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Taming the Data Jungle for Sales and Recruitment Success

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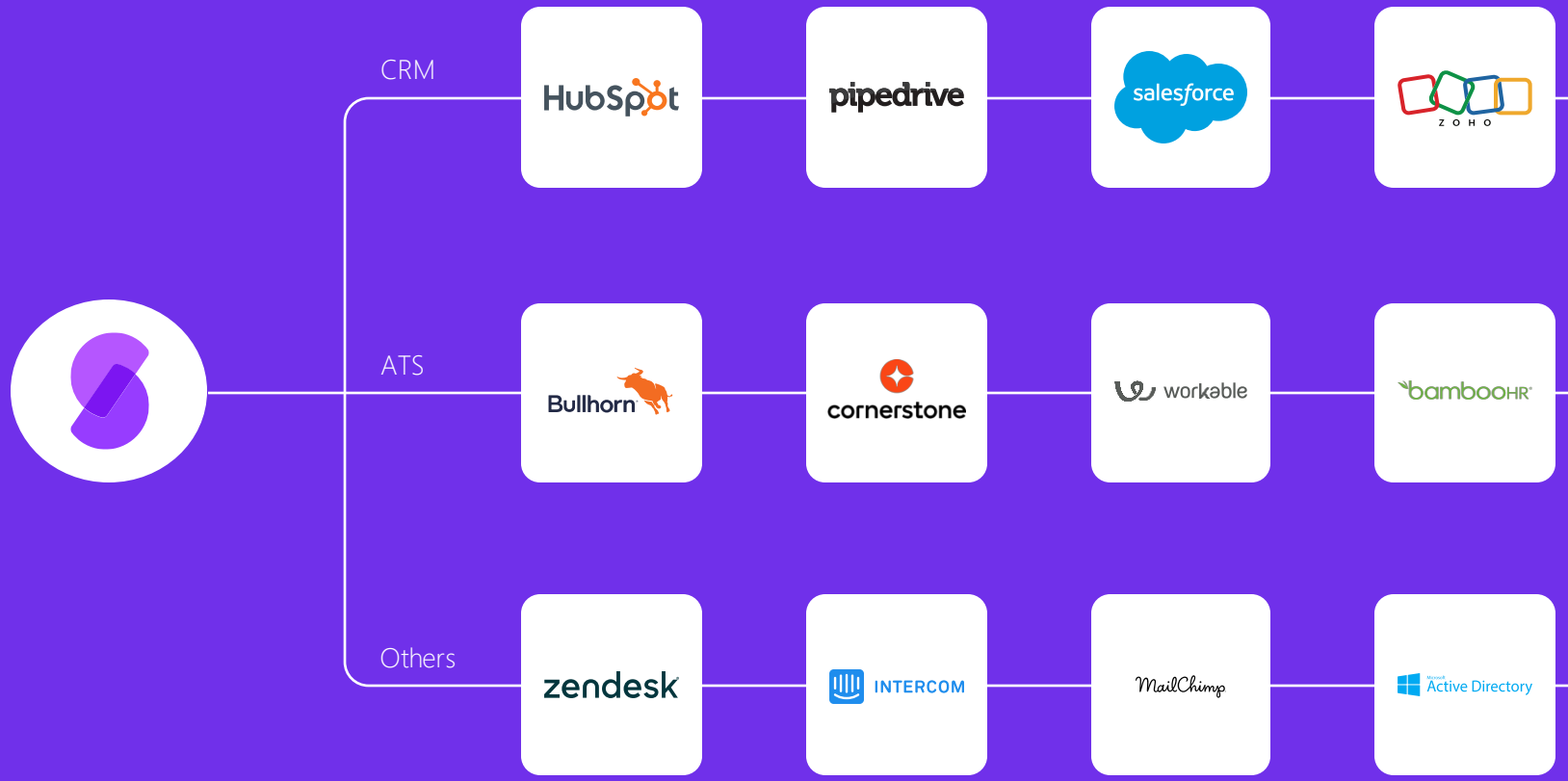
Connect with Ease

Connecting your solution with third-party tools is a breeze with Stent.

Whether you're using a CRM, ATS, or any other Contact Management System, we offer seamless integration with nearly every platform on the market.



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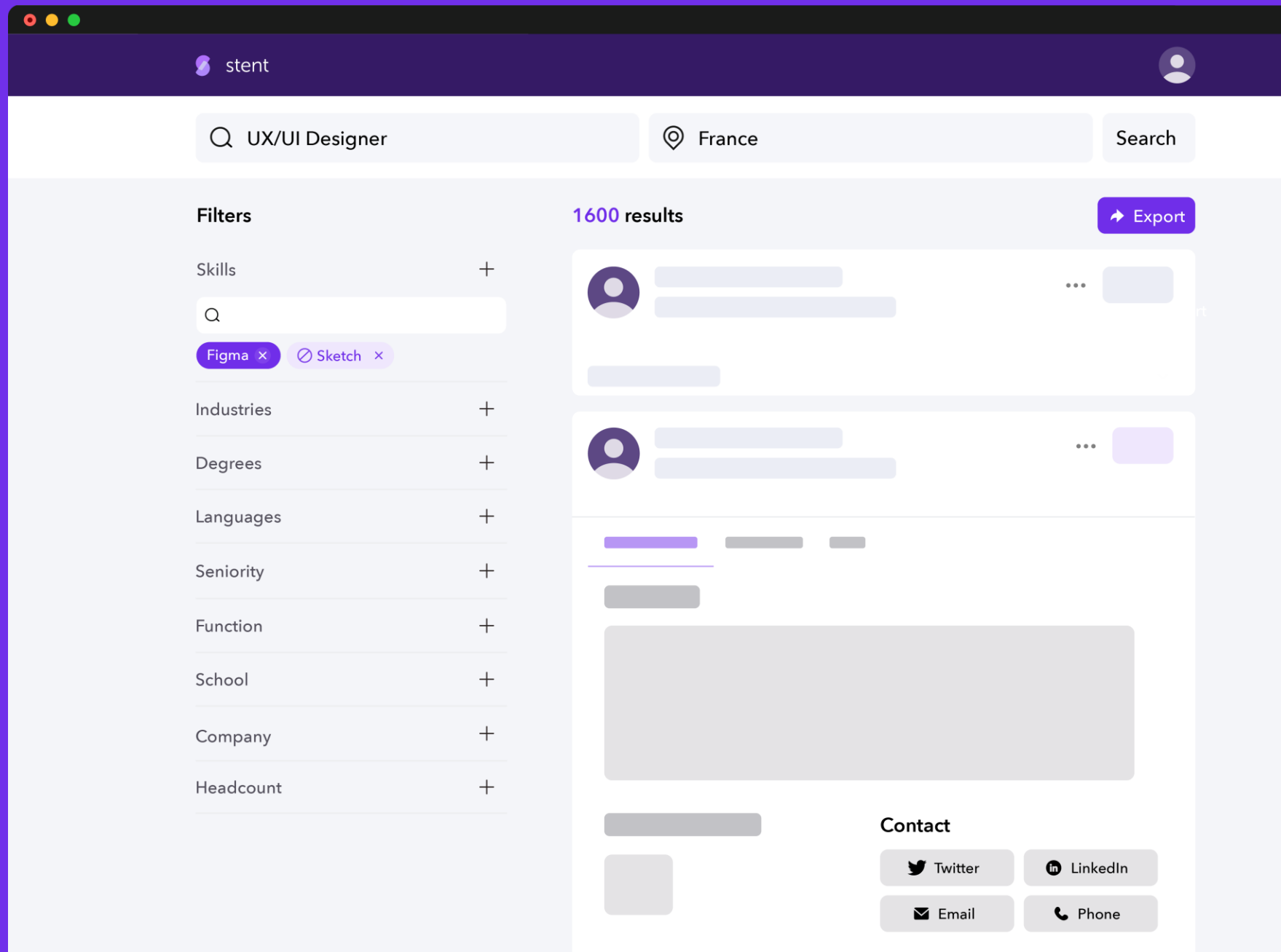
Search Experience

Stent offers a modern search experience across all your contacts.

We harness the power of our robust AI models to normalize your data, enabling you to explore your audience with precision.

It's all about effortlessly finding the right contacts in a contemporary, data-driven way.



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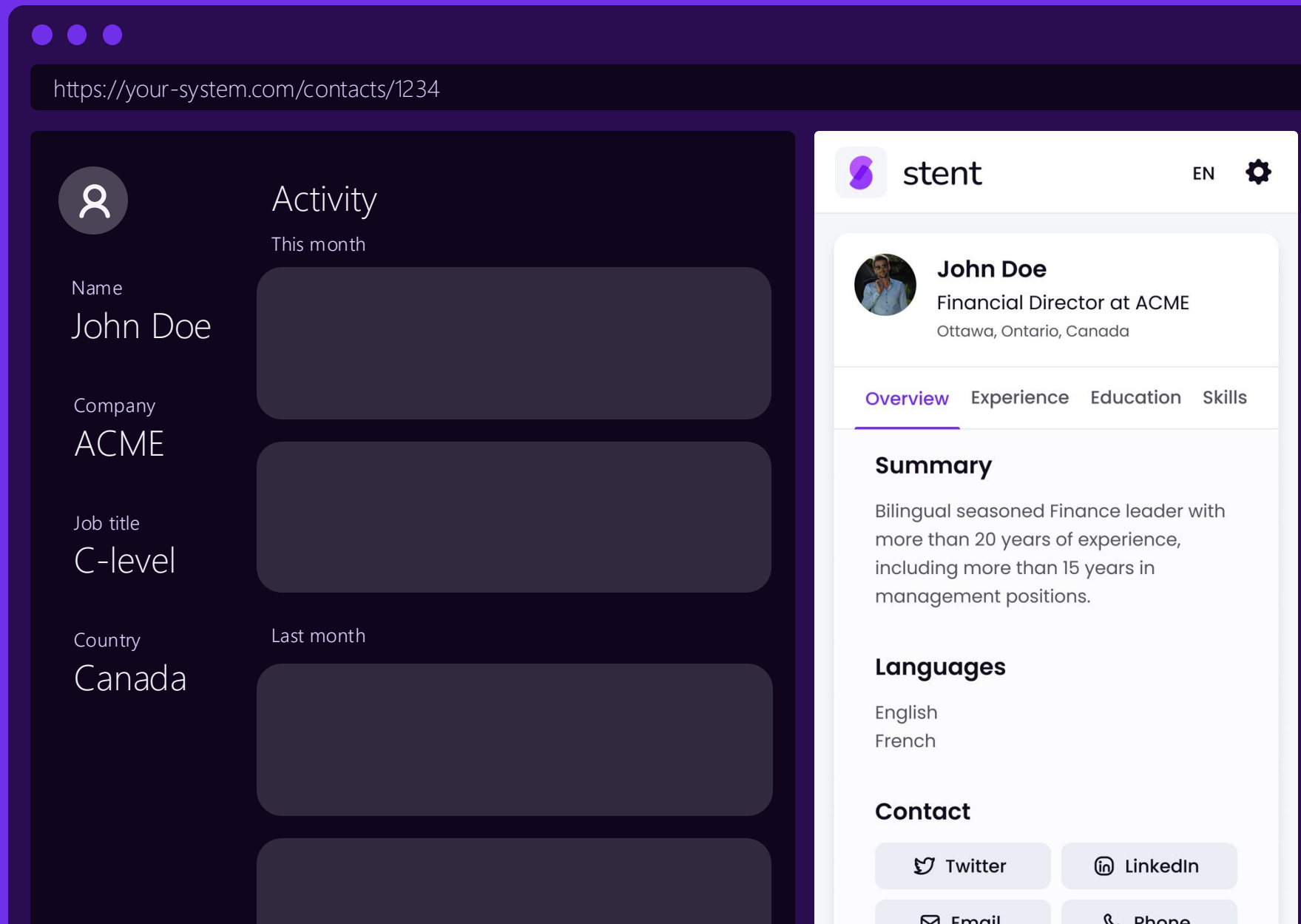
User Experience

Enhance your legacy experience with our browser extension.

When you visit a contact's profile, our extension instantly reveals a wealth of additional information in a convenient side panel.

This means you get deeper insights, going beyond what's typically recorded in your system, right at your fingertips.



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Developer Experience

Our API is your key to full control and customization.

With Stent's API, you can programmatically access and manage a wealth of enriched information about your contacts. Tailor your interactions and extract valuable insights, all while integrating seamlessly with your existing systems.

Harness the power of data and automation to make your workflow more efficient and effective.

https://api.stent.io/contacts/1234


```
{
  "firstName": "John",
  "lastName": "Doe",
  "country": "Canada",
  "geography": "Montreal, Quebec, Canada",
  "industry": "Marketing & Advertising",
  "linkedin": "johndoe",
  "experiences": [
    {
      "from": "2022-08-01T00:00:00",
      "current": true,
      "title": "Chief Data Officer",
      "company": {
        "name": "ACME",
        "industry": "Marketing",
        "headcount": "11-50",
        "linkedInPage": "acme"
      }
    },
    { ... }
  ],
  "skills": [
    "Communication",
    "Marketing",
    "SEO",
    "Data Analysis"
  ],
  "education": [
    {
      "from": "2006-01-01T00:00:00",
      "to": "2009-01-01T00:00:00",
      "fieldOfStudy": "Web Marketing",
      "school": {
```

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Let Stent Navigate the Cosmos

Unlocking Sales Force Efficiency: A Sample Use Case for Custom Workflow Development

Your contact at your Tier 1 customer has just been promoted

Your Customer Success Team receives notification of this change through Slack

A task is assigned to the Account Manager responsible for this contact within HubSpot

Data Origins

We gather candidates' data from various sources

ATS

Cornerstone

Resumes

M-files

Websites

LinkedIn

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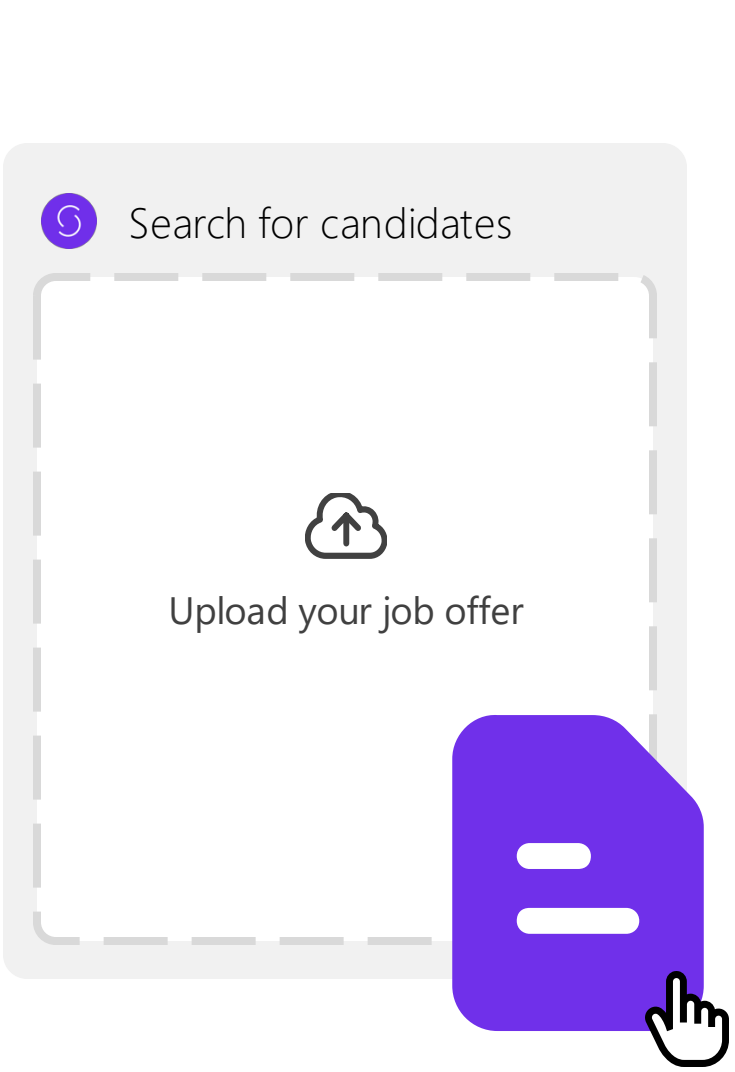
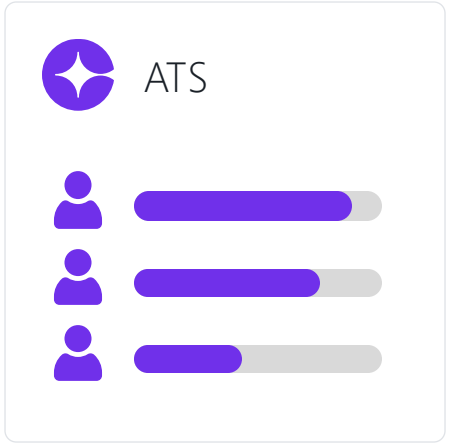
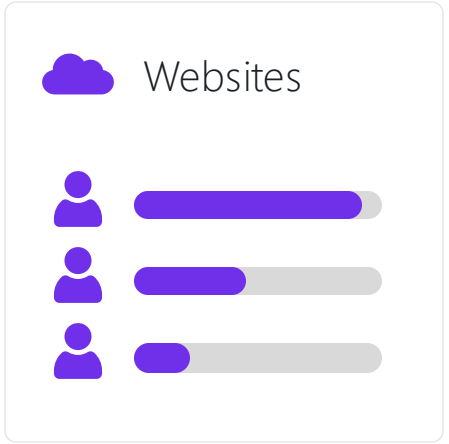
Data Discoverability

Normalized data is indexed and becomes discoverable



Results are grouped by source and ranked by relevance, providing rationale for each ranking.





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DESIGN PRINCIPLES

Technical Overview

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Data Enrichment

Contact information is transformed into a comprehensive profile

Candidate 1234

firstName
John

lastName
Doe

jobTitle
CDO

company
ACME

location
Canada

We turn this...

...into this

https://api.stent.io/contacts/1234


```
{
  "firstName": "John",
  "lastName": "Doe",
  "country": "Canada",
  "geography": "Montreal, Quebec, Canada",
  "industry": "Marketing & Advertising",
  "linkedin": "johndoe",
  "experiences": [
    {
      "from": "2022-08-01T00:00:00",
      "current": true,
      "title": "Chief Data Officer",
      "company": {
        "name": "ACME",
        "industry": "Marketing",
        "headcount": "11-50",
        "linkedInPage": "acme"
      }
    },
    { ... }
  ],
  "skills": [
    "Communication",
    "Marketing",
    "SEO",
    "Data Analysis"
  ],
  "education": [
```


The data is stored in Canada during processing and released after processing.

Data Extraction

Automated dialogue between systems via API mechanisms

We need a way to extract candidate information from your ATS. Typically, this is accomplished through the ATS API, and we should proceed with the authentication process

Cornerstone > All candidates

firstName	lastName	jobTitle	company	location
John	Doe	CDO	ACME	Canada
Emily	Johnson	Mkt manager	Bright Ideas	San Francisco
David	Rodriguez	Software Engineer	Tech Inno	Austin
Rachel	Smith	Financial Analyst	Capital Group	NYC
Michael	Lee	PM	Global Solutions	London, UK
Sarah	Patel	UX Designer	Creative	Sydney
Kevin	Nguyen	Sales Rep	Force Inc	Toronto

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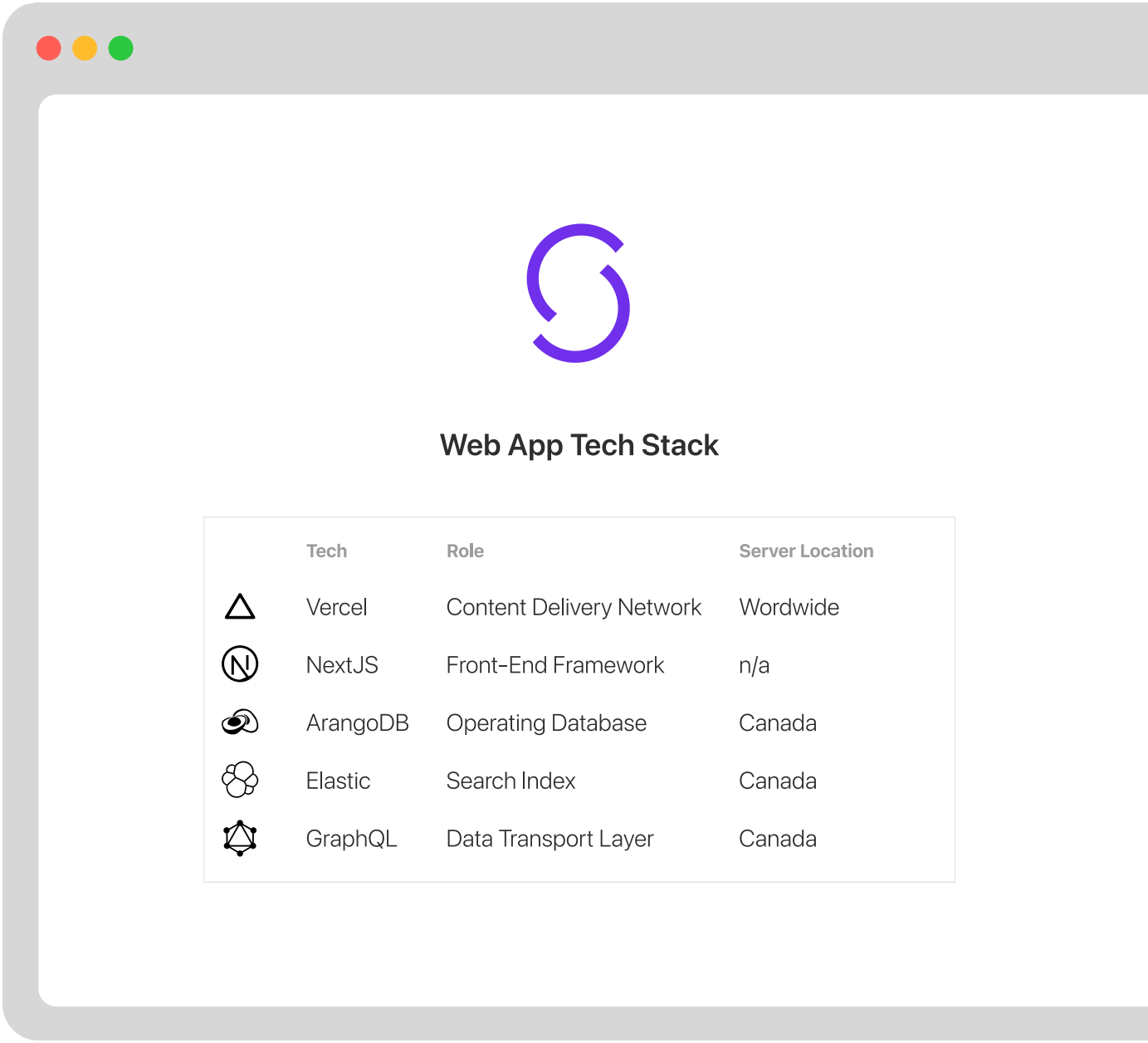
Web App Architecture

Our web app is developed using modern industry standards and is built on a microservices-based, containerized infrastructure.

The data stored by the web app only includes users' claims, workspace settings, search configurations, and digests used for statistical purposes.

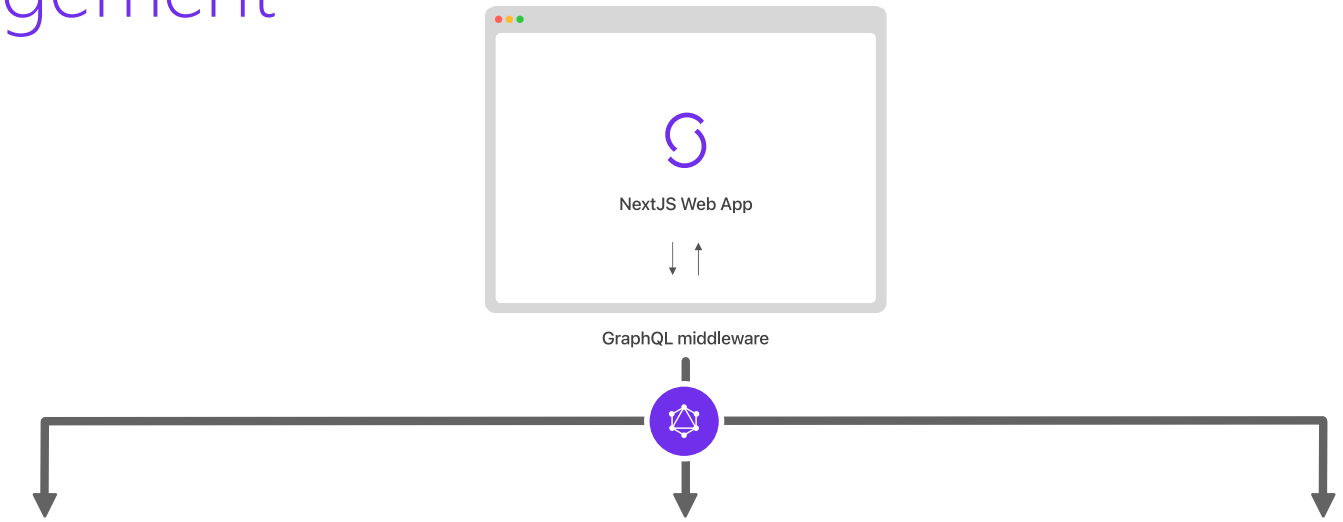
Sensitive data, such as contact details, is isolated within a dedicated database. Searchable data is isolated using a dedicated index.



Web App Tech Stack

	Tech	Role	Server Location
△	Vercel	Content Delivery Network	Wordwide
Ⓝ	NextJS	Front-End Framework	n/a
	ArangoDB	Operating Database	Canada
	Elastic	Search Index	Canada
	GraphQL	Data Transport Layer	Canada

Data Management



Your Dedicated Stent Tenant

We utilize a dedicated Elastic search index to store normalized values and semantic vectors generated from public profile data, as well as the results of the document parsing process. This index is then utilized to serve search results initiated by end users from the web app.

We utilize a dedicated ArangoDB graph database to store contact information used during the lookup/ matching process, and to maintain a reference between the public profile data and the associated ATS record.

Multitenant Infrastructure

We delegate the parsing process of job offers and resumes to external APIs, which you can plug in and configure within the platform. However, please note that we do not have control over the data transport, storage, or retention of these solutions.

We utilize a shared database to store users' claims, workspace settings, search configurations, and digests used for statistical analysis.

Your Microsoft Azure tenant

We leverage your Azure Active Directory to enable your users to connect to the web application, providing you with more flexible and centralized control over the user authentication process, as well as the granting and revocation of user access

We connect to your Azure data storage to securely store sensitive files such as resumes and job offers, providing you with complete control over this critical information.

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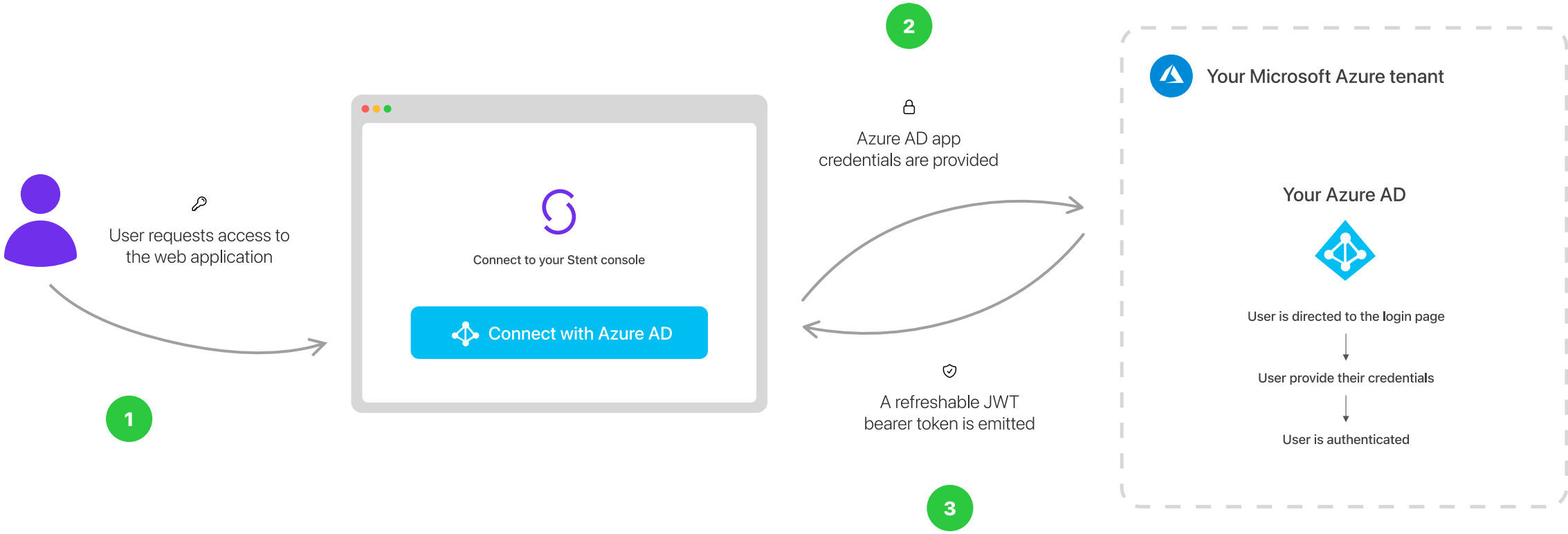
User Authentication

Authentication relies on your Azure Active Directory



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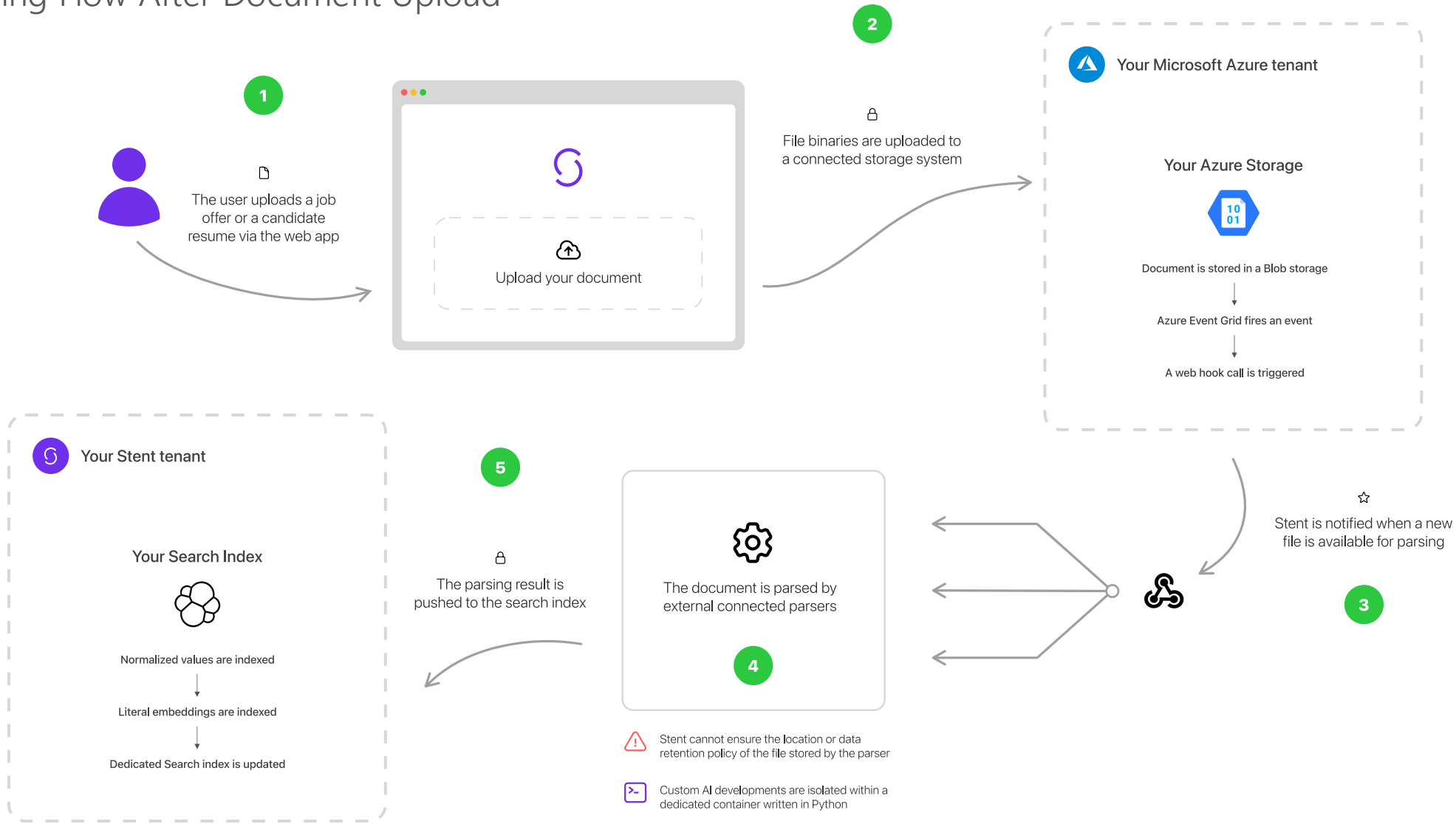
Files Parsing

Processing Flow After Document Upload



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