



PRESS RELEASE

For Immediate Release

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ISN Expands Its Customer Outreach Globally

More than 900 Contractor Engagement Meetings Completed by ISN in 2012

DALLAS (November 12, 2012) — ISN announced today the completion of more than 900 contractor meetings year-to-date in 2012. These meetings were held worldwide in the United States, Canada, the United Kingdom, France, Australia, the Netherlands, Norway and the Middle East, attracting more than 6,800 attendees.

“Strong contractor relationships are integral to ISN’s business principals,” said Joseph Eastin, President, ISN. “We thank the Owner Clients and contractors who have hosted and attended these meetings.”

ISN Users Group Meetings (UGM) provide an overview of ISNworld, demonstrate existing functionality and allow customers to provide feedback on topics discussed. UGMs offer contractors additional opportunities to learn about the different marketing opportunities available through ISNworld. These meetings also serve as an opportunity for contractors to meet current and prospective Owner Clients. ISN Help Desks and Conformance Help Desks offer subscribers one-on-one, in person account assistance with an ISN representative. To date, ISN has held more than 220 of these meetings.

“Help Desks, Conformance Help Desks and Users Group Meetings provide a better understanding of ISNworld by exploring diverse perspectives,” said Bernard E. Johnson Jr., President, BJ Inspections, Inc. “At one such meeting, we encountered the opportunity to personally thank a representative for her commitment to helping our staff during our initial learning curve.”

Throughout 2012, one-on-one contractor meetings have remained a key focus for ISN. These meetings are designed to build relationships with ISN’s customers by learning about their operations, further understanding how their Owner Client’s requirements impact their company. ISN has held 700 one-on-one contractor meetings this year.

The [ISN Annual Users Conference](#) (AUC) brings together Owner Clients, contractors and suppliers from around the globe with opportunities to hear best practices from industry leaders. The 2013 ISN Annual Users Conference will be held April 11-12 in Dallas, TX. ISN has also hosted eight Regional Workshops across Canada this year, offering contractors the opportunity to hear from ISN Owner Clients and industry representatives, to learn about functionality enhancements and to attend Help Desks.

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“ISN meetings allow us to meet face-to-face with the companies we serve every day,” said Lindsey Chase, Senior Team Lead, ISN Contractor Development Team. “The feedback we receive from these meetings is invaluable in helping make our website a more effective product for our customers.”

[Click here](#) to learn more about upcoming ISN meetings.

About ISN

ISN provides an online contractor management database, ISNworld, which is designed to meet internal and governmental record keeping and compliance requirements. ISN collects health and safety, procurement, quality and regulatory information for more than 44,000 contractors and 265 Owner Clients. ISN’s subject matter experts review and verify this information to assess the accuracy, relevance and timeliness of the data. Connecting Owner Clients with safe, reliable and sustainable contractors and suppliers around the globe allows these organizations to use ISN as an integral part of their management systems. For more information, visit www.isn.com.

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