

# Database Guide

## Kompass

**Kompass is a key source for identifying suppliers of products and services in 70 countries**

### Summary

- Key database for sourcing manufacturers and suppliers of specific products
- Can be used for finding suppliers or manufacturers of components or ingredients
- Can also be used for identifying possible competitors

### Strengths

- Very detailed categories – over 300,000 product and service codes – many more than covered by SIC codes or similar classifications
- Information is gathered by contact with and detailed reporting by the company rather than official records
- Has very good coverage of manufacturing industries and technical products
- Covers distributors, wholesalers, importers and exporters
- Searches can be made of over 60 countries and regions
- Trade names can also be searched

### Weaknesses

- Records do not contain detailed financial data on companies
- Coverage of retailing is not as extensive as other sectors

### Alternatives

- Printed directories including the printed versions of Kompass
- Other databases such as **FAME**, **AMADEUS** and Onesource allow searching by SIC code and verbal description though not in as much detail as Kompass

### Printing / Downloading

- Data cannot be downloaded
- Up to 250 company contact details may be printed