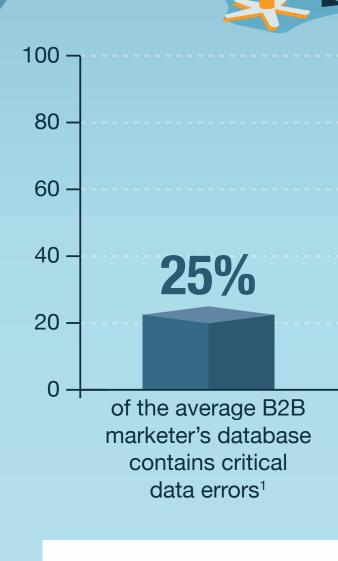
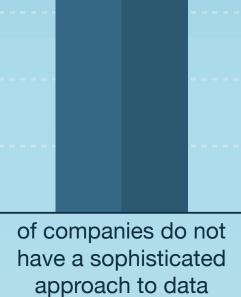


in Marketing Automation



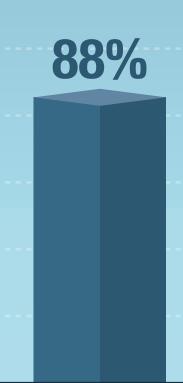
DATA QUALITY IS **NOT AN ACCIDENT** 





quality<sup>2</sup>

**74%** 



of records analyzed lack firmographic data<sup>3</sup>

36%



## 6 STEPS TO DATA QUALITY

Take on these comprehensive steps and you will be on your way.





**Systems Audit** 





data errors



**Implement email** alerts and reports



53%

of companies with central data management had a significant increase in profits<sup>2</sup>



Organizations that adopt data quality practices have nearly



more revenue<sup>1</sup>





