



ZoomInfo Launches Native Integration With Exa Through GTM.AI

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VANCOUVER, Wash.--(BUSINESS WIRE)--Oct. 23, 2026-- ZoomInfo (NASDAQ: GTM), the all-in-one AI GTM platform, today announced a native integration with Exa, the search API for AI agents. Mutual customers can bring ZoomInfo GTM Intelligence into Exa through Exa Connect, and developers can build apps that pull the same data through the GTM.AI API and Model Context Protocol (MCP) server.

[GTM.AI](#) is ZoomInfo's headless layer that connects to the GTM Context Graph to provide agentic orchestration through API and MCP so partner platforms, and customer-built agents can all draw on the same B2B intelligence.

What the integration does

Exa Connect lets agents reach outside data sources through a single Exa request. With the ZoomInfo connector, mutual customers can add company and contact data for prospecting, enrichment, and [account research](#) to the agent workflows they already run in Exa.

For teams that build their own tools, the integration also supports API and MCP access to ZoomInfo GTM Intelligence.

Why it matters

Agents are only as useful as the business context they can reach. Exa gives AI agents faster, cheaper, and higher quality access to public and proprietary data. GTM.AI adds the identity-resolved view of companies, contacts, and buying signals that most agent workflows still lack.

ZoomInfo's GTM Context Graph covers 100M companies, 500M contacts, and billions of signals, and it is continuously updated. Agentic orchestration runs [agent teams](#) that handle enrichment, research, and outreach on top of that graph.

Enterprise teams also get the governance controls that matter for production use, including access control, permissioning, data lineage, and audit logging, applied consistently across every surface that connects to GTM.AI.

The native connector is available to mutual customers of ZoomInfo and Exa. Exa Connect access for ZoomInfo is arranged through Exa. Customers can learn more at zoominfo.com/integrations/exa and exa.ai/connect.

"Our customers' agents need to do more than search. With ZoomInfo available through Exa Connect, they can research a company and find the right people in the same workflow," said Teo Gonzalez, Head of Partnerships, Exa.

"Agents are only as good as the context they can reach. With Exa, mutual customers can bring ZoomInfo's verified company and contact data into the workflows they already use, through a connector built on GTM.AI," said Dennis Sevilla, Chief Strategy Officer at ZoomInfo.

About ZoomInfo

ZoomInfo (NASDAQ: GTM), the all-in-one AI GTM platform, enables sales, marketing, and customer success teams to execute their go-to-market strategy with confidence. Powered by the industry's most comprehensive B2B data, including more than 100 million companies, 500 million contacts, and billions of signals, ZoomInfo delivers the intelligence, automation, and integrations that modern revenue teams need to identify, engage, and convert their best buyers.

GTM.AI is a headless layer that connects to ZoomInfo's GTM Context Graph. It is the API and Model Context Protocol home for AI agents, powering integrations across Salesforce, HubSpot, Microsoft, Anthropic, OpenAI, Perplexity, and dozens more.

Learn more at zoominfo.com and gtm.ai.

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Media contact: Public Relations Team, ZoomInfo: PR@zoominfo.com

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