

# Information with added value

Relevant information helps you to achieve your goal faster.





## Compass Group Facts & Figures

**18 million**  
Sales in EUR (2017)

**70**  
Staff members

**> 100,000,000**  
Database enquiries per year

## Your benefit is our goal

For the Compass Group, innovation is a matter of tradition.

Up-to-date information on customers, business partners or competitors is an essential part of successful business strategies. With its wide range of electronic information services, the Compass Group is your reliable partner for data research, analysis and selection! About 100 million enquiries per year and tens of thousands of active users each day are proof to us that it is important to continuously improve our service range.

Originally founded more than 150 years ago as a publishing house producing address registers, the story of success of Compass began with the provision of company and business information to Austrian companies. Already in the early 1980s, we started to make online databases available, in addition to the printed version – and by the mid-1990s, with the advent of the Internet, the number of online users exceeded the number of book users.

In 2003, we finally ceased to print books at all, and ever since, we have been continuously working on expanding and optimising our online services. Meanwhile, we have significantly increased our product range: in addition to company information, we also provide marketing addresses, domain services and online portals, for instance on the economic history of Europe. Our activities are still based on the same motto: Compass is synonymous with quality and transparency.



  
Nikolaus Futter  
Managing Director

  
Hermann Futter  
Managing Director

# Advantage through knowledge

Whether it comes to acquiring new customers, dealing with orders and investments or handling contract matters – you will surely benefit from our services.

## Company information

Reliable details on Austrian companies.

Our online services provide you with direct access to the Compass database and hence to more than 460,000 Austrian companies and 900,000 individuals. The data, which are updated on a daily basis, are based on entries in the Business Register and supplemented with well-researched content provided by our editorial team. Thousands of users make daily use of our services – you, too, can benefit from our wide range of products:

### Business Compass

The integral solution with in-depth information including balance sheets and income statements. In addition: relations between companies and individuals as well as the representation of owners and participations in clearly structured organisational charts.

### Monitoring

You will be immediately notified by e-mail about any changes.

### Compass Realtime

Current business information directly into your ERP/CRM system.

### Compass Benchmark

Mark and probability of default to ensure even better insights.

## Business & Land Register

Direct access to official excerpts.

Our subsidiary HF Data, the largest Austrian clearing office, provides access to the databases of the Republic of Austria. Whether company or private individual – via our web service [www.firmenbuchgrundbuch.at](http://www.firmenbuchgrundbuch.at) you can retrieve and immediately download official excerpts from the Business Register, the Land Register and the Trade Register (GISA).

### [easy.firmenbuchgrundbuch.at](http://easy.firmenbuchgrundbuch.at)

Without registration – ideal for one-time enquiries.

### [account.firmenbuchgrundbuch.at](http://account.firmenbuchgrundbuch.at)

With registration – for several enquiries per year: Business Register, Land Register, Trade Register (GISA), Central Register of Residence Registrations (for specific professions).



## Marketing addresses

The fastest way to identify your target group.

Identify your target group for analyses of potential or marketing campaigns plus the relevant contact persons. Qualified addresses are the basis of your success. Your benefit: current information on all Austrian companies from the Business Register combined with well-researched in-depth information about Austria's top 14,000 companies. Monthly updates ensure optimum data quality. We will also be happy to assist you with customised individual selections.

### CMDcomplete

Up-to-the-minute: the integral solution for high demands with more than 65 selection criteria and immediate download of addresses.

### Selection

Reasonably priced and fast: selection of addresses with up to 27 criteria and download in standard formats (.xls, .csv etc.).

## Online Portals

Search, find and be found.

In addition to our B2B platform [firmeninfo.at](http://firmeninfo.at), we make the economic history of Europe come alive at [www.zedhia.at](http://www.zedhia.at). On 1.1 million pages, nearly all historic company data for the period from 1868 to 2003 are available. Our portals [auskunft.at](http://auskunft.at), [plan.at](http://plan.at) and [apo24.at](http://apo24.at) are coveted sources of information and especially interesting for advertisers. Search, find and be found – push yourself to the fore on our portals!

### firmeninfo.at

Austria's latest company data in the Web. Use the "Profiler" to call up reliable information, address data and in-depth details about suppliers, customers, competitors and other business partners quickly and easily.





## domainworx

We live domains.

Our subsidiary domainworx provides our customers with extensive know-how about domains. Whether you want to operate your own Top Level Domain (TLD) or obtain certification as a registrar: our services range from individual consulting services and operation down to planning marketing and sales activities.

### netzadresse.at – your favourite domain with just one click

As ICANN-accredited Registrar (2013RAA) a special focus is on selling new TLDs like .WIEN, .TIROL, .SKI or .BIO. To use the full power of digital communication netzadresse.at offers the registration and administration of more than 100 domain suffixes, moreover e-mail-packages, various hosting services and a powerful “Do-it-Yourself” homepage designer with a large number of design templates and a huge free-of-charge picture and icon library.

## Overview of the company's history

### 1867 – Foundation of the Compass-Verlag

The Compass-Verlag (publishing house) was established by Gustav von Leonhardt (General Secretary of the Austrian-Hungarian Bank)



### 1868 – First volume of Compass

Publication of the first Compass volume for trade, commerce and industry in Austria

### 1910 – The Rudolf Hanel era

The “Compass” brand name was registered in the name of Rudolf Hanel, whose family owned and ran the publishing house until 1977

### 1945 – Restitution proceedings

The Compass volumes were recognised as authentic documents by the courts



### 1977 – The Futter family

The publishing house owned by the Hanel family was taken over by Werner Futter



### 1983 – CMD and BTX

Introduction of interactive video-text, and setup of Austria's first Commercial Register database

### 1995 – Internet

Austria's first commercial internet database went online, from which today's most important product, the Firmen Compass, has evolved.

### 2002 – firmenbuchgrundbuch.at

Start of activities as clearing centre for the Republic of Austria

### 2003 – Farewell, printed address register!

The last Compass in book form was published.

### 2008 – Compass Realtime

Data provision in real time helps our customers to optimise their business processes



150 JAHRE  
COMPASS-VERLAG

Today

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### Business & Land Register

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### Marketing addresses

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### Online portals

Search, find  
and be found



### Domain service

Your favourite domain  
is just one click away



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