



ZoomInfo Expands Global Operations in London

January 19, 2022

Names Tech Policy Expert Simon McDougall as ZoomInfo's First Chief Compliance Officer to Build on the Company's Worldwide Privacy and Data Protection Leadership Position

VANCOUVER, Wash.--(BUSINESS WIRE)--Jan. 19, 2022-- [ZoomInfo](#) (NASDAQ: ZI), a global leader in modern go-to-market software, data, and intelligence, today announced it has expanded its global operations in London and named Simon McDougall as its first Chief Compliance Officer.

ZoomInfo plans to relocate some of its senior executives to London in 2022 and is [actively hiring](#) for U.K. roles to expand sales and service capabilities locally and regionally. With a foothold in one of the world's marquee centers of commerce, this development is instrumental to ZoomInfo's continued growth in the U.K. and mainland Europe.

"In Q3 2021, the international business at ZoomInfo grew over 80% year over year while our investment in our data assets outside of North America also nearly doubled throughout the year. We're now in an even better position to build on our momentum there," said ZoomInfo Founder and CEO Henry Schuck. "We're thrilled to welcome Simon as we continue to advance our leadership position in compliance and privacy, and we look forward to further expanding our team locally."

With more than two decades of international experience in data privacy, London-based McDougall will oversee ZoomInfo's compliance function. Most recently, he was Deputy Commissioner for the Information Commissioner's Office (ICO), the U.K.'s independent authority that upholds information rights and promotes openness by public bodies and data privacy for individuals. At the ICO, he established new technology policy and innovation functions, directed work in areas such as artificial intelligence, adtech, and competition, and led its response to data usage in the U.K. to address the COVID-19 pandemic.

McDougall will advance one of ZoomInfo's core missions of providing transparency about how it collects and uses its professional contact data and upholds individuals' rights to privacy. McDougall will advise on best practices for ZoomInfo and its customers to remain at the forefront of privacy, building trust in how data is used and supporting compliance with the evolving range of privacy regulation around the world, including the GDPR in Europe.

"ZoomInfo is a leader in data privacy, compliance, and security. Transparency and control are at the core of our data operations," said McDougall. "As ZoomInfo continues to expand in the U.K. and in Europe, we'll help customers navigate complex data rules and regulations, so they can act responsibly in growing their businesses."

Previously, McDougall built privacy consulting practices at Promontory, an IBM company, and Deloitte, working with clients from a range of sectors in Europe, the U.S., and Asia, and served on the Board of the International Association of Privacy Professionals. He is qualified as a Chartered Accountant and is a graduate, with honors, from Somerville College at the University of Oxford.

McDougall will host a webinar to discuss GDPR and compliance strategy on Thursday, Feb. 3, at 11 a.m. GMT. To register, please visit [the webinar registration page](#).

About ZoomInfo

ZoomInfo (NASDAQ: ZI) is a leader in modern go-to-market software, data, and intelligence for more than 25,000 companies worldwide. The ZoomInfo platform empowers business-to-business sales, marketing, and recruiting professionals to hit their number by pairing best-in-class technology with [unrivaled data coverage](#), accuracy, and depth of company and contact information. With [integrations](#) embedded into workflows and technology stacks, including the leading CRM, [Sales Engagement](#), Marketing Automation, and Talent Management applications, ZoomInfo drives more predictable, accelerated, and sustainable growth for its customers. ZoomInfo emphasizes [GDPR and CCPA compliance](#). In addition to creating the industry's first proactive notice program, the company is a registered data broker with the states of California and Vermont. Read about ZoomInfo's commitment to [compliance, privacy, and security](#). For more information about our leading go-to-market software, data, and intelligence, and how they help sales, marketing, and recruiting professionals, please visit [www.zoominfo.com](#).

Forward-Looking Statements

This press release contains "forward-looking statements" within the meaning of the federal securities laws. Forward-looking statements include all statements that are not historical facts. In some cases, you can identify these forward-looking statements by the use of words such as "anticipate," "believe," "can," "continue," "could," "estimate," "expect," "forecast," "goal," "intend," "may," "might," "objective," "outlook," "plan," "potential," "predict," "projection," "seek," "should," "target," "trend," "will," "would" or the negative version of these words or other comparable words. These forward-looking statements include, but are not limited to, any statements regarding ZoomInfo's plans for growth and the expansion of its total-addressable-market. Such forward-looking statements are subject to various risks, uncertainties, assumptions, or changes in circumstances that are difficult to predict or quantify. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. These factors include but are not limited to those described under "Risk Factors" in ZoomInfo's most recent Annual Report on Form 10-K or subsequent filings with the Securities and Exchange Commission ("SEC"). Such factors may be updated from time to time in ZoomInfo's periodic filings with the SEC, which are accessible on the SEC's website at [www.sec.gov](#). These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that include such filings. ZoomInfo undertakes no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise, except as required by law.

View source version on [businesswire.com](https://www.businesswire.com/news/home/20220119005461/en/): <https://www.businesswire.com/news/home/20220119005461/en/>

Media Contact

Steve Vittorioso
Director, Communications
978-875-1297
pr@zoominfo.com

Investor Contact

Jeremiah Sisitsky
VP, Investor Relations
617-826-2068
ir@zoominfo.com

Source: ZoomInfo