	Senior Executive	Male
Eduardo Montes	Board Member	Senior Executive	Male
Hermann Requardt	Board Member	Senior Executive	Male

- Cross-sell and build relationships across family members by understanding the family trees of key business enterprises.
- Understand the corporate family structure of any of your clients, prospects or suppliers to obtain a complete picture of your overall exposure.
- Understand your dependence upon different members of the same corporate family letting you manage sources to reduce risk of supply interruption.

GRS Global Clients

- ABB
 - EMAAR
 - Monster
 - ABN-AMRO
 - Emirates Bank
 - Novartis
 - AIG Europe
 - Ericsson
 - Ogilvy
 - Barclays Capital
 - Euler Hermes
 - Peugeot
 - Bharat Petroleum
 - European Anti-Fraud Office (OLAF)
 - Philip Morris International
 - BNP Paribas
 - France Telecom
 - Price Waterhouse Cooper
 - CitiBank
 - Fujitsu Siemens Computers
 - RBS
 - Citroen
 - Gartner
 - Renault
 - Credit Suisse
 - Kimberly Clark
 - Siemens
 - Deloitte
 - KPMG
 - Symantec
 - Delphi
 - L'oreal
 - Total
 - Deutsche Bank
 - McKinsey & co
 - Vodafone
 - DNV
 - Merrill Lynch
 - Zurich
 - DOW
 - Microsoft
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Decide with Confidence

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