

From Names to *Networks*.

Somebody at your company already knows the person you're trying to reach. Nobody knows who. Meerkat does. It shows every warm path into the companies you want to reach, the colleague who can make the introduction, and how they know each other.

WHAT YOU GET ON DAY ONE

Your company mapped from its name alone. Nothing to send us to start.

625M

people in the graph

1.85B

connections, each backed by a dated record

5

kinds of connection: worked together, same board, recommended by name, same street, same household

15–25%

of prospects take a warm introduction, against about 2% who reply to a cold email

Companies manage every form of capital except one: who their people know. The team that can see its relationships, and asks for the right introduction, wins the next deal.

Mary Shea, PhD · Co-Founder & CGO · former Forrester Principal Analyst

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What's *inside*.

A short read on what changes when your company can see its own relationships.
Written for sales leaders, business development teams, and anyone who wins through introductions.

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Relationships are the most powerful force in business and in life. The intelligence to understand them has always been there, scattered and out of reach. Meerkat brings it together, so every company can see the relationships it already has and put them to work.

Ralph Schonenbach · Founder & CEO, Meerkat

AI flooded every inbox. *Nobody could see the warm path.*

Reply rates keep falling as AI writes more of the outreach. An introduction from someone the other person already trusts is the one thing an agent can't fake. But the warm path into most accounts is hidden, so teams keep sending cold email while the well-connected competitor gets introduced.

Companies audit financial capital every quarter and run a whole function for human capital. Relationship capital, who your people know, goes unmeasured, and it walks out the door when people leave.

Cold is saturated

Reply rates keep falling as agents write the outreach. About 2% reply to a cold email. An introduction is the one thing an agent can't fake.

LinkedIn can't help

A connection is not a relationship. For most people a big network is mostly strangers.

Your CRM can't help

It holds who somebody typed in, and nothing about who those people know.

Relationships have always been there, scattered and out of reach. Meerkat brings them together, so a company can see where its relationships are strong, where they are thin, and who to put to work.

Ralph Schonenbach · Founder & CEO, Meerkat

Five kinds of connection. *Every path shows its evidence.*

Every connection Meerkat shows comes from a dated record, so you can see why two people know each other before you ask for the introduction. Paths are ranked by strength, strongest first.

WORKED TOGETHER

Both at Deloitte, 2014 to 2018

Twenty years of dated employment history, matched to the person across name and role changes. The former colleague who now runs your target account.

SAME BOARD

Same board since 2019

Corporate boards, advisory councils and foundation boards, with dates. The shared board seat that turns a cold account into a warm introduction.

RECOMMENDED BY NAME

Written recommendation on file

Public profile recommendations, where one person has vouched for another by name. The strongest signal that an introduction will be welcome.

SAME STREET

Same street in Winnetka, eight years

Licensed deed and assessor records in the United States. The neighbor who can make the introduction.

SAME HOUSEHOLD

Same home address

Adults who currently share an address, from household and address records. Adults only, current residence. Meerkat does not map family structure.

STRENGTH YOU CAN SEE

Strongest first.

Every path carries a strength score and the record behind it, so you ask the right colleague and know what to say.

Public records and licensed data. Nothing scraped, nothing pooled. Nobody else offers careers, boards, deeds and households together.

One company's name. *A network behind it.*

This is a real map of a professional services firm we have never worked with, built entirely from Meerkat's own records. No data from the firm, no engagement, no NDA.

Who can get us in · the path to one account

THE REALITY

Your team wants a meeting with the CFO of Meridian Industrial. The CRM has her name and a bounced email. Three cold sequences have gone unanswered.

WITH MEERKAT

Meerkat shows that David Chen, CFO of Halstead Group and a board contact of your firm since 2019, has sat on the same CFO council as her for six years. You ask David for a short call, then the introduction.

→ Not what your CRM knows. What your people know.

THE PATH ABOVE IS ILLUSTRATIVE. THE FIGURES BELOW ARE FROM A REAL MAP.

A PROFESSIONAL SERVICES FIRM, MAPPED FROM ITS NAME ALONE

3,245

people at the firm today

75,988

alumni still mapped and still working

1.67M

people one introduction away

22.9M

within two

Answers where *you already work.*

Meerkat is not another dashboard for your team to learn. Ask who can introduce you in Claude, ChatGPT or Gemini, or see it alongside your CRM. No new app to open.

BEFORE MEERKAT		WITH MEERKAT
Target lists ranked by guesswork	→	Every account ranked by how warm you already are
Cold sequences with a reply rate near 2%	→	Warm introductions through a colleague
Relationships found by asking around	→	The strongest path, and the colleague who owns it
Coverage inside accounts is a guess	→	The divisions and levels where you already have a way in
Relationships leave when people leave	→	Alumni stay mapped
AI assistants see one record at a time	→	Ask Claude who can introduce you, and get the path back

AI ASSISTANTS

Claude · ChatGPT · Gemini

CRM

Salesforce · HubSpot

YOUR OWN DATA

Add your CRM export or contacts at no cost. They stay in your company's own workspace.

A sales leader asks Claude who can get the team into its top ten accounts. The answer comes back in a sentence, with the path, the colleague and the reason, not a research project.

Start with your company. *Then add your accounts.*

The fastest way to see what Meerkat does is to start with the relationships your company already has. We map your company from its name alone, before you send us anything.

STEP 01

We map your company.

From its name alone: your people, their careers, boards and neighborhoods, and everyone they can reach. No data from you, no NDA.

STEP 02

Add your accounts.

When you are ready, load your target accounts, CRM or contacts. Imports are free, and they make the map sharper.

STEP 03

Ask for the introduction.

See every warm path into the accounts you want, the colleague who can make each introduction, and how they know the person on the other side.

- One workspace per company. Nothing you load is visible to anyone else.
- Public records and licensed data. Nothing scraped, nothing pooled.
- Any individual can ask to be removed, and stays removed on every refresh.
- Plans for individuals, teams and whole companies.

FROM NAMES TO NETWORKS

See who can *open the door.*

Tell us the companies you want to reach, and we will show you who on your team can get you in.

info@trymeerkat.ai · trymeerkat.ai