

CASE STUDY: HEALTHCARE LEAD LIST BUILDING FOR ALGO DX

“Understanding patient journeys to build precise and high-quality healthcare prospect lists.”

www.tanleadsolutions.com



MARKET RESEARCH & TARGET AREA IDENTIFICATION



Objective

The goal of this project was to build a highly targeted and verified healthcare prospect list to support Algo Dx in strengthening its outreach and business development efforts.

We began by identifying the most relevant geographic regions for healthcare prospecting. The focus was on areas with strong healthcare infrastructure and high potential for partnerships.

After shortlisting the top-performing regions, we identified leading healthcare companies operating within those areas.

HOSPITAL & PROSPECT IDENTIFICATION

We conducted in-depth research to identify high-value hospitals suitable for list building.

[Learn More](#)



- ✓ Compiled a database of 300+ hospitals based on credibility, size, and relevance
- ✓ Identified key decision-makers within each organization, including senior management and department heads
- ✓ Filtered hospitals based on decision-making hierarchy and engagement potential
- ✓ Extracted professional LinkedIn profiles using Apollo and other data sources

DATA ENRICHMENT & CONTACT EXTRACTION

LinkedIn profiles were mapped for each prospect

Email addresses and phone numbers
were sourced using reliable data tools

Data was cleaned, structured, and
organized into a usable prospect database

Ensured all information was relevant
and aligned with client requirements

After identifying decision-makers, we enriched the dataset with verified contact details:



DATA VERIFICATION & QUALITY ASSURANCE

To ensure accuracy and deliverability, we performed a full validation process:

OUTCOME

The final deliverable was a well-structured, fully verified, and highly targeted healthcare prospect list. This enabled Algo Dx to approach decision-makers with confidence and improved the effectiveness of their outreach campaigns.

Cross-checked LinkedIn profiles for authenticity and activity

Removed invalid, duplicate, or outdated records

Final list was refined to ensure high-quality, engagement-ready leads



Verified email addresses using tools such as ZeroBounce, NeverBounce, and Debounce

THANK YOU FOR YOUR ATTENTION

“This section describes the end-to-end workflow of healthcare list building, including market segmentation, hospital identification, decision-maker extraction, data enrichment, and verification to create a high-quality prospect database for Algo Dx.”

 '8003379743

 www.tanleadsolutions.com

