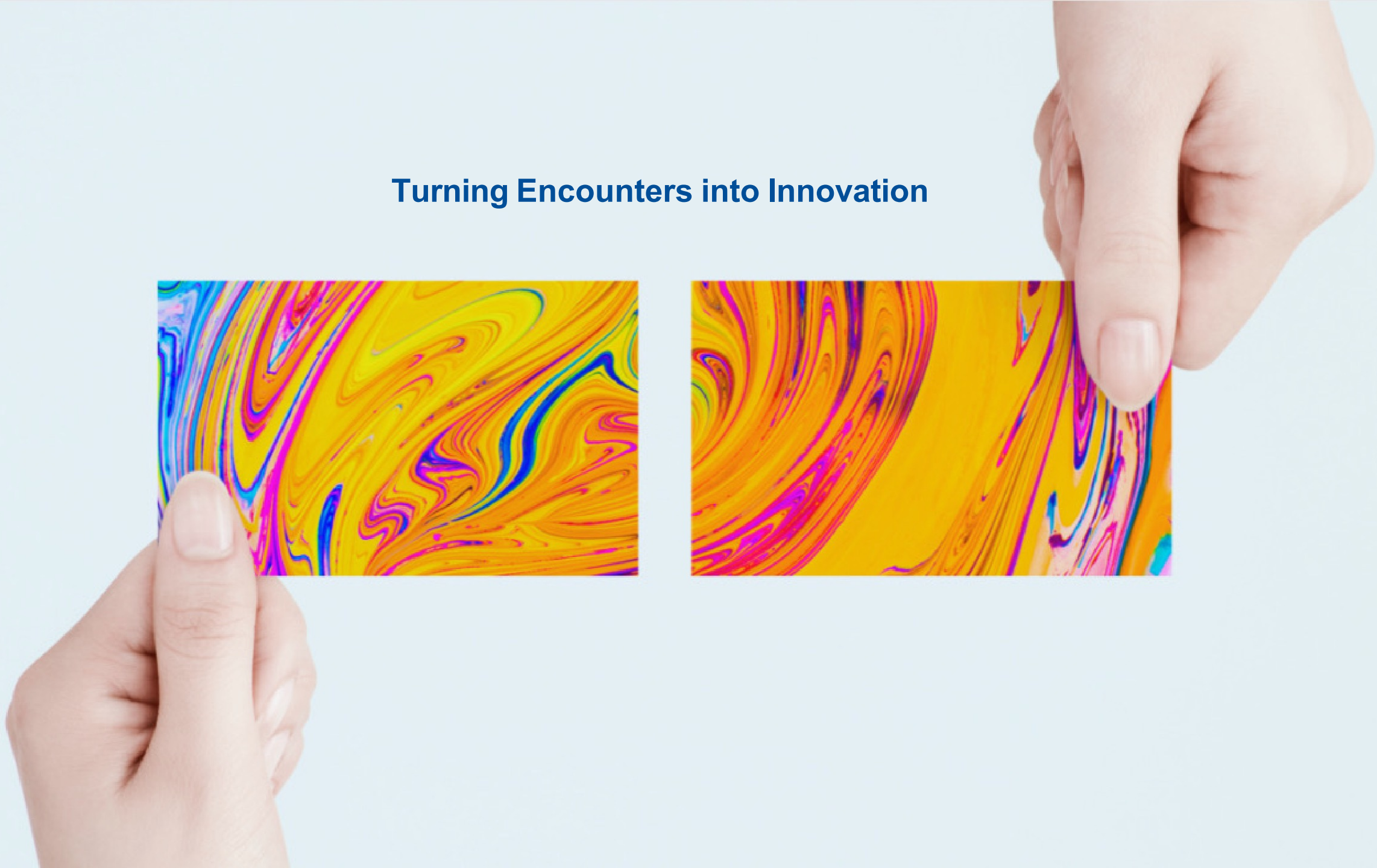
Turning Encounters into Innovation



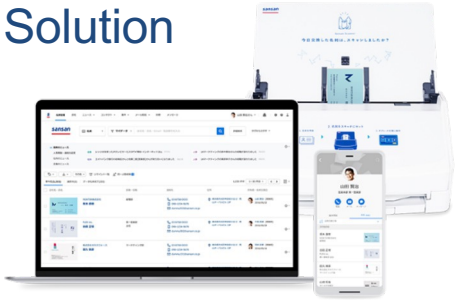
Sansan

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

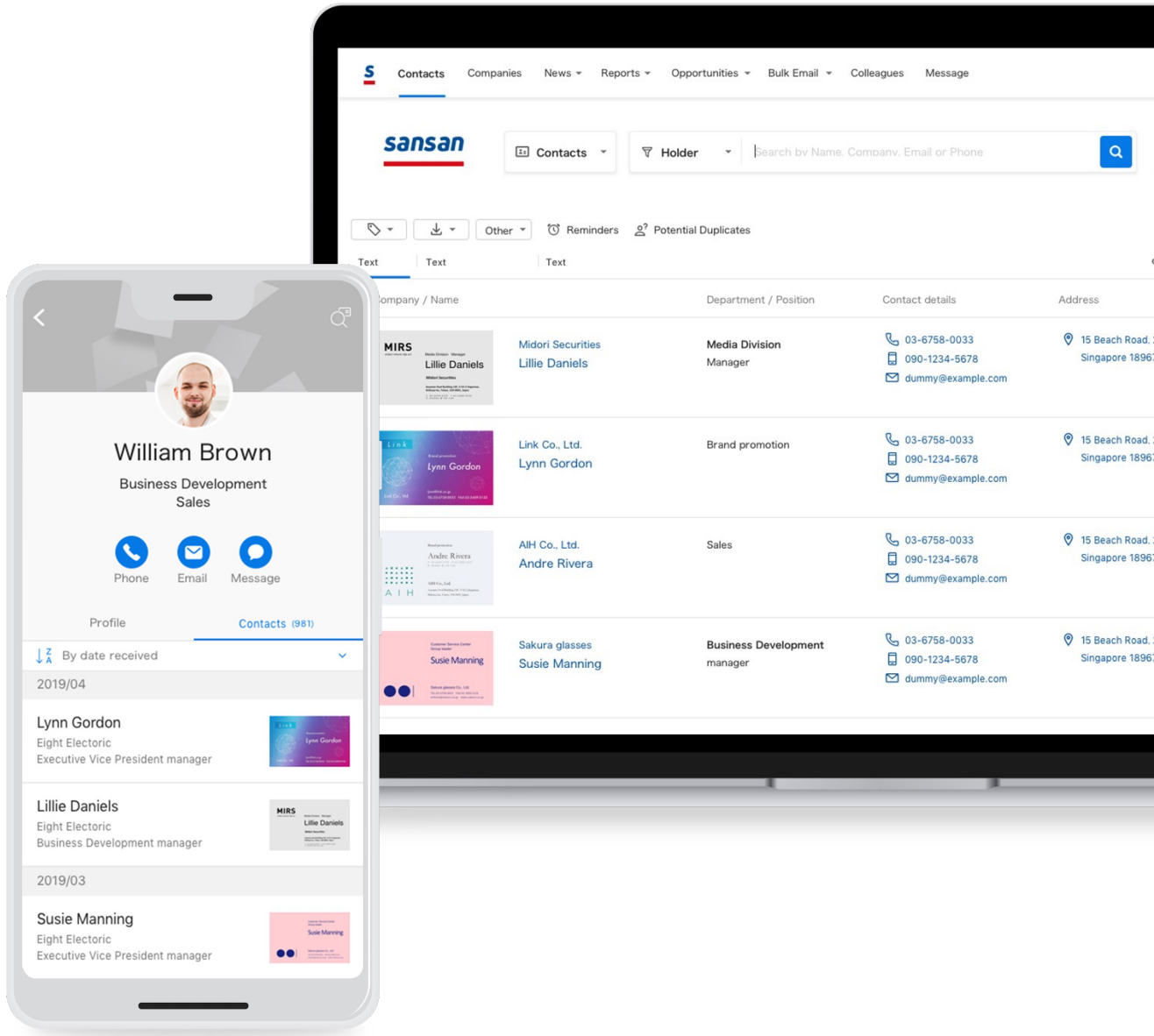
61 countries, 577 locations where Sansan is used

7,000+ clients worldwide, including:

vertex
NGEE ANN POLYTECHNIC
mch GCC FZCO
SUPERSTEAM THE CHOICE OF CLEANING PROFESSIONALS
JETRO
MITSUI & CO.
ITOCHU
Marubeni Asian Power Singapore
DJK
APAC GLOBAL ADVISORY
DBJ DBJ Americas
NOMURA
TRANSLINK CAPITAL
MOL
KLSM
MITSUBISHI HEAVY INDUSTRIES ASIA PACIFIC
DENSO
Polyplastics
AGC
CCS CCS ASIA PTE LTD
三菱地所
MBK REAL ESTATE ASIA
東京エレクトロン デバイス
ITOKI
エネルギー・フロンティア TOKYO GAS
CITYOG Gas Energy Services
TNS
PASONA
OSS ELNAJAYA
S&K Brussels
Global Partners Consulting
AFFIRMATE
CEO ASIA
Albirex NIIGATA-S
SBTelecom America
CTC
AVNET Reach Further
iSiD IT Solution Innovator
DJK
MIZUHO
SMBC
三井住友トラストクラブ SUMITOMO MITSUI TRUST CLUB
MUFG

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.

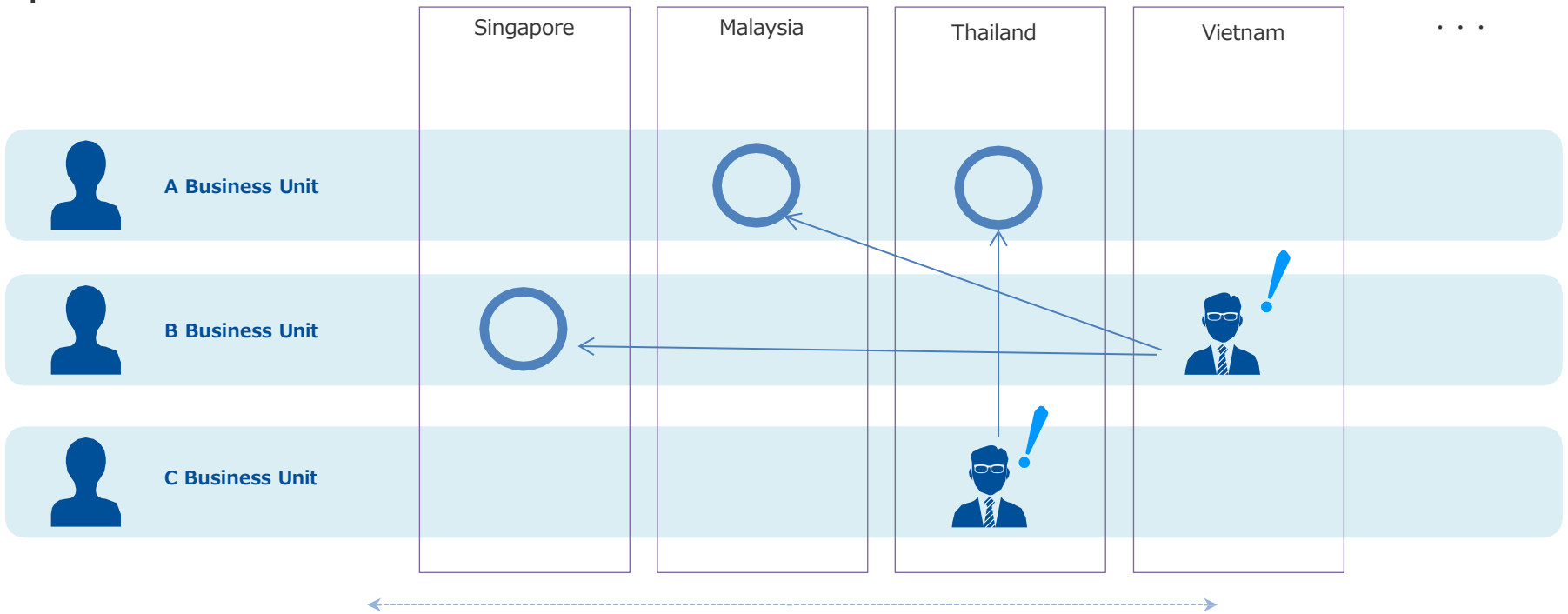


Our Value Proposition

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.



Sharing contacts across Countries & Business Units

Leverage on business data to develop tactical strategies

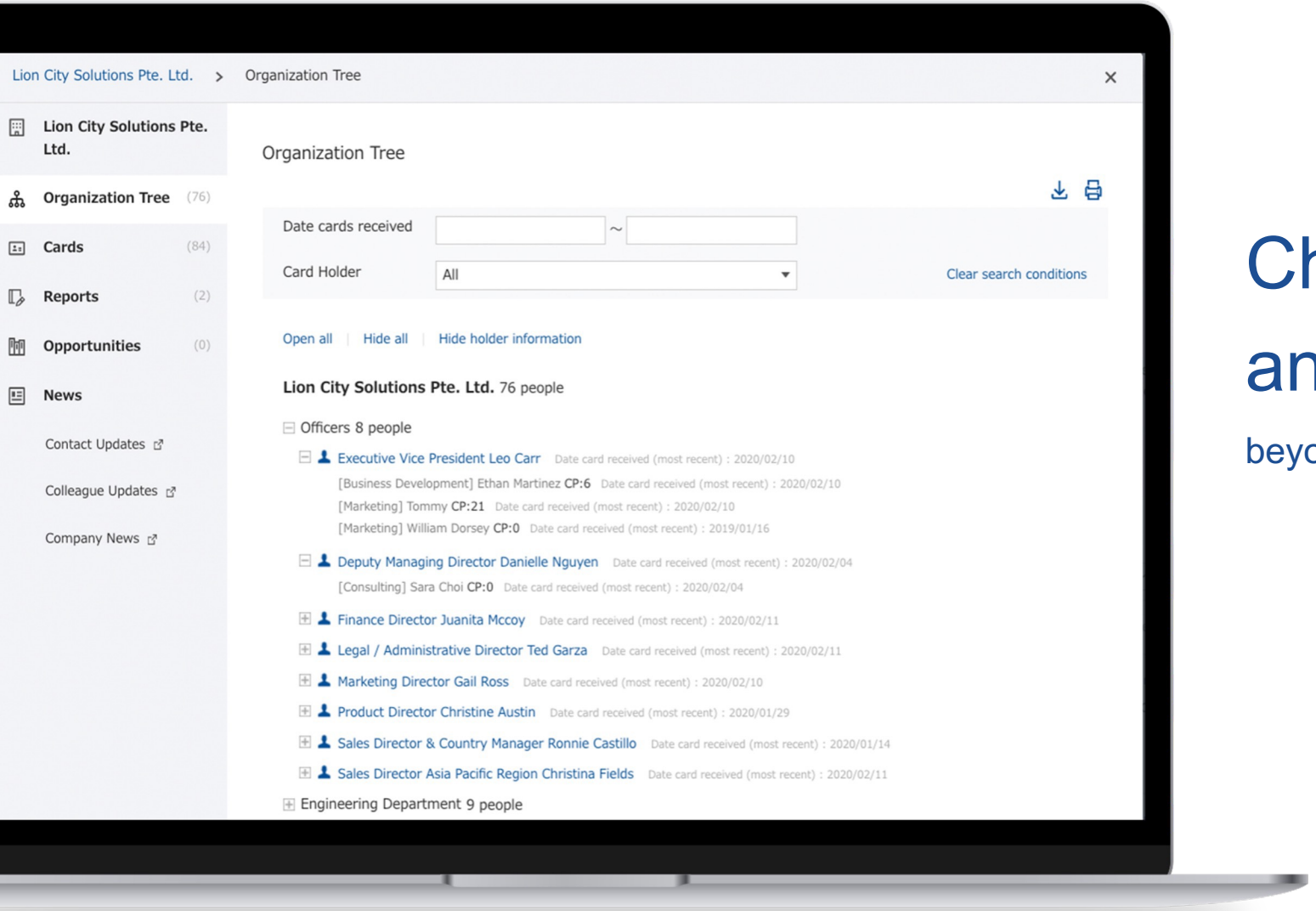
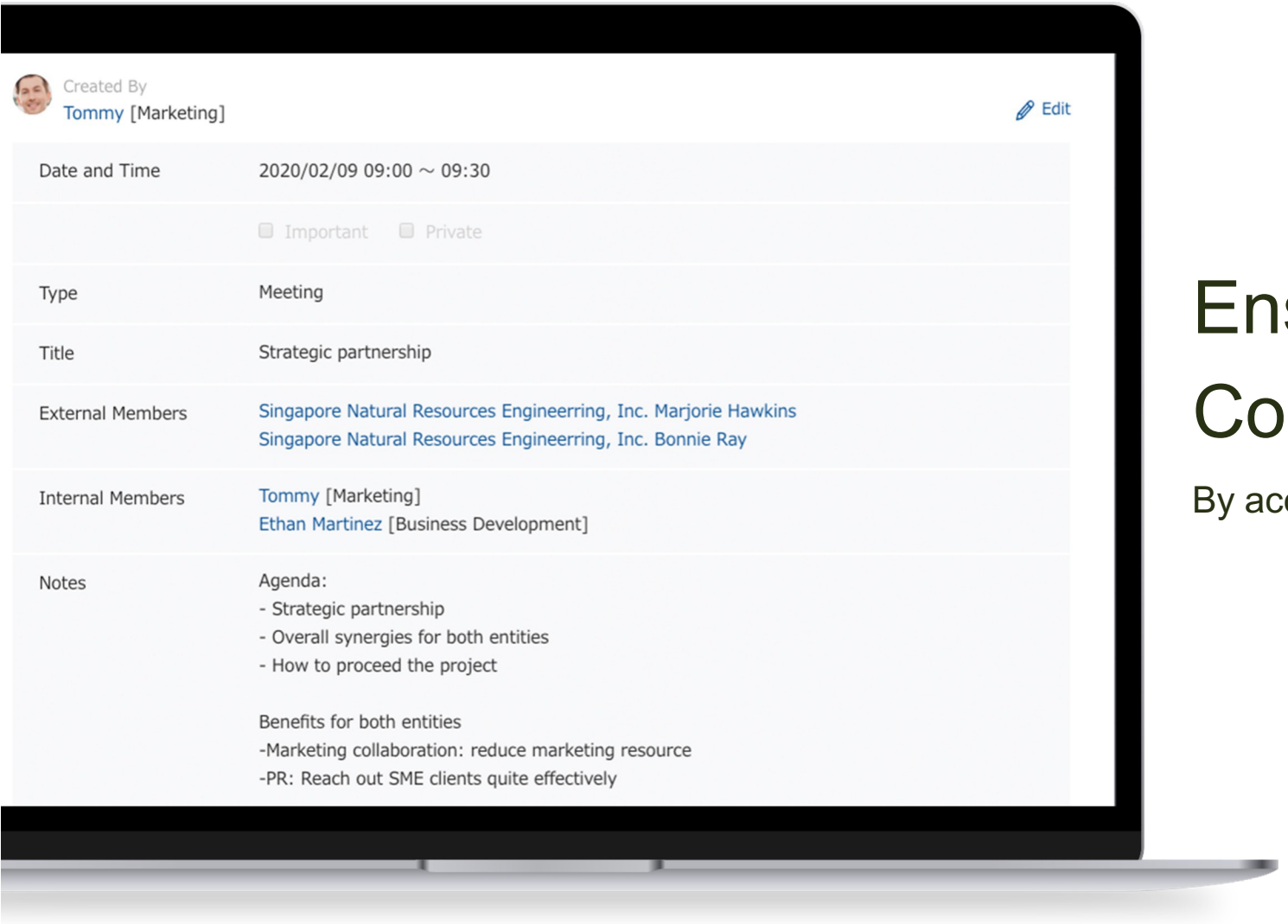


Chart strategic partnerships and collaboration

beyond the scope of direct business

Build and empower your team with Business Insights

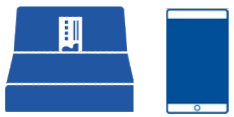


Ensure Contact Data Continuity

By accumulating business discussion insights

Unifying Business Contacts can be easy

Maximise the potential of your business contacts



Scan it with the Mobile App or Scanner App

Manual Input / CSV Upload

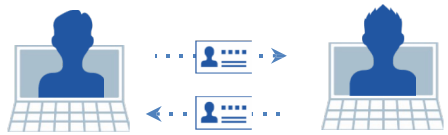
Digitisation of Physical Business Card

Virtual Card Exchange

sansan

Business Contact Data

Signatures from Email



Virtual Card Exchange

Contact Inbox

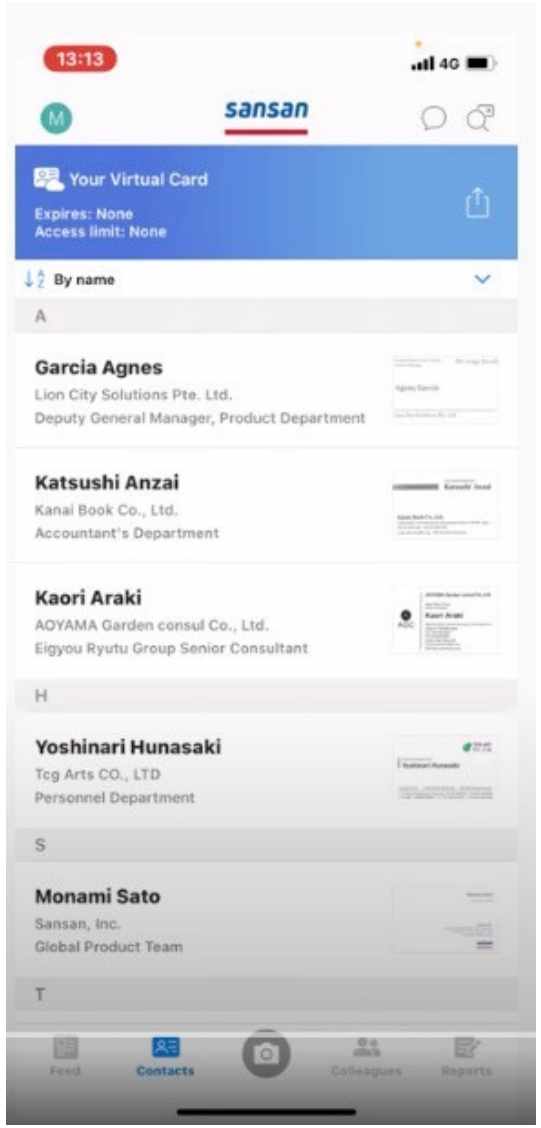
Add-Ons

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



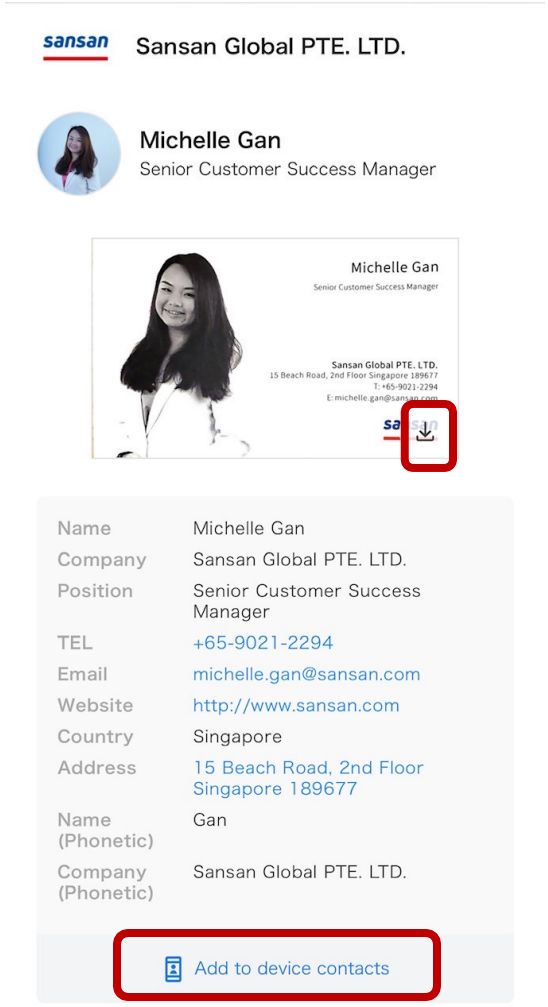
[Sansan Mobile App Scan]

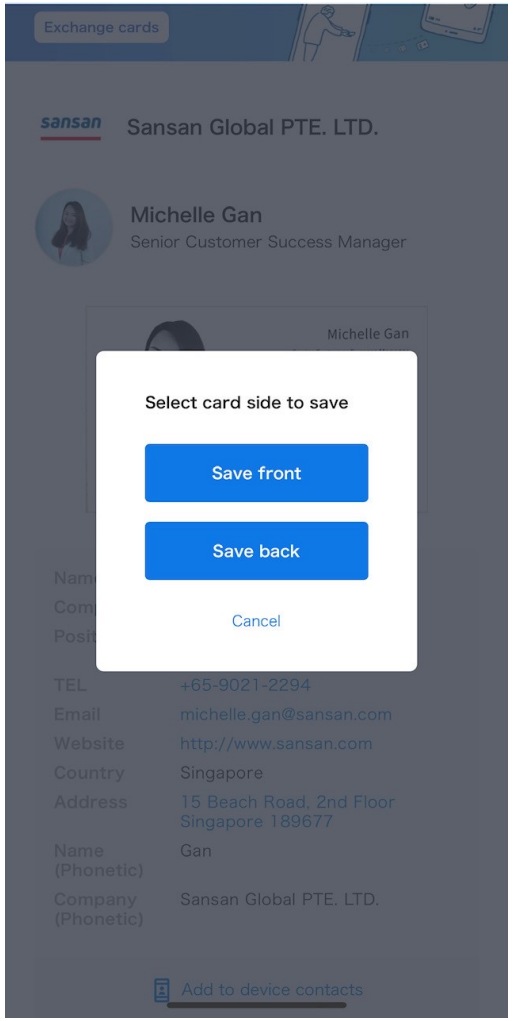
Virtual Business Cards

Scan this QR code to receive my card

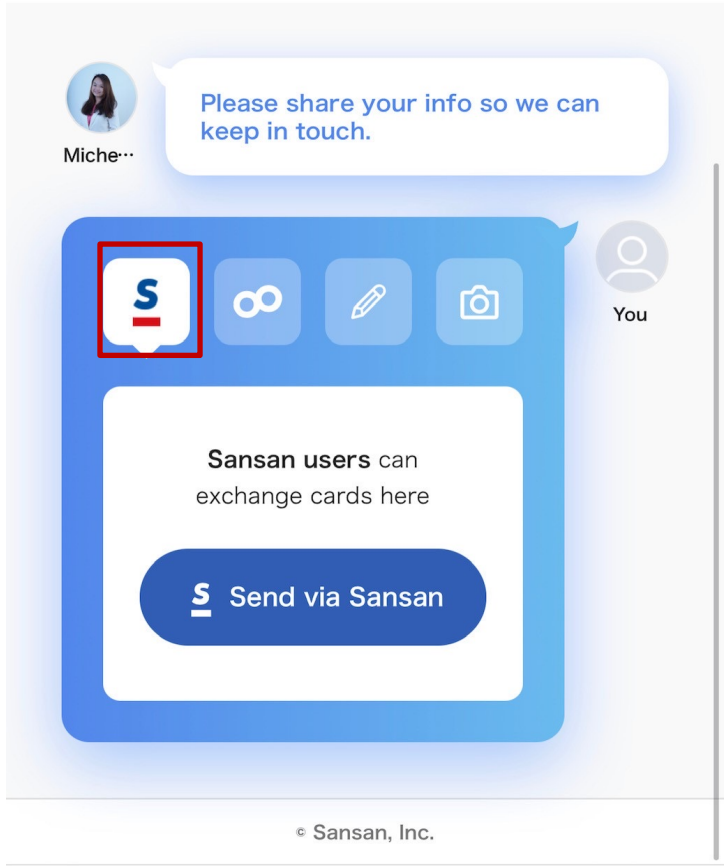
Michelle Gan
Senior Customer Success Manager

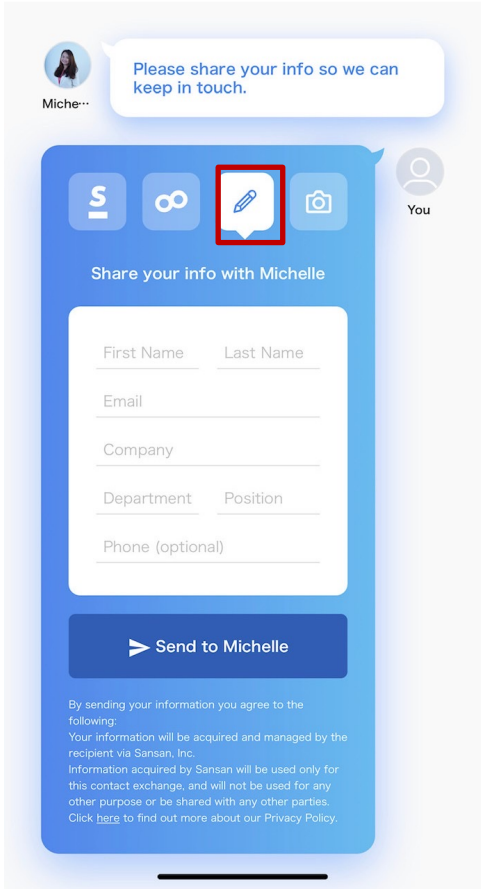
How non-Sansan user can receive your Virtual Business Card- Mobile (1/2)

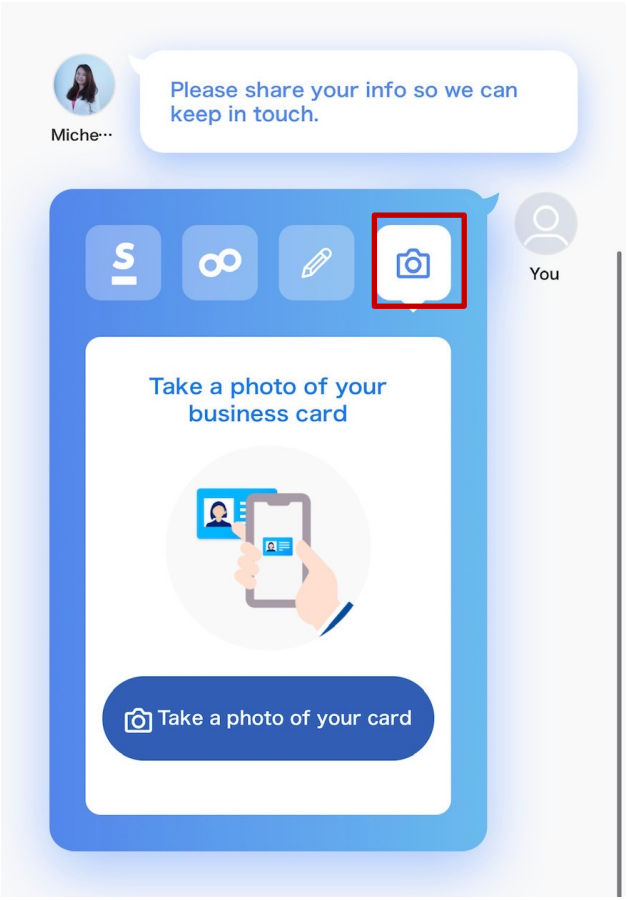




How non-Sansan user exchange business card with you (2/2)



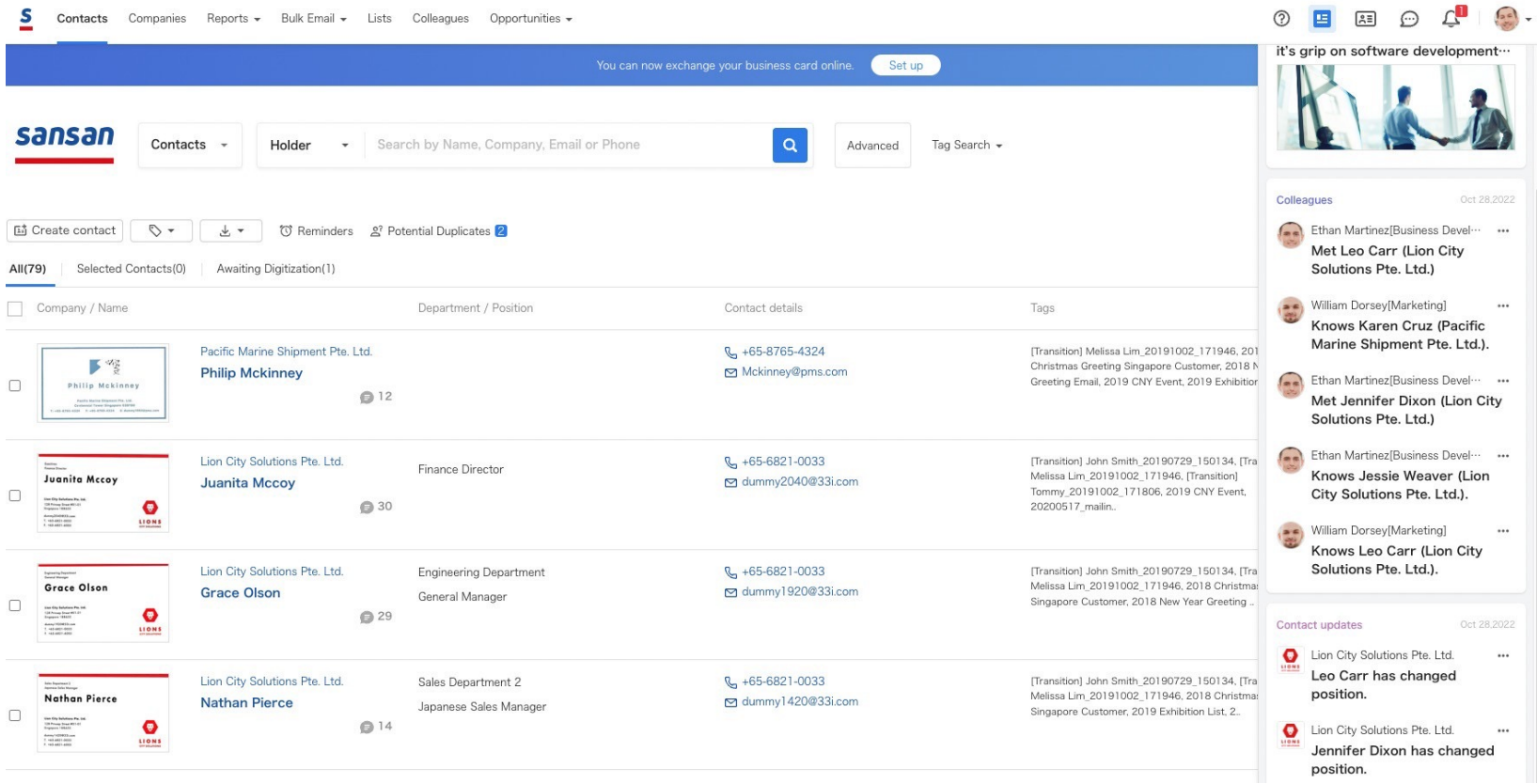




Features

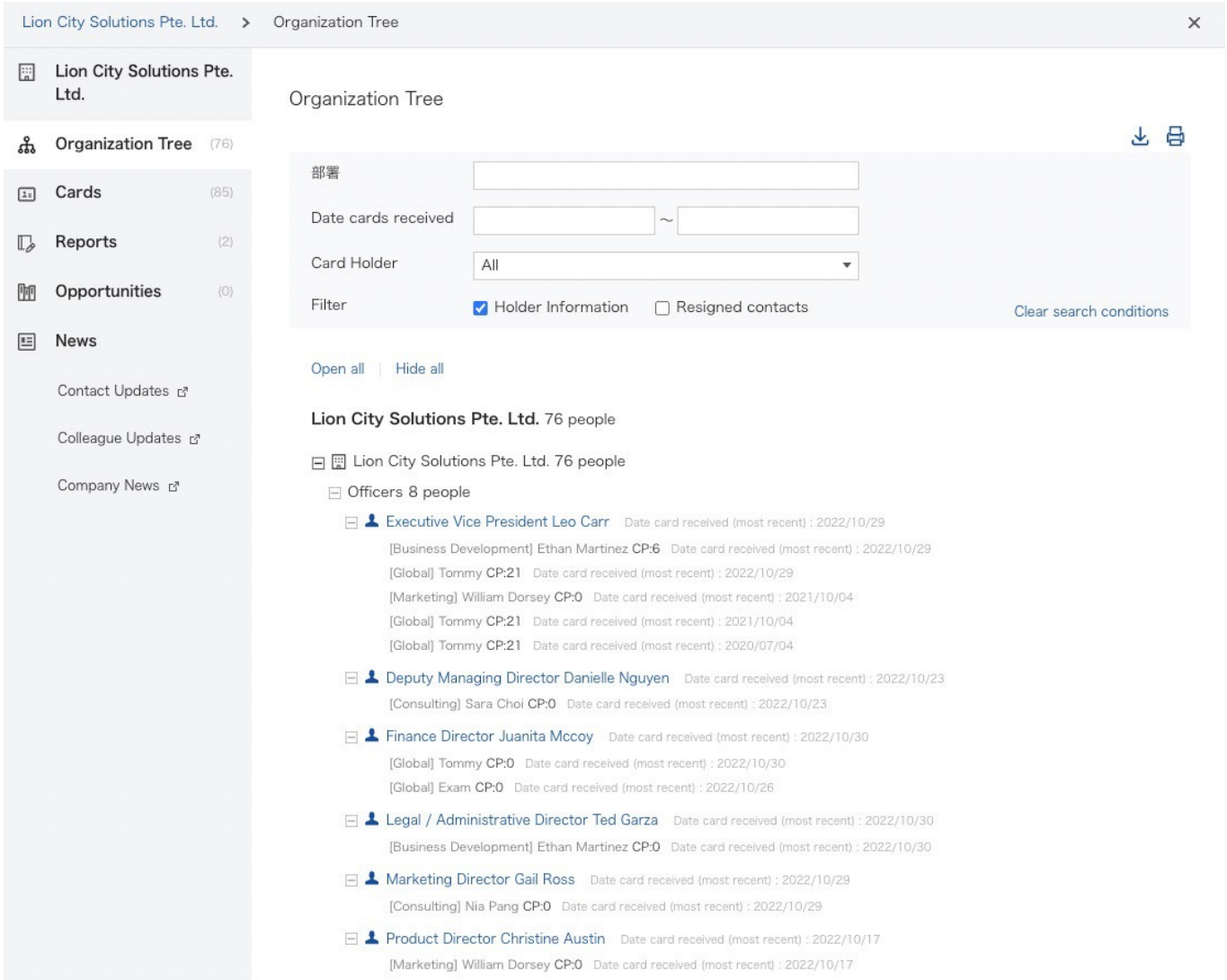
Business Contacts Management

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



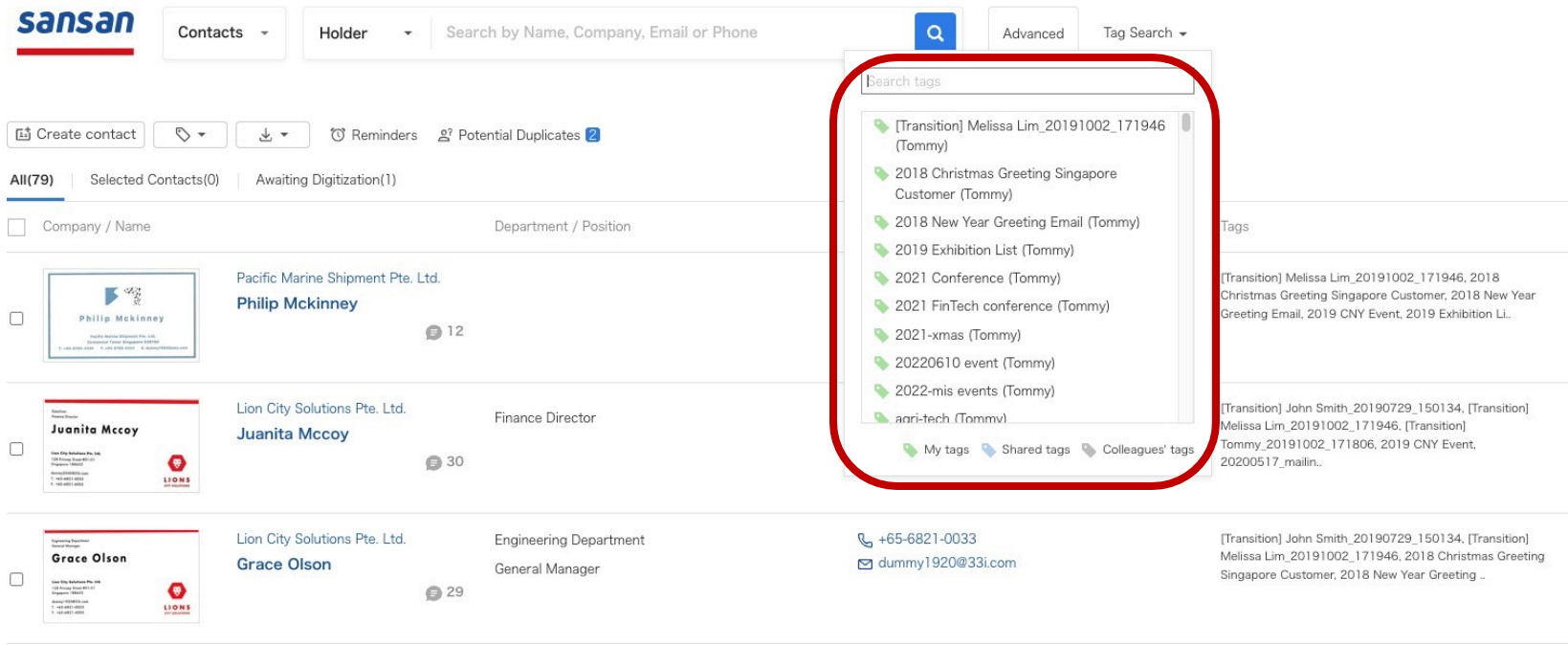
Organisation Tree

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.



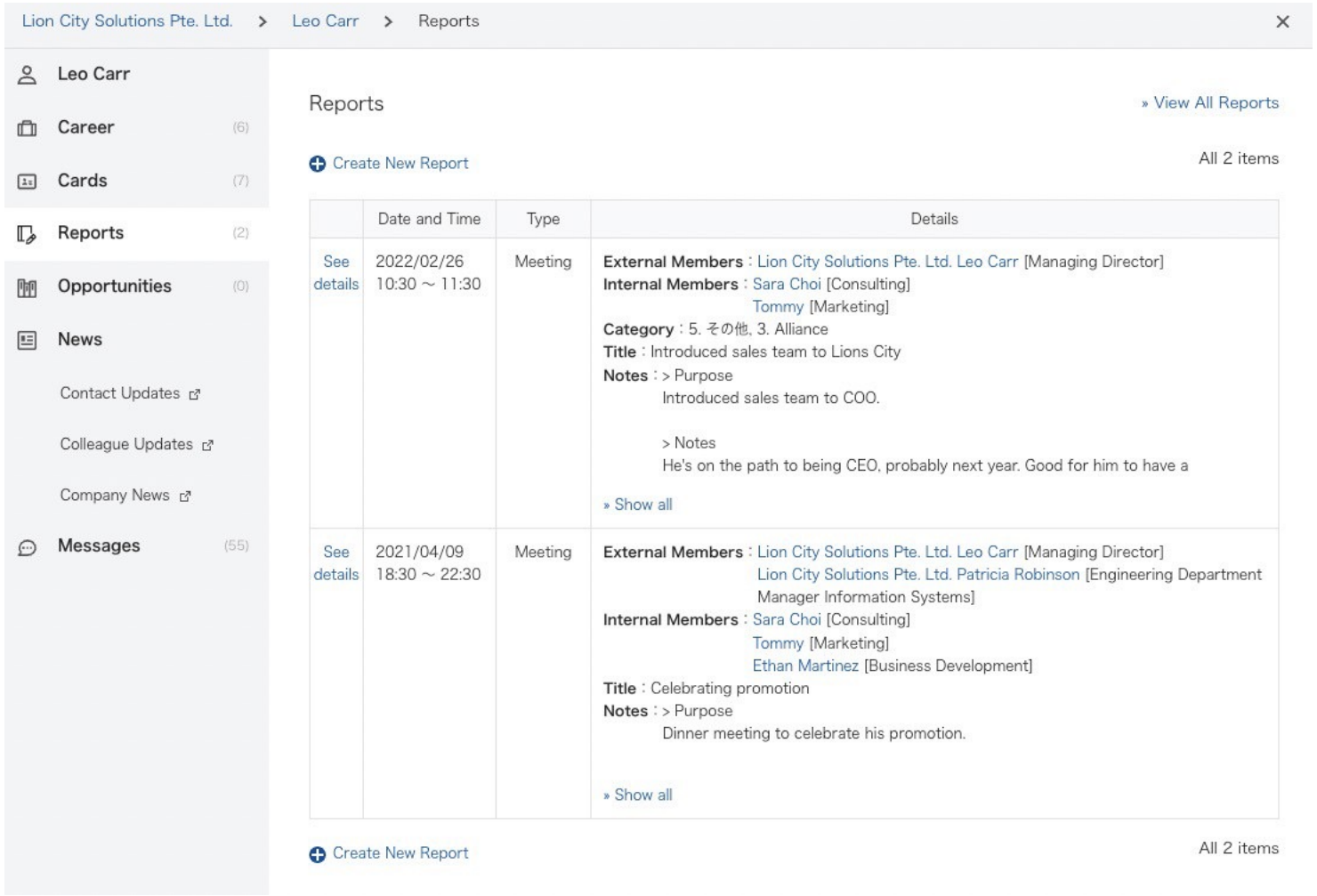
Tags

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



Reports

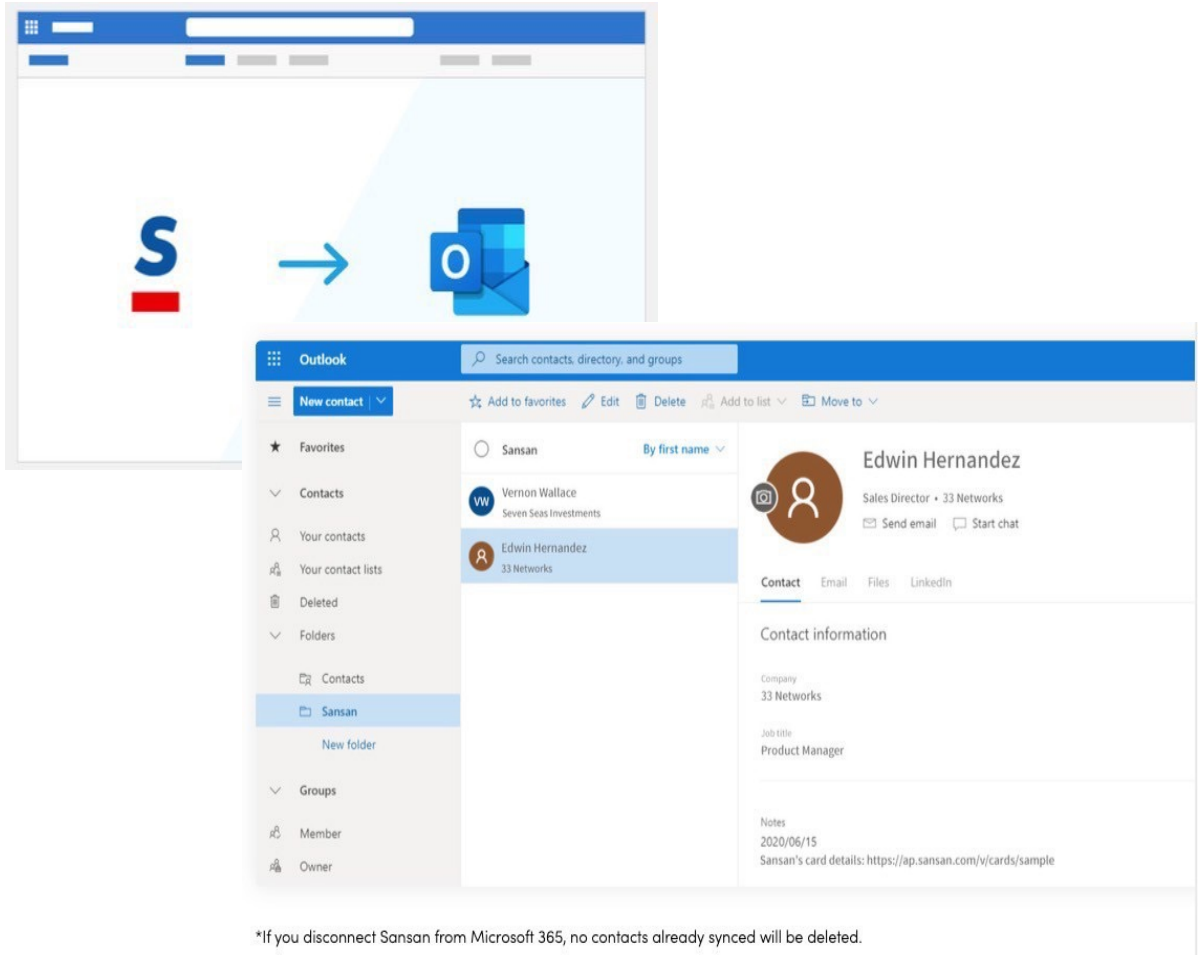
Manage business reports with the starting point of their business cards. This function is useful for managing visits, records of meetings and help recall the content of past conversations timely and accurately.



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.



*If you disconnect Sansan from Microsoft 365, no contacts already synced will be deleted.

Security Features

How can I keep my data secure?

Two-factor authentication

IP addressrestriction

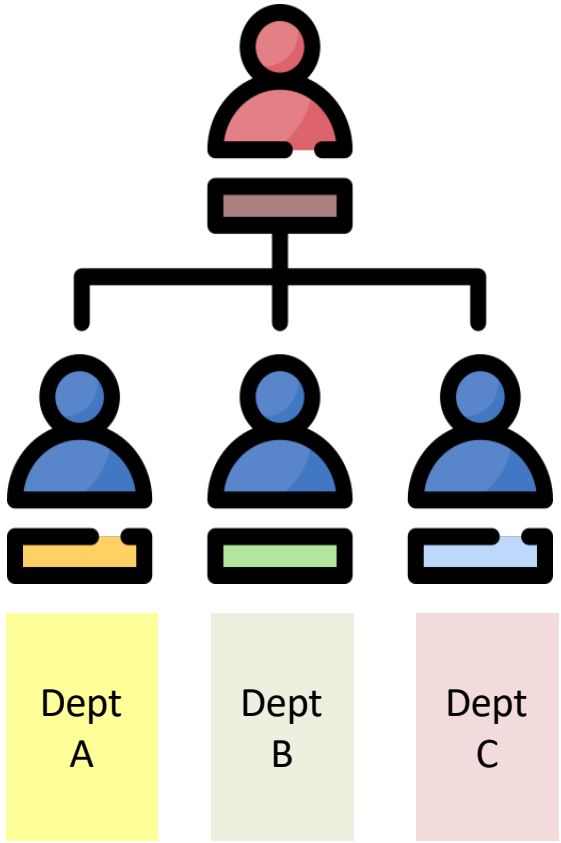
Cachelessmode

SAMLauthentication

Accesscontrol

Download usage log

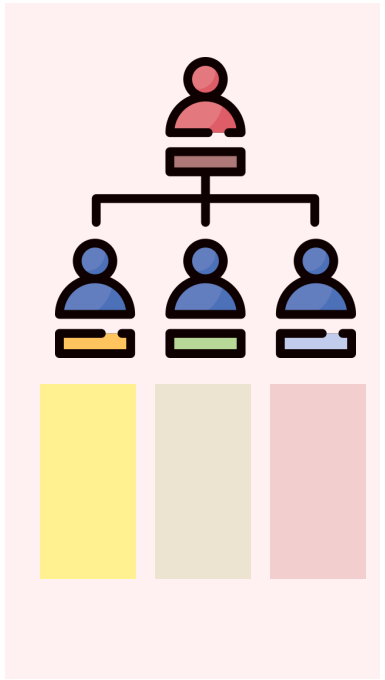
Access Privilege Settings

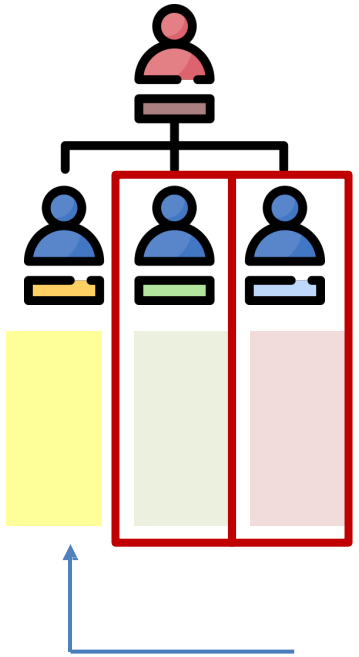


This function allows Admin users to control the accessibility towards business card information on a department basis.

Access Privillege 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.

Security Specialists

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

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.

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