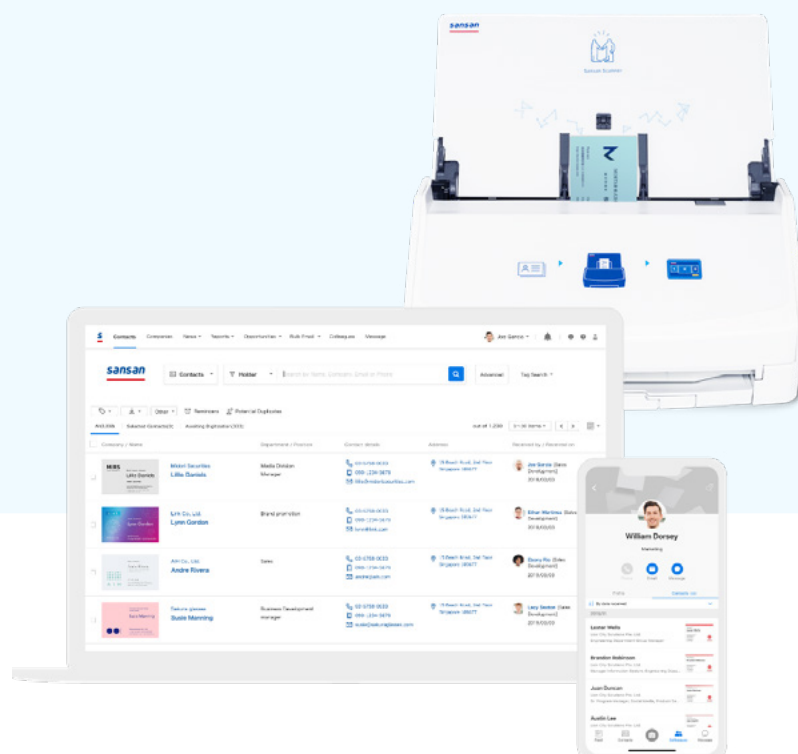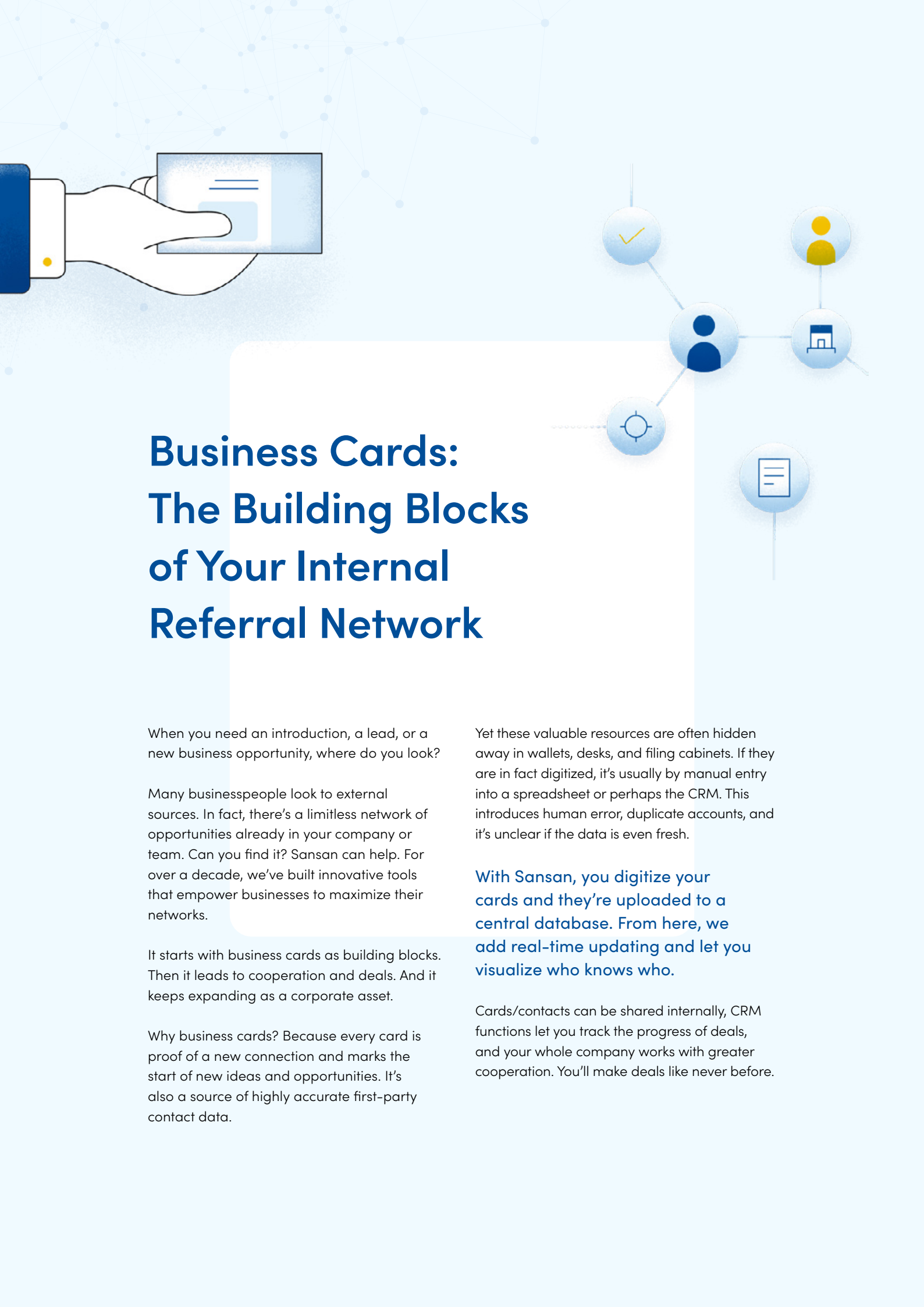# Uncover your hidden network. Find opportunities. Make deals.

Business card-based contact management for companies. Build your database. Leverage connections. Sell more.

Business Cards:
The Building Blocks
of Your Internal
Referral Network

When you need an introduction, a lead, or a new business opportunity, where do you look?

Many businesspeople look to external sources. In fact, there's a limitless network of opportunities already in your company or team. Can you find it? Sansan can help. For over a decade, we've built innovative tools that empower businesses to maximize their networks.

It starts with business cards as building blocks. Then it leads to cooperation and deals. And it keeps expanding as a corporate asset.

Why business cards? Because every card is proof of a new connection and marks the start of new ideas and opportunities. It's also a source of highly accurate first-party contact data.

Yet these valuable resources are often hidden away in wallets, desks, and filing cabinets. If they are in fact digitized, it's usually by manual entry into a spreadsheet or perhaps the CRM. This introduces human error, duplicate accounts, and it's unclear if the data is even fresh.

With Sansan, you digitize your cards and they're uploaded to a central database. From here, we add real-time updating and let you visualize who knows who.
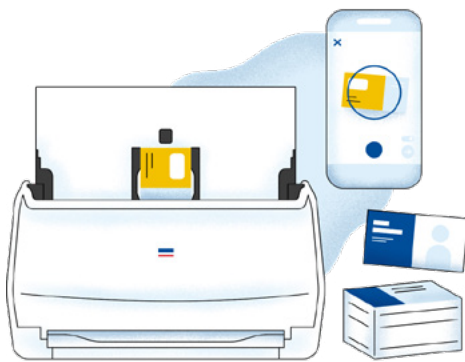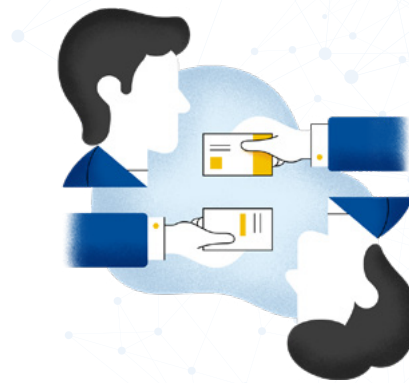
Cards/contacts can be shared internally, CRM functions let you track the progress of deals, and your whole company works with greater cooperation. You'll make deals like never before.

Reveal the Secret Referral Network in Your Business Cards

1 Make a business connection

You meet. You exchange business cards. Innovation starts here. Now build this relationship.

2 Scan with the Sansan Scanner

Scan and digitize this new encounter. Scan 50 cards at once, with 99.9% accuracy.

Or the Mobile App
Scan right when you meet someone. You can shoot 4 cards at once.

3 Build a shared contact database in your company

Scanned cards are rapidly processed and entered into your account. Now they're shareable assets.

Centralize Contacts, Get Internal Referrals

With the Sansan solution, users in your company upload contacts into a centralized cloud database. This starts with regular scanning of business cards.

Place the Sansan Scanner Set in a high-traffic area for in-office scanning, or use the Sansan Mobile App on the go.

Users can immediately capture contact information from all their business interactions. These are scanned at 99.9% accuracy, checked against existing data, and provide your company with a permanent resource.

- Fast scanning, with digitization by a combination of OCR (optical character recognition), AI, and manual confirmation by our team. This delivers 99.9% accuracy.

- Your company's contacts, accounts, and leads remain in your database. If an employee leaves, accounts can be passed on to a new team member.

- A complete feature set for organizing contact data, keeping all employees up to date and informed.

- A fully cloud-based SaaS. Accessible via Web App and Mobile App (iOS or Android).

- Bring together all contacts in your company and use them to pursue opportunities and make deals.

Put Your Network to Work

Sansan's many functions help you visualize who knows who and let you maximize the connections in your company.

Users can search contacts in the company and seek warm introductions from the contact owner. They can also track and coordinate sales approach efforts with a range of useful tools.

Your Sansan system administrator controls access and permissions. We provide high-level security and easy integration with third-party systems such as your CRM and MA tools.

- Searchable database to see who knows who, and to seek internal referrals.

- Control the access and sharing levels within your company

- Quick and convenient Mobile App with integrated calling and emailing. Scan new contacts and add notes, tags, and reports.

- Integrated HTML emailing. Save time preparing mailing lists. Send personalized and bulk emails to contacts, increasing both efficiency and response rate.

- Automated integration with Salesforce and other CRMs, as well as API functionality for seamless integration with other third-party software.

Sansan Virtual Cards

Quick online business card exchange with high-quality data.

Why?

- Online meetings on Zoom, Skype, etc.
- Networking chats
- Sales meetings
- Online events and parties
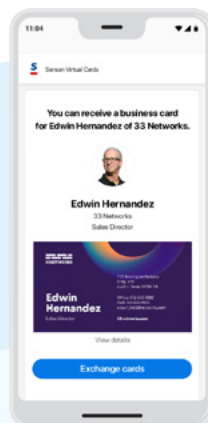- Vendor calls
- Meeting new colleagues

How?

Create your card in Sansan. Use a URL or QR code to exchange it with Sansan users and non-users.

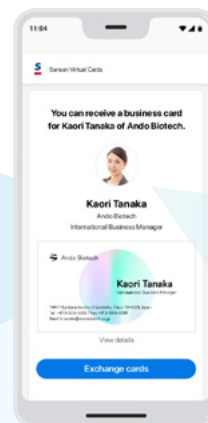Share links in the chat box in your web conference software (Zoom, etc.).

Sansan then launches a simple exchange screen.

Exchange cards even when working remotely.
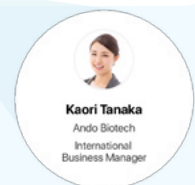
Business as usual, no matter where you are.

Exchange cards using a URL

Exchange photos, too

See who you're speaking with

Kaori Tanaka
Ando Biotech
International Business Manager

*Screen layout is still under development.
*Sansan users can exchange head shots

Why use Virtual Cards?

Swap Virtual Cards to break the ice

Online business meetings don't have to be so impersonal.

Exchange Virtual Cards and warm up your conversation using what you learn – their name, location, job title, and so on.

Get to know everyone, get permission to do business

You can figure out who's who from among everyone in a meeting. And get complete first-party data.

Use Virtual Cards to see:
- Who's the key person?
- Who's in charge?
- Who's the decision-maker?

Share your connections using accurate contact data

Online encounters are all business opportunities.

Get the highly accurate data only a business card can provide. Then use it and share it in Sansan to pursue opportunities.

Features

Digitize business cards

Build a complete database of your contacts and customers

Scan in business cards received by anyone in your company or team. These form an internal cloud-based directory accessible anytime, anywhere. Sansan scanning gives 99.9% accuracy and can auto-recognize 12 major languages.

Manage and share contacts

A corporate asset that opens up endless new business opportunities

Contacts become a corporate asset, rather than individually stored and hidden. Users can seek introductions and leads. Privacy settings allows levels of sharing suited to your company's needs.

Virtual Cards

Exchange business cards online to break the ice, just like in person

Virtual Cards give you the high-quality first-party data of a real card. Unlike social media or contact files, you give and receive full details. Use them to personalize your sales. Share them in Sansan with colleagues.

Mobile App

Scan new cards and access your database anytime, anywhere

Use iPhone (iOS) or Android to access to your Sansan database. Search for contacts and call or email straight from the app. New contacts can be scanned four at a time with your phone's camera.

Sansan Scanner Set

High-speed business card scanning in your office

Scan up to 55 cards/minute with this dedicated scanner and tablet. Place it centrally in your office to encourage regular scanning. Completely eliminate manual data entry of new contacts.

Internal messaging

Work cooperatively to give and receive leads, arrange deals

Send messages among colleagues to share notes on clients, updates, or attach a contact that might interest them.

Reports, tags, and notes

Append a contact's information and track the progress of deals

Add notes to contacts, categorize contacts using tags, and add detailed reports whenever someone is in touch with that contact. Then use this comprehensive profile to personalize sales and customer service.

Salesforce & API integration
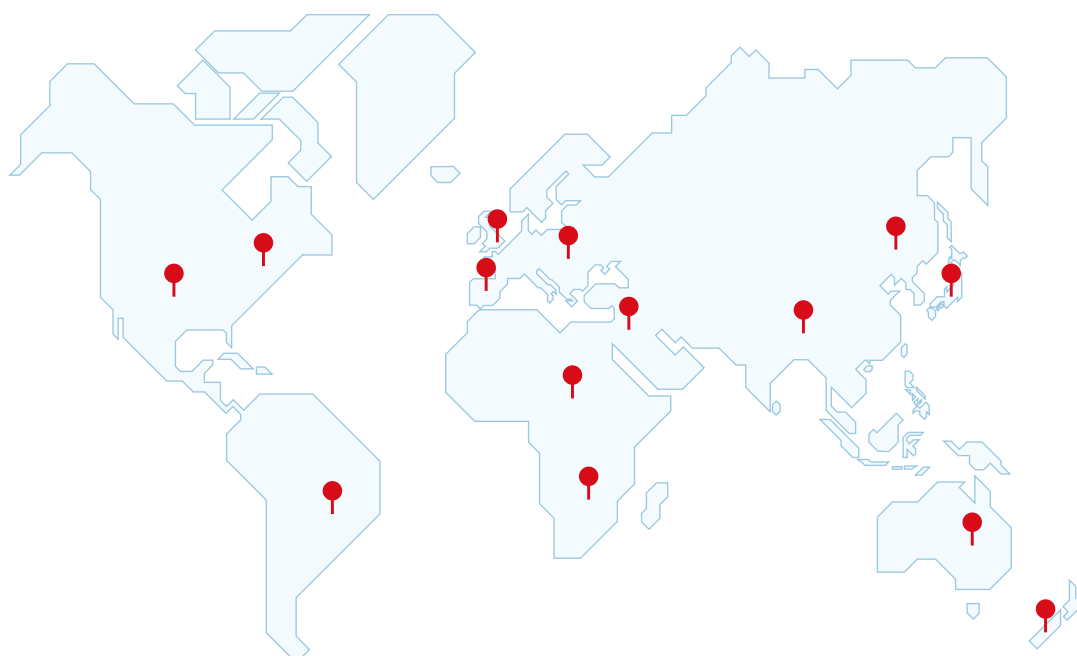
Enrich Salesforce and other CRM and MA data

Merge highly accurate Sansan data with data on Salesforce and other tools. Use the API for integration with other third-party CRMs, MA tools, etc.

Advanced search

Quickly find a key contact to start a new opportunity

Search for a specific contact or search by company. Find a key person and find who knows them. Then get in touch with the contact owner to start a new deal.

Since its founding in 2007, Sansan has been the leader of cloud-based contact management in Japan. With its Singapore office, it extends its reach to the rest of Asia and the world. Sansan now has over 10,000 customers worldwide.

Some of our customers

vertex SUPERSTEAM TAKENAKA Marubeni Asian Power Singapore DJK ITOKI

m.ch GCC FECO DBJ DBJ Americas NOMURA TRANSLINK CAPITAL S&K Brussels MOL

東京エレクトロン デバイス MITSUBISHI HEAVY INDUSTRIES ASIA PACIFIC 三菱地所 Polyplastics TNS AGC

OSSELNAJAYA DENSO MBK REAL ESTATE ASIA FUJI OIL ASIA PTE. LTD. Global Partners Consulting CityOG Gas Energy Service

Mazak Albirex NIIGATA-S AVNET Reach Further Hakuto Co.,Ltd. CTC Challenging Tomorrow's Changes K

Turn Encounters
into Innovation

sansan