

MCP SERVER

NO CODE

CLOUD HOSTED

ZoomInfo MCP

Convert B2B data into actionable contact lists.

ZoomInfo gives your AI agent direct, conversational access to one of the world's largest B2B databases. Stop switching tabs and start asking questions. Use this MCP to search for decision-makers by job title, pull company firmographics (revenue, industry), identify companies showing buying intent, or enrich existing contact records instantly—all without opening the ZoomInfo platform.

A+ Quality Score 100/100

b2b-intelligence

data-enrichment

prospecting

firmographics

market-intelligence

contact-data



The connectivity layer between AI and the world's software.



Vinkius sits between AI and every application. All communication passes through Vinkius Cloud via the Model Context Protocol (MCP) — with governance, observability, and security at every layer.

Your AI Connections Run Through Vinkius Cloud

The world's largest
managed MCP catalog

Vinkius is the connectivity layer where AI connects to the software your business already runs. We handle the hosting, the security, the credentials, the uptime — you get agents that actually do things.

We operate the world's largest managed MCP catalog. Major SaaS platforms, CRMs, databases, and cloud providers — running, monitored, production-ready. This MCP server is hosted and maintained by the Vinkius Cloud for AI Agents.

The agent doesn't manage credentials, doesn't manage uptime, doesn't manage security. Vinkius does.

— Architecture principle

Four Pillars of the Vinkius Runtime

01 — Security by design

Credentials stay encrypted at rest via AES-256. The AI agent never touches raw keys — they're injected into a sandboxed V8 isolate at runtime. Actions are logged, and connections have an emergency kill switch.

03 — Deterministic observability

Eight immutable metrics per endpoint: request volume, p95 latency, error rate, active connections, cost attribution. A live payload feed logs every tool call with mutation detection.

02 — Built on MCP Fusion

This MCP server was built with **MCP Fusion**, the open-source framework (Apache 2.0) that powers the entire Vinkius catalog. Schema-as-firewall strips undeclared fields, compiled PII redaction runs at zero overhead, and cryptographic lockfiles produce git-diffable audit trails.

04 — Autonomous operations

Servers are deployed, monitored, and patched autonomously. New capabilities and security patches ship weekly. Zero-downtime deployments ensure continuous availability across all managed MCP servers.

AES-256

Encryption at rest

Ed25519

PKI vault signatures

24h TTL

Ephemeral session keys

V8 Isolate

Sandboxed execution

One Token. Instant Access.

Every MCP server on Vinkius is accessed through a **Connection Token**. Tokens are generated in the cloud dashboard and produce a unique MCP endpoint URL. Paste this URL into any MCP-compatible client — no SDK required.

A single token can serve **multiple AI clients simultaneously**, or you can issue separate tokens per client for granular access control. Each token tracks its own request count, last activity timestamp, and can be individually enabled or revoked.

MCP ENDPOINT

`https://edge.vinkius.com/{token}/mcp`

Claude



Cursor



VS Code



Windsurf



Grok



Gemini

Security Is the Architecture

Security in Vinkius is not a feature — it's the foundation of the runtime. The gateway enforces multiple independent protection layers between AI agents and third-party APIs.

01 — Ed25519 PKI Vault

Every workspace has an Ed25519 Master Key. Session keys are generated ephemerally (24h TTL) and signed by the Master Key. Credentials never leave the vault boundary.

02 — V8 Isolate Sandboxing

Tool code runs inside isolated-vm V8 isolates with 64 MB memory caps and per-request timeouts. No filesystem access, no network access except through the SSRF-guarded fetch bridge.

03 — SSRF Guard

All outbound HTTP requests are DNS-resolved and validated before execution. Private IP ranges (10.x, 172.16-31.x, 192.168.x, AWS metadata 169.254.x) are blocked at the network layer.

05 — Cryptographic Audit Trail

Every request is signed into a SHA-256 hash chain with Ed25519 signatures. Events form a tamper-proof, SIEM-exportable forensic record.

04 — DLP & PII Redaction

A ResponseGuard pipeline intercepts every tool response. Configurable redaction patterns strip sensitive fields (emails, SSNs, card numbers) before data reaches the AI agent.

06 — Honeypot Trap System

Phantom credentials are injected into isolated environments. If a honeypot is used outside Vinkius infrastructure, the server is quarantined instantly.

Emergency Kill Switch

EU AI Act Art. 14(1)
Compliant

The kill switch is an **emergency halt** mechanism — not a simple toggle. When triggered, it executes three actions atomically:

01 — Server deactivated

The MCP server is immediately taken offline across the entire cluster.

02 — All tokens revoked

Every connection token is invalidated. Total lockout — reconnection blocked until new tokens are issued.

03 — WebSocket connections killed

Active connections terminated via Redis pubsub broadcast. Propagates to every runtime node in the cluster.

Full Visibility. Zero Guesswork.

The Vinkius cloud dashboard includes a full MCP Governance suite — real-time analytics and security controls for production AI operations.

Control Plane

KPI dashboard with request volume, latency, success rate, token consumption, and AI-generated operational briefings.

FinOps

Cost tracking per tool, payload compression savings, budget optimization signals, and consumption trends.

Firewall & DLP

PII redaction activity, sensitive data protection counters, and security event timeline.

Agent Activity

Which AI clients are connecting, how often, and what they're doing — real-time session tracking.

Tool Health

Slowest and most error-prone tools, with actionable root-cause insights and performance baselines.

Incident Log

Error trends, failure rates, status-code breakdowns, and forensic audit trail access.

Get started at cloud.vinkius.com — connect your AI agent in under 60 seconds.

ZoomInfo MCP

8 tools available

Cloud-hosted on Vinkius

Figuring out who to call at a target company used to mean spending hours deep in LinkedIn and various web forms. You'd copy-paste data into spreadsheets just to keep track of leads that might actually convert.

Now, you can connect your AI agent directly to the world's biggest B2B intelligence database. Instead of navigating complex dashboards, you ask for what you need: 'Give me all VPs of Sales at SaaS companies with \$50M+ revenue in Texas.' Your agent handles the search, pulls verified email addresses and direct dials, and gives you a clean list right back in your chat window.

Need to update an existing lead record? Just tell your agent to enrich it. It cross-references that contact against millions of records, adding company size, tech stack details, and even recent news. This kind of powerful data access is what Vinkius makes possible by hosting this MCP, letting you build targeted prospect lists without ever logging into the ZoomInfo portal.

Core Capabilities

01 — Search for specific contacts

Find decision-makers using filters like job title, department, company name, and geographic location.

02 — Pull full company profiles

Get comprehensive firmographic data on a business, including its revenue size, employee count, industry vertical, and technology stack.

03 — Boost existing lead records

Take an incomplete contact or company record and enrich it with verified details like direct dials and corporate history.

04 — Identify buying signals

Determine which companies are actively researching topics related to your product category right now, flagging them as high-intent prospects.

05 — Get current company news

Retrieve recent press releases and major announcements about a target company to use in outreach messaging.

One Click on Vinkius — From Prompt to Execution

Available at vinkius.com/mcp/zoominfo — connect your AI agent in three steps.

- 01** First, subscribe to the ZoomInfo integration on Vinkius and generate your API credentials from your ZoomInfo admin panel.
- 02** Next, connect those credentials to your preferred AI client (like Cursor or Claude).
- 03** Finally, simply prompt your agent with a natural language query—for example, 'Find all CTOs at healthcare startups in Boston.' —and the data appears immediately.

The bottom line is: you get structured B2B intelligence delivered conversationally, eliminating manual database lookups and copy-pasting.

Built For

Sales Development Reps (SDRs) who spend all day researching leads. Enterprise Account Executives needing verified contact info for cold outreach. Marketing Operations Managers tasked with building hyper-specific, high-value account lists.

SDR/AE

Finding the right decision-maker's email and direct line at a target company quickly so they can start outreach immediately.

Revenue Operations Analyst

Cleaning up stale CRM data by running bulk enrichment jobs to ensure every record has accurate, up-to-date firmographics.

Marketing Manager

Building highly targeted account lists based on buying intent signals and specific industry criteria for campaigns.

What Changes When You Connect

- 01** Verified Contact Details: Never waste time on bad emails. The agent finds decision-makers and provides verified direct dials, letting you skip the gatekeepers.

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- 02 Targeted List Building: Use intent signals to filter companies that are actually researching your solution this month. You're selling to buyers, not just names.

 - 03 Deep Company Insight: Instead of guessing what a company does, pull their full tech stack and firmographics instantly. This lets you reference specific tools in your pitch.

 - 04 Scale Enrichment: Upload or mention existing lead data, and the agent enriches it for scale. You maintain clean records without manual spreadsheet updates.

 - 05 Real-Time Context: Get the latest company news right when you need it. Your AI client can weave recent achievements into the opening lines of your outreach email.
-

Real-World Applications

I need to build a list of ideal partners.

The user asks their agent, 'Find all mid-market SaaS companies that use HubSpot and have an employee count between 50-200.' The agent uses `search_companies` and returns a list with company profiles and contact points.

I need to know if they are ready to buy.

The user asks, 'Which companies in the healthcare vertical are showing strong intent signals for telehealth solutions?' The agent uses `search_intent` and ranks the top 10 prospects based on their buying signal score.

I found a lead but I don't know their job title.

The user prompts, 'Who is the VP of Marketing at Acme Corp?' The agent uses `search_contacts` to locate the specific decision-maker within that company and provides verified contact details.

I have a list of old emails that need refreshing.

The user feeds a spreadsheet of leads into the agent and asks it to enrich them. The agent uses `enrich_contact` for every entry, providing current titles, direct dials, and company size.

Patterns to Avoid

Searching too broadly

X AVOID

Asking the AI client only to 'find big companies' without specifying an industry or location. The results are overwhelming and useless.

✓ INSTEAD

Be specific. Instead of generic searches, use `search_companies` to limit your search to a single criteria, like 'Financial Services in Chicago with 100-500 employees.'

Assuming the data is current

X AVOID

Using an old spreadsheet from last year and assuming the contact's title or company revenue is still correct.

✓ INSTEAD

Always run `enrich_contact` on your lists. This guarantees that the agent pulls fresh, verified information before you send a single email.

Ignoring buying intent

X AVOID

Sending generic cold emails to every company in an industry, regardless of whether they need your product now.

✓ INSTEAD

Use `search_intent` first. This focuses your efforts only on companies that are actively researching solutions like yours right now.

The Right Fit

You should use this MCP if your sales process relies heavily on accurate, up-to-date B2B intelligence. Specifically, if you need to find the correct decision-maker (using `search_contacts`), validate lead data at scale (using `enrich_contact` or `enrich_company`), or target companies actively researching a solution right now (using `search_intent`).

Don't use this MCP if your primary bottleneck is internal process management, such as tracking meeting notes in a CRM or managing complex project timelines. For those tasks, you need dedicated workflow tools. This tool gives you the raw, actionable data; it doesn't store or manage the relationships themselves.

The endless cycle of manual lead list building is exhausting.

Today, finding a high-quality prospect means opening ZoomInfo, then LinkedIn, then your company directory. You copy a name here, paste an email there, and cross-reference the industry on a separate spreadsheet just to see if they fit your ideal customer profile. It's slow, it's tedious, and you always end up missing critical details.

With this MCP, that multi-tab headache vanishes. You ask your agent for exactly what you need—for example, 'Give me all CTOs at health tech companies in Boston with over \$50M in revenue'—and the answer arrives clean, verified, and ready to use.

ZoomInfo gives you buying intent data.

Most prospecting relies on guessing. You assume a company needs your product because they are in your industry. But the best outreach is hyper-specific, addressing what they care about right now. Manually identifying these 'buying signals' requires deep market research and constant monitoring.

The MCP handles that heavy lifting for you. It uses `search_intent` to flag companies actively researching topics like 'marketing automation' or 'supply chain optimization.' You don't just get names; you get proof they need talking to.

ZoomInfo: 8 Tools for B2B Intelligence

Use these tools to query company records, search specific contact roles, boost lead quality, and identify buying intent signals conversationally.

| # | TOOL | DESCRIPTION |
|----|---------------------------------|---|
| 01 | <code>search_contacts</code> | Find decision-makers by specifying job title, department, company name, or location. |
| 02 | <code>search_companies</code> | Perform a search against the database to find companies matching specific criteria like industry or size. |
| 03 | <code>enrich_contact</code> | Adds verified professional details, such as direct phone lines and titles, to an existing contact record. |
| 04 | <code>enrich_company</code> | Updates company records with deeper data points, including tech stack usage, employee count, and revenue estimates. |
| 05 | <code>get_usage</code> | Retrieves the current API call usage statistics for your account. |
| 06 | <code>list_intent_topics</code> | Lists all available topics that track a company's buying research intent signals. |
| 07 | <code>search_intent</code> | Checks for companies showing strong buying signals related to a specific product or service category. |
| 08 | <code>get_company_news</code> | Pulls recent news articles and press releases concerning a specified company. |

See It in Action

Real prompts you can use once this MCP is connected to your AI agent through Vinkius Cloud.

U Find CTOs at SaaS companies with 50-200 employees in San Francisco.



Found 34 CTOs matching your criteria. Top 3: Alex Kim (CTO at DataPipeline, 120 employees, \$18M ARR), Maria Santos (CTO at CloudSync, 85 employees, \$12M ARR), and James Lee (CTO at APIStack, 62 employees, \$8M ARR). All have verified emails and direct dials.

U Enrich the contact record for sarah@acme.com.



Enrichment complete for sarah@acme.com: Sarah Williams, VP of Sales at Acme Corp. Direct dial: +1-555-0199. LinkedIn: linkedin.com/in/sarahwilliams. Company: Acme Corp (\$45M revenue, 320 employees, Series C, SaaS/Enterprise Software). Tech stack: Salesforce, HubSpot, Outreach.

U Which companies are showing buying intent for 'marketing automation'?



12 companies in your target market are showing strong intent signals for 'marketing automation' this week: TechFlow Inc (intent score: 95), GrowthStack (89), DataDriven Co (87), and 9 others. Average company size: 200-500 employees.

Frequently Asked Questions

01 How does ZoomInfo MCP improve my existing CRM data?

It allows your AI client to run enrichment jobs on your contact and company records using the `enrich_contact` tool. This adds missing details like direct dials, tech stack, and revenue size, keeping your data fresh.

02 Can I find a specific person's email address with ZoomInfo MCP?

Yes. You can use the `search_contacts` tool to filter by job title and department, giving you verified emails for decision-makers at your target accounts.

03 What is 'intent data' and how do I use search_intent?

Intent data tracks which topics companies are researching. You use `search_intent` to find high-value prospects who are actively looking into solutions related to your product category.

04 Is ZoomInfo MCP better than just using my CRM's built-in search?

Yes. Your CRM holds data you already have; this MCP accesses a massive, external database of verified B2B intelligence that the CRM doesn't own.

05 What if I need company news for my outreach script?

You can use `get_company_news` to retrieve recent press releases and major announcements about a target business. This gives you fresh talking points for your conversations.

Go Live in 60 Seconds

Get your connection token from cloud.vinkius.com, then paste the endpoint URL into any MCP-compatible client.

YOUR MCP ENDPOINT

```
https://edge.vinkius.com/[TOKEN]/mcp
```

CLIENT

WHERE TO CONFIGURE



Claude AI

Profile → Customize → Connectors → "+" → Add custom connector → Paste endpoint



Cursor

Settings → Features → MCP Servers → "+ Add New MCP Server" → Type: SSE → Paste endpoint



VS Code

Ctrl/Cmd+Shift+P → "MCP: Add Server" → add `"zoominfo": { "url": "..." }`



Windsurf

MCP Settings → `mcp_settings.json` → Add endpoint URL



ChatGPT

Settings → Tools & plugins → Add MCP server → Paste endpoint



Gemini

Extensions → Add MCP Server → Paste endpoint URL

ASK AN AI
ABOUT THIS

Let your preferred AI
explain this MCP server



Ask ChatGPT



Ask Claude



Ask Perplexity



Ask Gemini



Ask Grok



READY TO CONNECT

ZoomInfo is live on Vinkius Cloud.

Get your connection token, paste it into your AI agent, and start building. No SDK. No deployment. Just results.

[Start at cloud.vinkius.com](https://cloud.vinkius.com) →

vinkius.com · support@vinkius.com

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