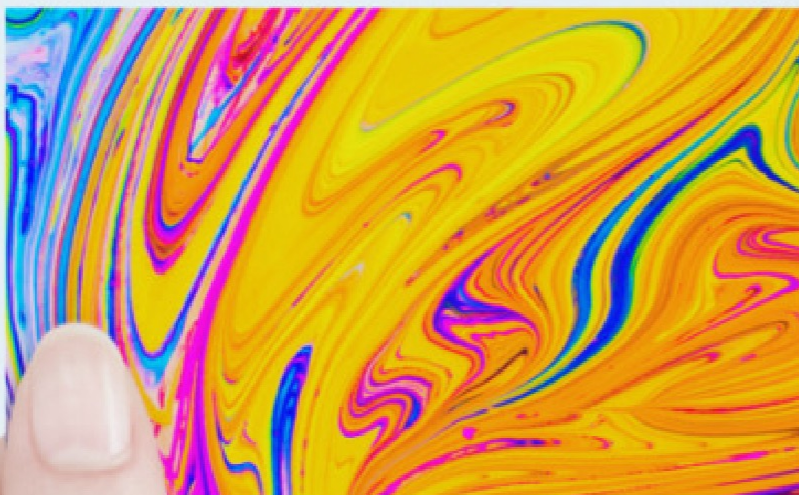


Turning Encounters into Innovation

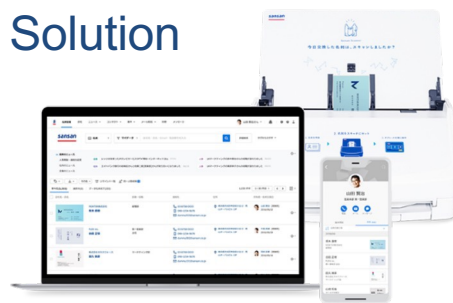


Business description

Sansan

Contact Management Solution

sansan



Bill One

Cloud invoicing solution

Bill One
powered by Sansan

About us

Founded in | June 2007

Capital Stock | 6,281 million yen
(as of February 2021)

Stock exchange | Tokyo Stock Exchange, First Section

CEO | Chika Terada

Description | Planning, development, and sales of cloud services for contact management

Offices | Omotesando Head Office
Sansan One
Sansan Palacio
Kansai Office
Fukuoka Office
Nagoya Office

Overseas | Singapore

Company Overview – Leader in Japan, Growing Globally

61 countries, 577 locations
where Sansan is used

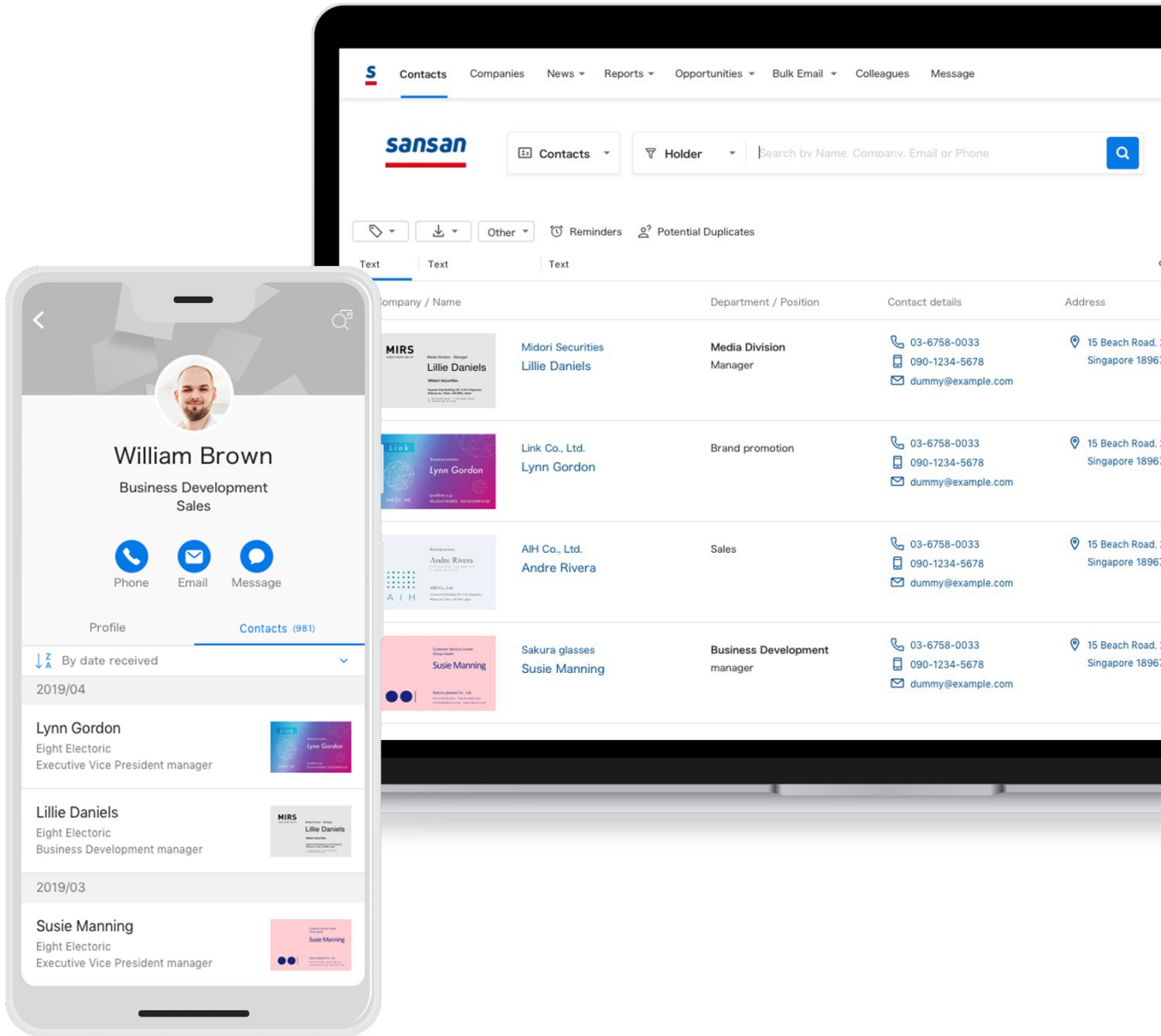


7,000+ clients worldwide, including:



Contact Management for B2B companies

Sansan is a centralised business contact management system for companies to unify all business contacts from multiple data sources, using collective insights to deliver enhanced productivity, collaboration across functional teams and uncover hidden opportunities.

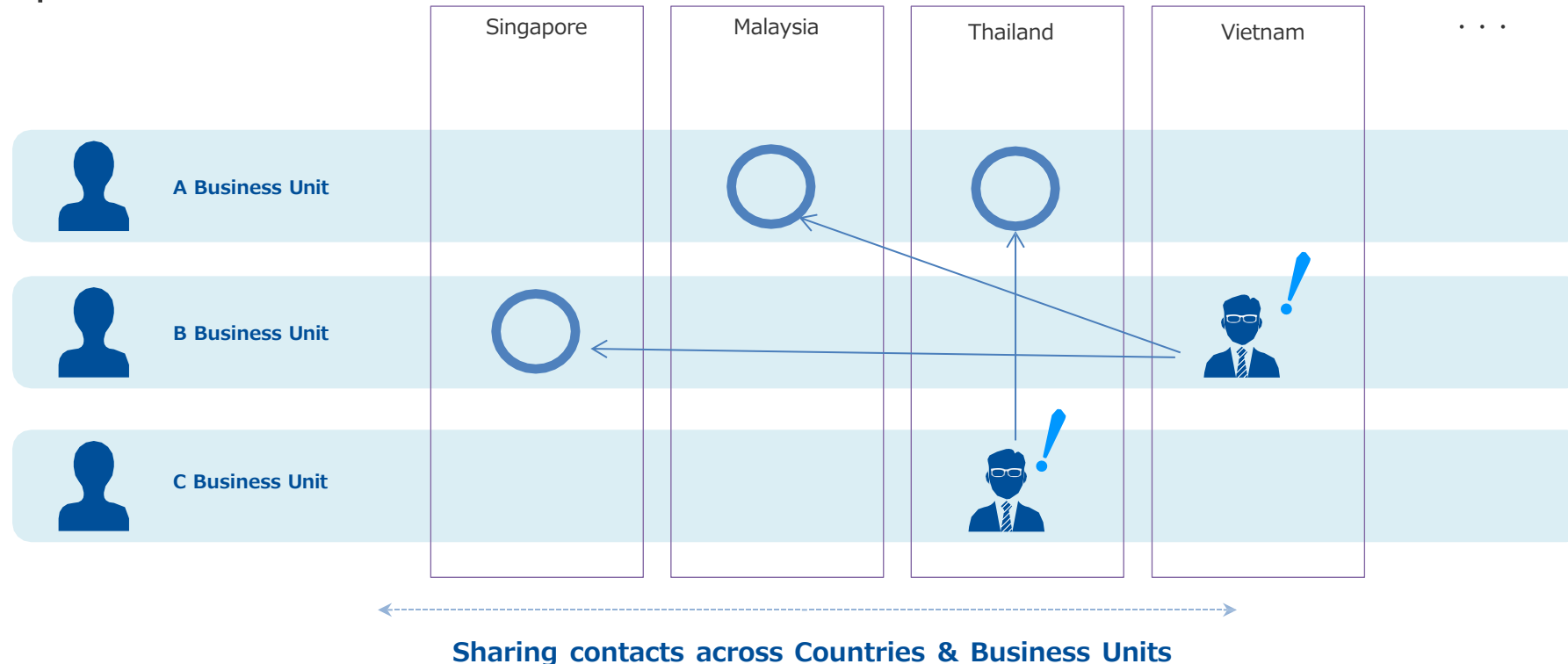


Our Value Proposition

Sharing contacts across Countries & Business Units

Key contacts in conglomerate, government and major multinational companies are one of the most important contacts abroad.

Share information across Countries and Business Units to facilitate overseas business development.



Leverage on business data to develop tactical strategies

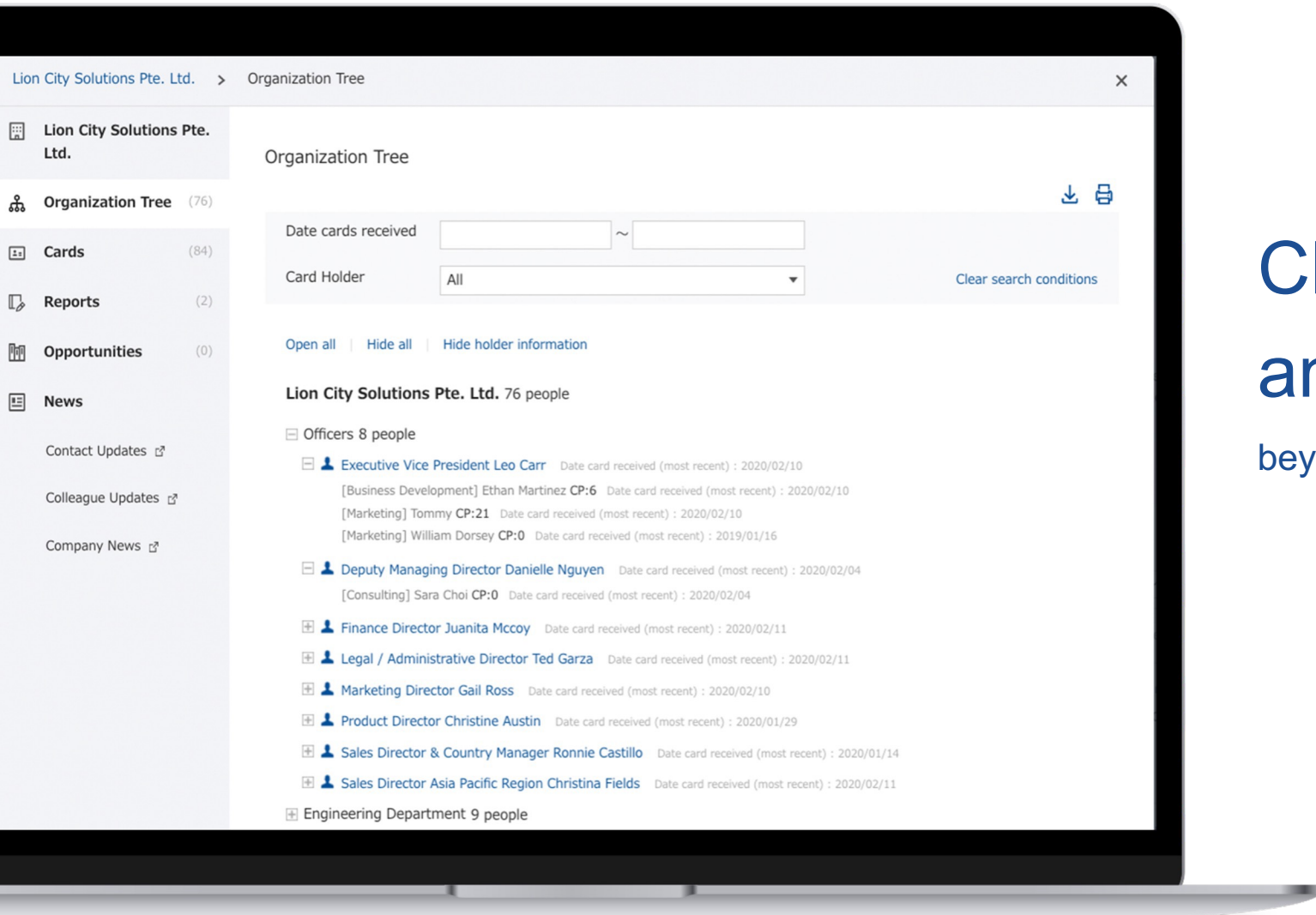



Chart strategic partnerships
and collaboration
beyond the scope of direct business

Build and empower your team with Business Insights

 Created By
Tommy [Marketing]

Edit

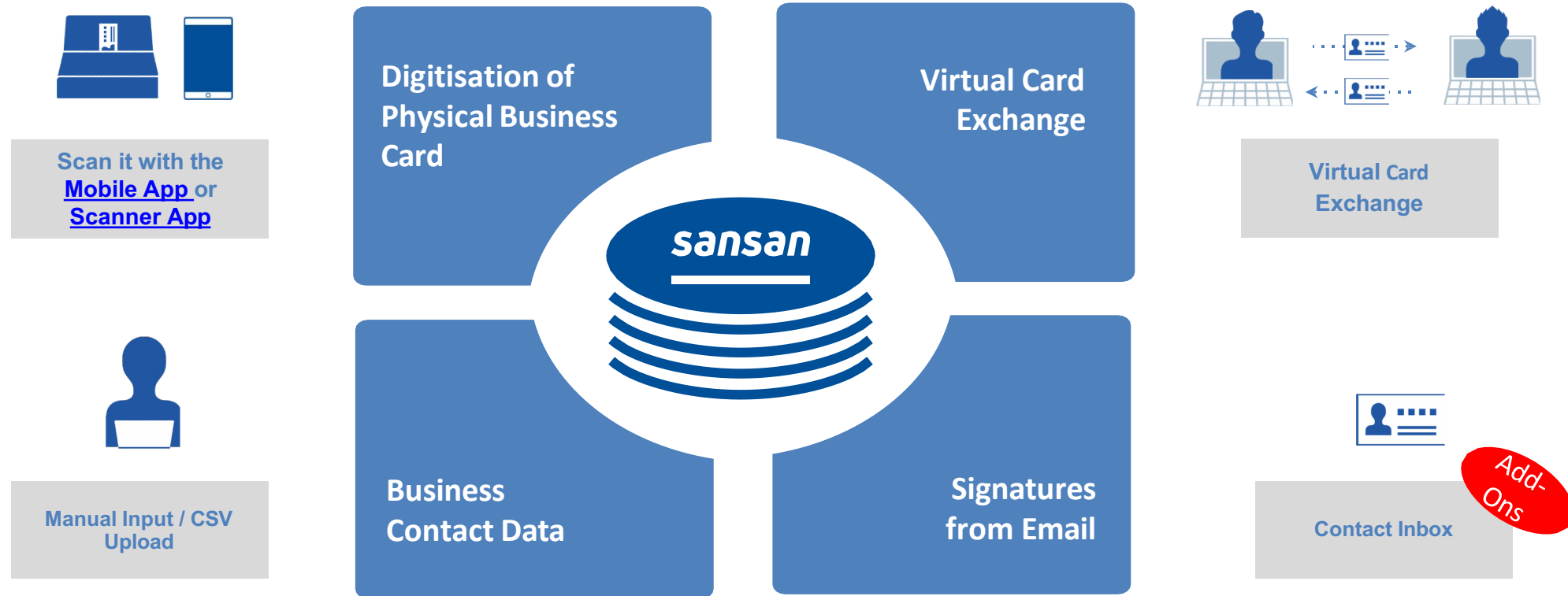
Date and Time	2020/02/09 09:00 ~ 09:30
	<input type="checkbox"/> Important <input type="checkbox"/> Private
Type	Meeting
Title	Strategic partnership
External Members	Singapore Natural Resources Engineerring, Inc. Marjorie Hawkins Singapore Natural Resources Engineerring, Inc. Bonnie Ray
Internal Members	Tommy [Marketing] Ethan Martinez [Business Development]
Notes	<p>Agenda:</p> <ul style="list-style-type: none">- Strategic partnership- Overall synergies for both entities- How to proceed the project <p>Benefits for both entities</p> <ul style="list-style-type: none">-Marketing collaboration: reduce marketing resource-PR: Reach out SME clients quite effectively

Ensure Contact Data Continuity

By accumulating business discussion insights

Unifying Business Contacts can be easy

Maximise the potential of your business contacts



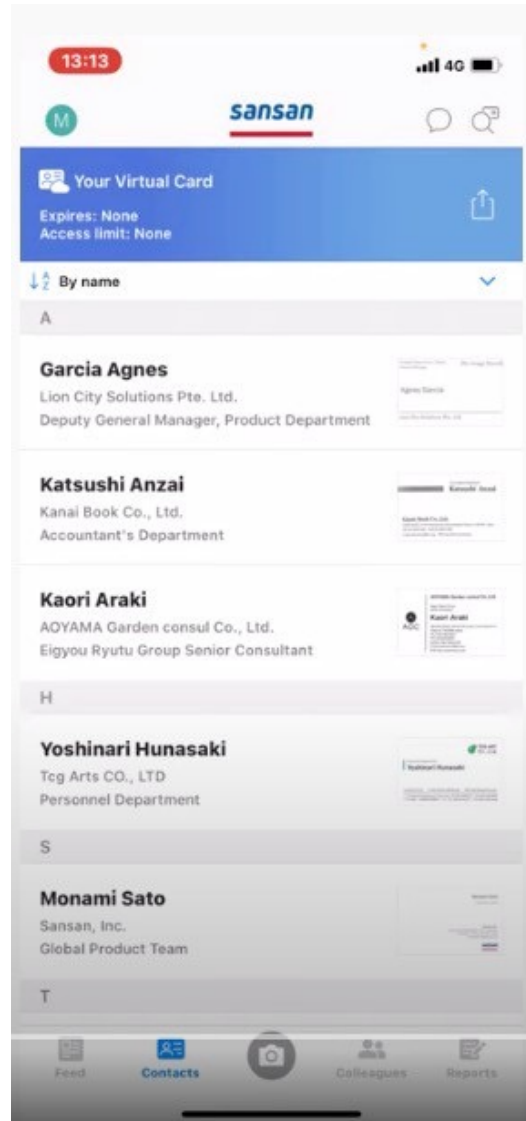
We support digitization of Japanese (99.9% accuracy), English (99.9% accuracy), Chinese (simplified & traditional), Korean, Thai, Indonesian, Spanish, German, French, Portuguese, Vietnamese

Sansan Scanner



[Sansan Scanner Video](#)

Mobile App Scan

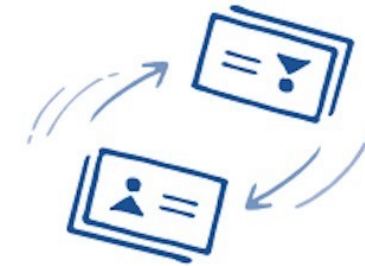


[Sansan Mobile App Scan](#)

Virtual Business Cards



Scan this QR code
to receive my card



Michelle Gan
Senior Customer Success
Manager

How non-Sansan user can receive your Virtual Business Card- Mobile (1/2)

sansan Sansan Global PTE. LTD.



Michelle Gan
Senior Customer Success Manager



Name Michelle Gan
Company Sansan Global PTE. LTD.
Position Senior Customer Success Manager
TEL +65-9021-2294
Email michelle.gan@sansan.com
Website <http://www.sansan.com>
Country Singapore
Address 15 Beach Road, 2nd Floor Singapore 189677

Name (Phonetic) Gan
Company (Phonetic) Sansan Global PTE. LTD.

Add to device contacts

Exchange cards

sansan Sansan Global PTE. LTD.



Michelle Gan
Senior Customer Success Manager

Select card side to save

Save front

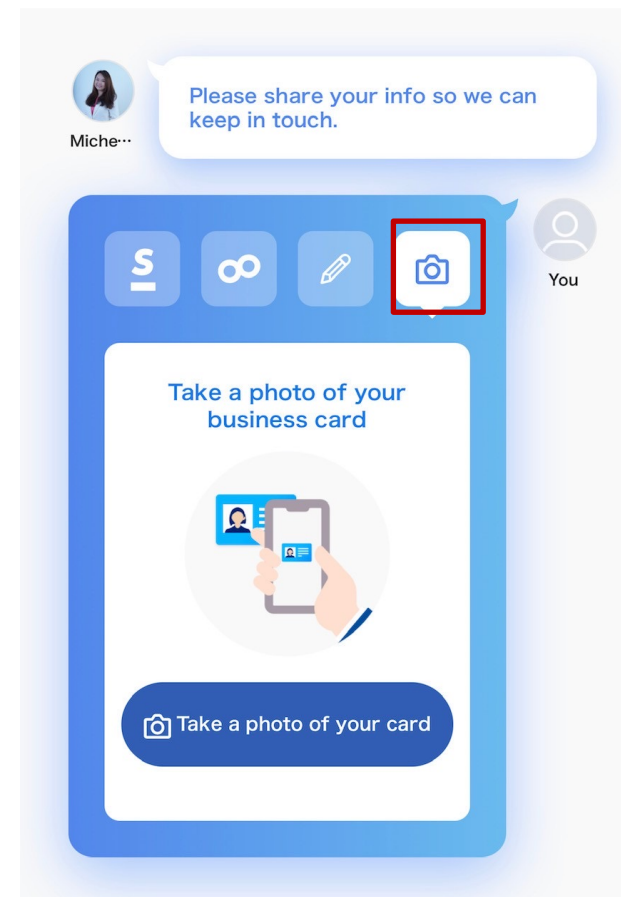
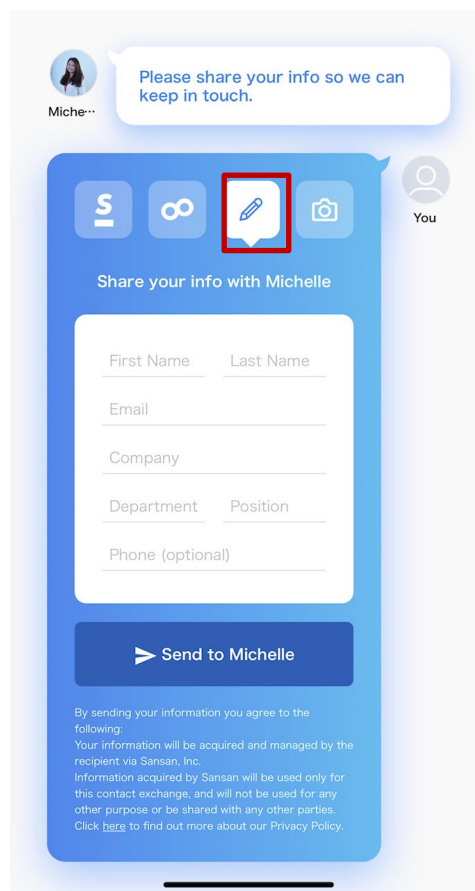
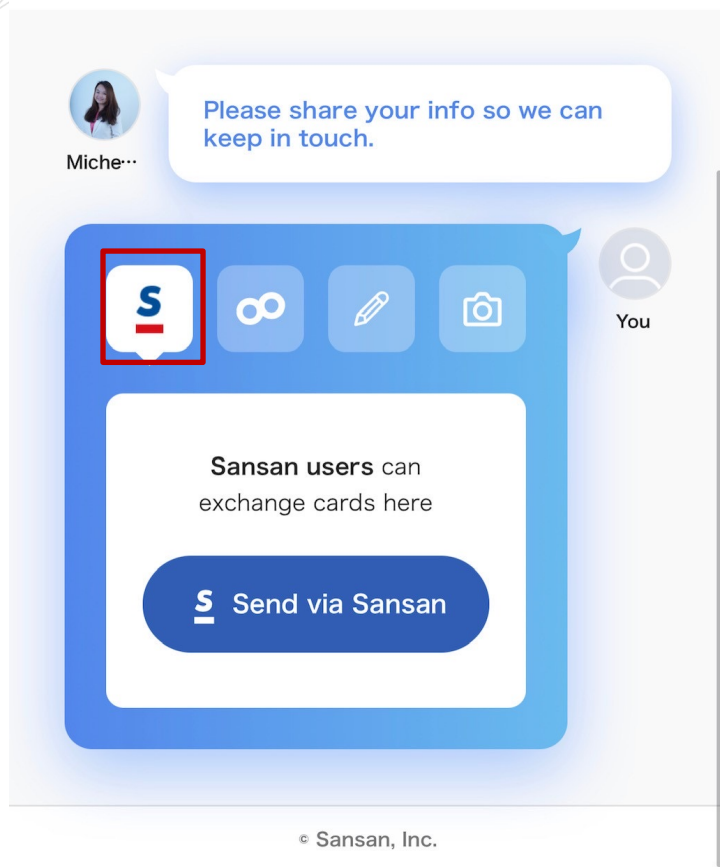
Save back

Cancel

Name
Company
Position
TEL +65-9021-2294
Email michelle.gan@sansan.com
Website <http://www.sansan.com>
Country Singapore
Address 15 Beach Road, 2nd Floor Singapore 189677
Name (Phonetic) Gan
Company (Phonetic) Sansan Global PTE. LTD.

Add to device contacts

How non-Sansan user exchange business card with you (2/2)



Features

Business Contacts Management

Tap on the resources of contacts within your organisation and get notified of new connections


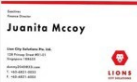


S Contacts Companies Reports Bulk Email Lists Colleagues Opportunities

You can now exchange your business card online. [Set up](#)

sansan Contacts Holder Search by Name, Company, Email or Phone [Advanced](#) Tag Search

Create contact [Reminders](#) [Potential Duplicates](#)

All(79) Selected Contacts(0) Awaiting Digitization(1)

<input type="checkbox"/>	Company / Name	Department / Position	Contact details	Tags
<input type="checkbox"/>	 Pacific Marine Shipment Pte. Ltd. Philip McKinney		+65-8765-4324 Mckinney@pms.com	[Transition] Melissa Lim, 20191002_171946, 2018 Christmas Greeting Singapore Customer, 2018 New Year Greeting Email, 2019 CNY Event, 2019 Exhibitor
<input type="checkbox"/>	 Lion City Solutions Pte. Ltd. Juanita Mccoy	Finance Director	+65-6821-0033 dummy2040@33i.com	[Transition] John Smith, 20190729_150134, [Transition] Melissa Lim, 20191002_171946, [Transition] Tommy, 20191002_171806, 2019 CNY Event, 20200517_mailin..
<input type="checkbox"/>	 Lion City Solutions Pte. Ltd. Grace Olson	Engineering Department General Manager	+65-6821-0033 dummy1920@33i.com	[Transition] John Smith, 20190729_150134, [Transition] Melissa Lim, 20191002_171946, 2018 Christmas Singapore Customer, 2018 New Year Greeting ..
<input type="checkbox"/>	 Lion City Solutions Pte. Ltd. Nathan Pierce	Sales Department 2 Japanese Sales Manager	+65-6821-0033 dummy1420@33i.com	[Transition] John Smith, 20190729_150134, [Transition] Melissa Lim, 20191002_171946, 2018 Christmas Singapore Customer, 2019 Exhibition List, 2..

Colleagues Oct 28, 2022

- Ethan Martinez[Business Devel...
Met Leo Carr (Lion City Solutions Pte. Ltd.)
- William Dorsey[Marketing]
Knows Karen Cruz (Pacific Marine Shipment Pte. Ltd.).
- Ethan Martinez[Business Devel...
Met Jennifer Dixon (Lion City Solutions Pte. Ltd.)
- Ethan Martinez[Business Devel...
Knows Jessie Weaver (Lion City Solutions Pte. Ltd.).
- William Dorsey[Marketing]
Knows Leo Carr (Lion City Solutions Pte. Ltd.).

Contact updates Oct 28, 2022

- Lion City Solutions Pte. Ltd.
Leo Carr has changed position.
- Lion City Solutions Pte. Ltd.
Jennifer Dixon has changed position.

Organisation Tree

The organization tree illustrates the structure of the company and the relative ranks of its parts and positions. You can narrow down the list by searching according to the period the card was received and job positions.

Lion City Solutions Pte. Ltd. > Organization Tree

Lion City Solutions Pte. Ltd.

Organization Tree (76)

Cards (85)

Reports (2)

Opportunities (0)

News

Contact Updates

Colleague Updates

Company News

Organization Tree

部署

Date cards received ~

Card Holder All

Filter Holder Information Resigned contacts Clear search conditions

Open all Hide all

Lion City Solutions Pte. Ltd. 76 people

Lion City Solutions Pte. Ltd. 76 people

Officers 8 people

Executive Vice President Leo Carr Date card received (most recent) : 2022/10/29
[Business Development] Ethan Martinez CP:6 Date card received (most recent) : 2022/10/29
[Global] Tommy CP:21 Date card received (most recent) : 2022/10/29
[Marketing] William Dorsey CP:0 Date card received (most recent) : 2021/10/04
[Global] Tommy CP:21 Date card received (most recent) : 2021/10/04
[Global] Tommy CP:21 Date card received (most recent) : 2020/07/04

Deputy Managing Director Danielle Nguyen Date card received (most recent) : 2022/10/23
[Consulting] Sara Choi CP:0 Date card received (most recent) : 2022/10/23

Finance Director Juanita McCoy Date card received (most recent) : 2022/10/30
[Global] Tommy CP:0 Date card received (most recent) : 2022/10/30
[Global] Exam CP:0 Date card received (most recent) : 2022/10/26

Legal / Administrative Director Ted Garza Date card received (most recent) : 2022/10/30
[Business Development] Ethan Martinez CP:0 Date card received (most recent) : 2022/10/30

Marketing Director Gail Ross Date card received (most recent) : 2022/10/29
[Consulting] Nia Pang CP:0 Date card received (most recent) : 2022/10/29

Product Director Christine Austin Date card received (most recent) : 2022/10/17
[Marketing] William Dorsey CP:0 Date card received (most recent) : 2022/10/17

Tags


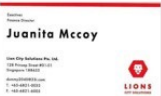

Profile and categorise your tags conveniently through the tablet, browser and mobile app

The screenshot displays the Sansan Contacts web interface. At the top, there's a navigation bar with the Sansan logo, tabs for 'Contacts', 'Holder', and a search bar labeled 'Search by Name, Company, Email or Phone'. Below this, there are buttons for 'Create contact', 'Reminders', and 'Potential Duplicates'. The main content area shows a list of contacts with columns for 'Company / Name' and 'Department / Position'. Three contacts are visible: Philip Mckinney (Pacific Marine Shipment Pte. Ltd.), Juanita Mccoy (Lion City Solutions Pte. Ltd., Finance Director), and Grace Olson (Lion City Solutions Pte. Ltd., Engineering Department General Manager). A red box highlights a 'Tag Search' dropdown menu on the right side of the interface. This menu lists various tags associated with the contacts, including '[Transition] Melissa Lim_20191002_171946 (Tommy)', '2018 Christmas Greeting Singapore Customer (Tommy)', '2018 New Year Greeting Email (Tommy)', '2019 Exhibition List (Tommy)', '2021 Conference (Tommy)', '2021 FinTech conference (Tommy)', '2021-xmas (Tommy)', '20220610 event (Tommy)', '2022-mis events (Tommy)', and 'aari-tech (Tommy)'. At the bottom of the dropdown, there are filters for 'My tags', 'Shared tags', and 'Colleagues' tags'.

sansan Contacts Holder Search by Name, Company, Email or Phone

Create contact Reminders Potential Duplicates

All(79) Selected Contacts(0) Awaiting Digitization(1)

Company / Name	Department / Position
 Philip Mckinney	Pacific Marine Shipment Pte. Ltd. Philip Mckinney
 Juanita Mccoy	Lion City Solutions Pte. Ltd. Juanita Mccoy Finance Director
 Grace Olson	Lion City Solutions Pte. Ltd. Grace Olson Engineering Department General Manager

Tag Search

- [Transition] Melissa Lim_20191002_171946 (Tommy)
- 2018 Christmas Greeting Singapore Customer (Tommy)
- 2018 New Year Greeting Email (Tommy)
- 2019 Exhibition List (Tommy)
- 2021 Conference (Tommy)
- 2021 FinTech conference (Tommy)
- 2021-xmas (Tommy)
- 20220610 event (Tommy)
- 2022-mis events (Tommy)
- aari-tech (Tommy)

My tags Shared tags Colleagues' tags

Tags

[Transition] Melissa Lim_20191002_171946, 2018 Christmas Greeting Singapore Customer, 2018 New Year Greeting Email, 2019 CNY Event, 2019 Exhibition LI...

[Transition] John Smith, 20190729_150134, [Transition] Melissa Lim_20191002_171946, [Transition] Tommy_20191002_171806, 2019 CNY Event, 20200517_mailin...

[Transition] John Smith, 20190729_150134, [Transition] Melissa Lim_20191002_171946, 2018 Christmas Greeting Singapore Customer, 2018 New Year Greeting ...

+65-6821-0033
dummy1920@33i.com

Reports

Manage business reports with the starting point of their business cards. This function is useful for managing visits, records of meetings and help recall the content of past conversations timely and accurately.

Lion City Solutions Pte. Ltd. > Leo Carr > Reports

Leo Carr

Career (6)

Cards (7)

Reports (2)

Opportunities (0)

News

Contact Updates

Colleague Updates

Company News

Messages (55)

Reports

» View All Reports

Create New Report

All 2 items

	Date and Time	Type	Details
See details	2022/02/26 10:30 ~ 11:30	Meeting	External Members : Lion City Solutions Pte. Ltd. Leo Carr [Managing Director] Internal Members : Sara Choi [Consulting] Tommy [Marketing] Category : 5. その他, 3. Alliance Title : Introduced sales team to Lions City Notes : > Purpose Introduced sales team to COO. > Notes He's on the path to being CEO, probably next year. Good for him to have a » Show all
See details	2021/04/09 18:30 ~ 22:30	Meeting	External Members : Lion City Solutions Pte. Ltd. Leo Carr [Managing Director] Lion City Solutions Pte. Ltd. Patricia Robinson [Engineering Department Manager Information Systems] Internal Members : Sara Choi [Consulting] Tommy [Marketing] Ethan Martinez [Business Development] Title : Celebrating promotion Notes : > Purpose Dinner meeting to celebrate his promotion. » Show all

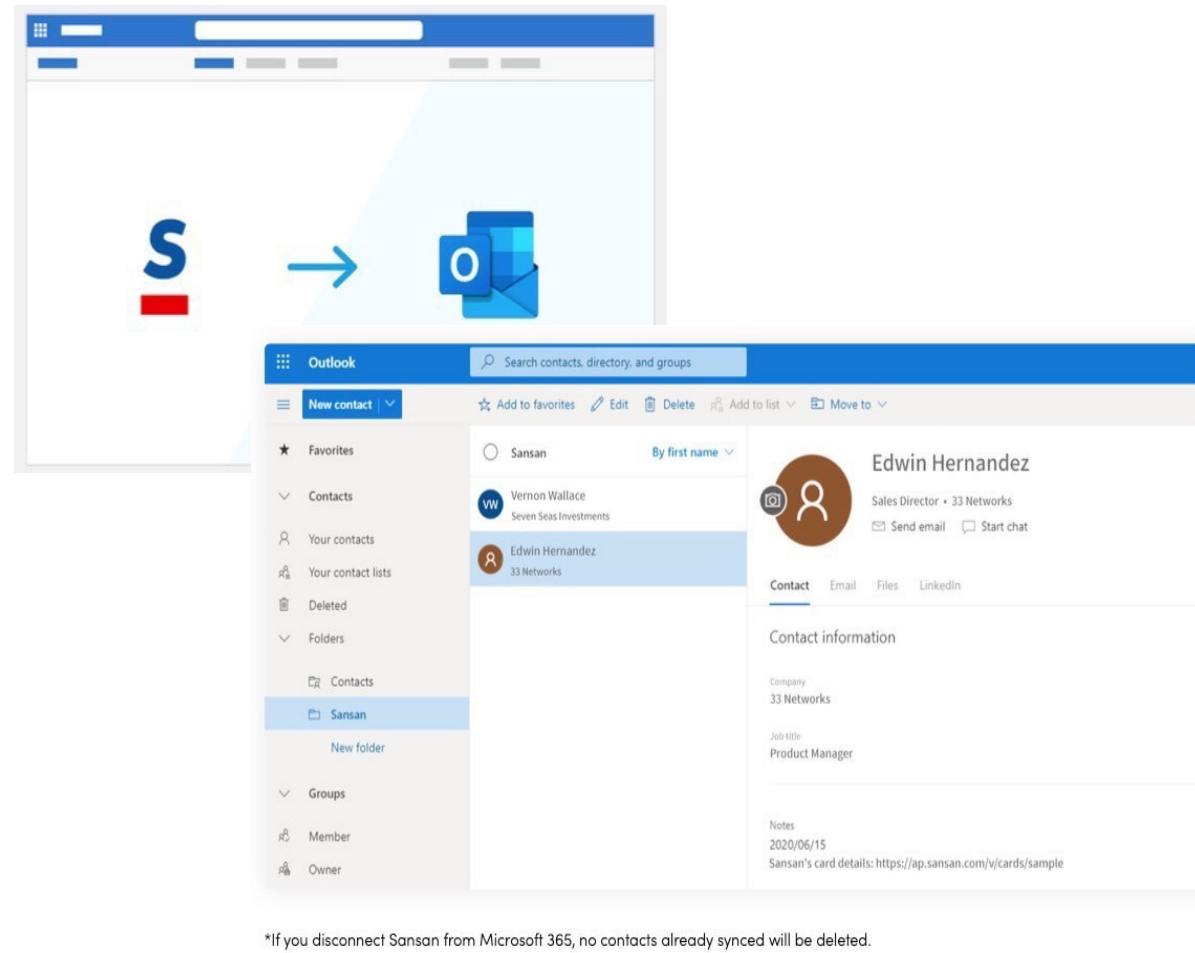
Create New Report

All 2 items

Outlook Integration

The feature allows to sync your Sansan contacts to Outlook by linking your contacts. When your contact info is updated in Sansan, it will be automatically synced to Outlook.

To enable this feature, you need to be using a Microsoft 365 plan that includes “Exchange Online”. Both administrators and users need to setup.



Security Features

How can I keep my data secure?



Two-factor authentication



IP address restriction



Cacheless mode



SAML authentication

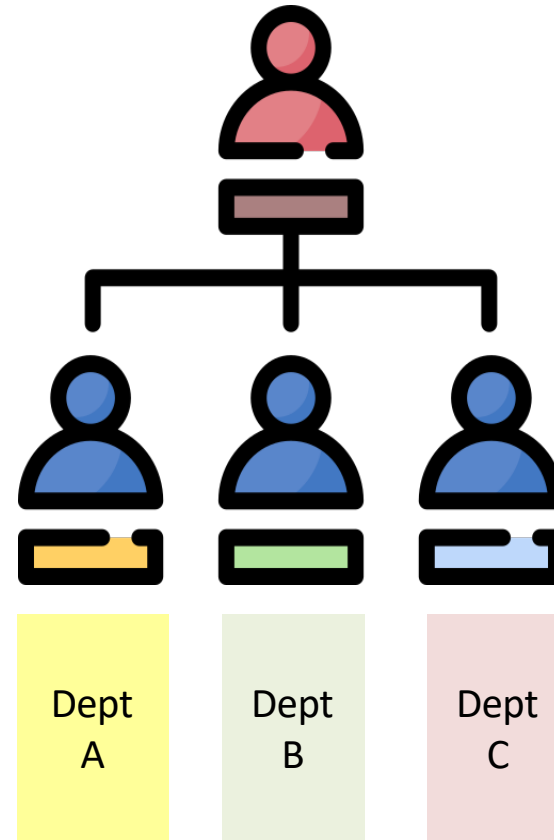


Access control



Download usage log

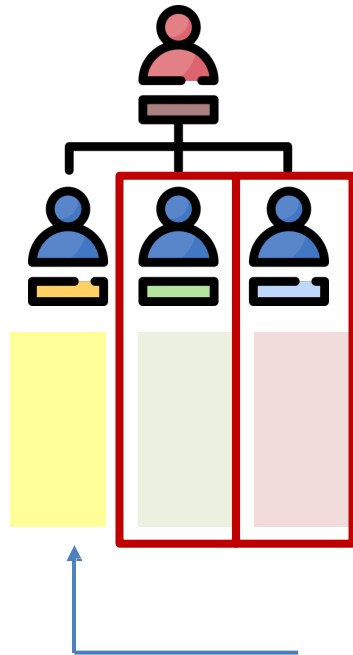
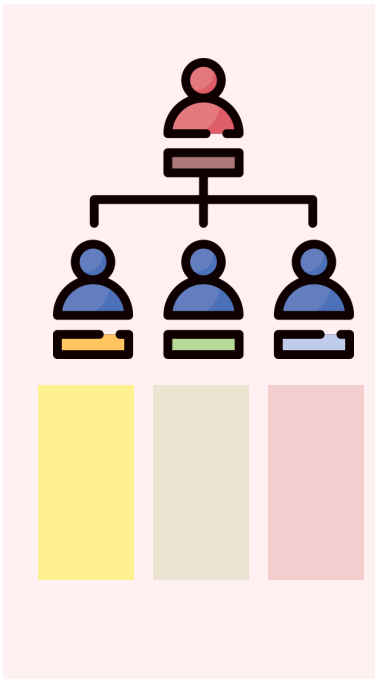
Access Privilege Settings



This function allows Admin users to control the accessibility towards business card information on a department basis.

Access Privilege Settings

This function allows Admin users to control the accessibility towards business card information on a department basis.



Pattern Name	
1	
Description	
Card Information	
Image	Do not allow
Memo	Do not allow
Company Information	Allow
Full Name / Importance	Allow
Received on	Allow
Contact Information	Do not allow
Mobile - 1	Do not allow
Email1	Do not allow
Address 2	Do not allow
Other	Do not allow
Tags	
Tags	Do not allow
Reports	
Reports	Do not allow

Parameters that can be established

Users in the department will only be able to see the **name and organisation** of the contacts and not your contact's full details

How do you keep my data secure?



Encrypted Communication

All communication between our cloud servers and user devices is encrypted, and data is not stored on scanners once uploaded.



Secure Backup

All servers and network equipment are multiplexed, and load balancers are used to distribute the load so that services can be quickly restored.



Security Specialists

We have a dedicated security team working on network and application diagnostics and implementing the latest security measures.



Privacy Mark

Sansan is GDPR compliant, and is accredited by the leading privacy protection agency in Japan, and all staff are required to pass privacy protection examinations.

Your data is only ever used for internal service optimisation, and will never be shared with or sold to any 3rd parties.



Thank You

sansan
