CRM Software

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Image: state in the state		sales, automate basks and make smarter decisions a you can grow your business faster. Salesforce CRM often:	 powerful and easy-to-use sales CRM that includes sales engagement tools, configure-price-quote (CPQ functionality, and robust sales analytics for growing 	Experience Automation (CXA) Platform helps over 120,000 businesses in 170 countries meaningfully engage with their customers. The platform gives	platform, Freshworks CRM helps break internal allos and deliver personalized experiences across marketing and sales. The Al-powered CRM enables	relationship management platform that calers to the needs of businesses and industries of all sizes and types. Over 150,000 businesses across the world use	with big ambitions. It visualises your sales pipeline and helps to make sure important activities and conversations won't get dropped. Salespeople really	automation software to enhance productivity, processes, and pipeline visibility for sales teams.	through its sales-friendly interface. With its uniform navigation and visual approach, users can learn the system quickly which drives high adoption rates and	G Suite that builds award-winning contact management solutions for teams and individuals.	management (CRM) business solution that drives sales productivity and marketing effectiveness through social insights, business intelligence, and
Image: state in the state		Lead & Contact Management Sales Opportanity Management Workflow Rules & Automation Outhministe Reports & Deabhoasts	sales Hub is built on the HubSpot CRM platform, where customer data tools and learns come location	businesses of all sizes access to hundreds of pre-bul automations that combine email marketing, marketing automation, CRM, and machine learning for powerful automation, CRM, and machine learning for powerful	t sales and marketing professionals to better understand customers with the right customer insights at the right time across each touchpoint. The CRM includes assistances astronation, marketing.	Zoho CRM to build lasting customer relationships and maximize team productivity. Our expanded omnichannel support for phone, email, live chat, and an entity and in-paramer make Zoho.	Ike it because it's easy to use and intuitive. And managers like it because they don't need to mag their team to use their CFM. It also sports built-in frequention, interretions with other anthere such as	Legacy sales management tools are often clurky and difficult to use, but Zendesk Sell is simple and designed to keep reps selling. Sell eliminates the bicking from deal uncluses to some and management.	faster ROI. Plus users can easily customize what the see to make the system their own. Pinalizer's atministration backand is also visual and	/ It does all the work by integrating with productivity apps such as inboxes and calendars, delivers a streamlined user experience, and was built to help husiness teams circle more deals feater	campaign management in the cloud, on-premises, or with a hybrid combination.
Image: state in the state		- Mobile Application	to create a single source-of-truth. Tap into our expansive ecosystem of app and solutions partners to craft an exceptional end-to-end customer experience	email, messaging, chat, and text. Over 70% of to ActiveCampaign's customers use its 300+ integration including Shopfy, Square, Facebook, Eventbrite,	automation, chat, and telephony all in one solution. Freshworks CRM Sales Cloud is a complete end-to-	CRM the most tightly integrated system in the market Zoho's Al-powered sales assistant, Zia, provides advanced interpretations, solutions and predictions for	Google Apps, MaliChimp and Zapler and a powerful API for those that like to 'roll their own' software solutions. Full functionality for just \$15 per month.	are always able to access, analyze, and collaborate on relevant deal data.	easy to use with drag in drop, in-line editing and othe non-technical tools. A key differentiator is that Pipeliner does not require a fulltime admin or		reduce costs and increase profitability by organizing and automating business processes that nurture customer satisfaction and loyalty in the sales,
Image: state in the state			Whether I's strategies, services, or software — HubSpot has everything you need to grow better.	WordPress and Salesforce. Pricing starts at \$9 a month.	end solution for sales teams to- attract quality leads, engage in contextual conversations, drive deals with Al-powered insights, and nurture customer	salespeople. Your sales team can spend more time selling instead of entering data with the help of workflow automation, lead scoring, real-time			espensive certified technical resources. There is also a very powerful reporting engine built-	and business relationships across email, social networks and more than 90 cloud-based business applications.	marketing, and customer service fields. CRM solutions can deliver ROI through marketing automation, customer service, and sales force
Image: state in the state				ActiveCampaign was built on the idea that an excellent customer experience must go beyond the traditional marketing louchpoints, like email. Delivering a personalized high-douch experience in	relationships. With built-in ernall, phone, chat, and telephony, the Sales Cloud empowers sales teams with more time for selling by automating the sales necessary and increases afficiency and modulify in	rotifications and built-in gamilication.			into the product which allows reports to be generated from any view or area within the system. There are multiple types of reports available from standard to nixed in advanced and numbrical deabhorants.	Ranked #1 in Overall Satisfaction by G2 Crowd, and #1 Small Business Sales and Marketing CRM by Fit Small Business: Nimble combines the strengths of	automation. We also offer mobile CRM apps and platforms that anable you to manage your customer subticeshing on
Image: state in the state				easy in the very beginning, but as a business grows- adding channels, additional teams, locations, customer segments, etc.— the complexity of	their daily activities. With Freddy AI, salespeople can get insights into the best deals to go after and what actions to take and predict revenue with sales	- Lead Management - Workflow Automation			At Pipeliner there is a strong belief in focusing on cor competencies which is why Pipeliner delivers the best	traditional CRM, classic contact management, social media, sales intelligence and marketing suformation into a coverful relationship management platform that	your mobile devices, along with tools that integrate data and reporting from social media directly into your t CRM application.
Image: state in the state				managing relationships is too much, and that personalized connection doesn't scale (this is why we we all received sales emails for products we already	forecasting. Businesses can take the next step forward towards powerful pipeline management with Freetworks CRM Sales Cloud.	Advanced Analytics Process Management Management Mankeling Automation Process Management			In sales force automation and then provides an easy and seamless way for customers to integrate with other best of breed systems like Ticketing or	delivers relationship insights everywhere you work. Sign Up for a Free Trial: Nimble.com	With Microsoft Dynamics CRM, you get powerful CRM software delivered on cloud, hosted or on premises.
Image: state in the state				had disjointed experiences across success reps while trying to resolve a support ticket, etc.) This is why email marketing, marketing automation, service and	Freshworks CRM Marketing Cloud helps marketing teams deliver more personalized customer experiences at every touchpoint across their lifecycle.	- Developer Platform Automate routine sales, marketing, and support			may be using. Pipeliner also provides many "Automation Add-ins" that automate routine tasks that would require manual intervention in other systems.		anywhere access, predictable pay-as-you-go pricing, and a financially backed service level agreement (SLA).
No. Aligned to the second se				support tools, and CRMs and up wasting time for cananizations instead of supportion their remarks	Get insights into your audience's behavior and encommentation create unique house experiences. You	functions using Zoho CRM, giving you more time to concentrate on your customers. Create optimized			The Pipeliner Mobile CRM App is the most advanced on the market and the only one with the built-in		
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				relationships can scale, no matter how large that business grows.	If you need to build a better partnership between marketing and sales, Freshworks CRM Customer-for- Life Cloud provides an all-in-one solution. It brings	website visitors to convert more prospects. Zia is an AI assistant included in Zoho CRM who can					
				ActiveCampaign?	assessors automation, manyating automation, chat, and telephony together so that you can organize customer information and engagement in one central location. Marketinn teams not a heter understrending	help you manage your CHM date. Za can tetrn the information you want, take notes, predict the future of a sale, detect anomalies, automate tasks, and more! Stay on of same actually with 7a.					
				customer touchpoints -Track buyer preferences, behavior, and many custor attributes across the entire customer lifecycle for	of who they are marketing to, and sales teams know who they're selling to.	Get your marketing and sales teams on the same page. Generate new leads, execute targeted email					
				-Customize sends based on almost any parameter, a your messages are always targeted for the right audience		sales revenue using the Google Ads Integration. Your security is our top priority. We understand that					
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				effort, then improve your send strategy in real time based on customer behaviors -Replicate the 1-1 personal experience for every		requirements. Use Zoho CRM's developer platform and SDKs to					
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		Customer Contract Management MARKETING AUTOMATION	MARKETING AUTOMATION • Email Marketing • Campaign Management	Manage Email Deliverability Automated Email Responses	MARKETING AUTOMATION	Customer Contract Management	Quote & Order Management Customer Contract Management		MARKETING AUTOMATION		
			Lead Management Marketing Rol Analytics CUSTOMER SUPPORT	- Landing Pages And Forms • Landing Pages And Forms • Dynamic Content • Mobile Optimized	Customer Support	- wordt Management - Campaign Management - Lead Management	- Email Marketing - Campaign Management - Lead Management		CUSTOMER SUPPORT - Case Management - Customer Support Portal		Email Marketing Campaign Management Lead Management
		Case Management Knowledge Ease		LEAD MANAGEMENT • Marketing Lead Database • Data Dutits Marketing	Case Management Customer Support Portal Knowledge Base	CUSTOMER SUPPORT	MOBILE & SOCIAL • Mobile User Support	Customer Support Portal Knowledge Base Minibil E & Social	Knowledge Base MOBILE & SOCIAL Social Network Internet	Social Collaboration Features Social Network Integration Mobile User Support	CUSTOMER SUPPORT Case Management
		REPORTING & ANALYTICS • Reporting • Dashboards	Mobile User Support REPORTING & ANALYTICS	Segnentation Lead Nuthring Online Behavior Tracking	DEDORTING & ANALYTICS	MOBLE & SOCIAL • Mobile User Support	REPORTING & ANALYTICS • Reporting • Dashboards	Mobile User Support REPORTING & ANALYTICS	Mobile User Support REPORTING & ANALYTICS	REPORTING & ANALYTICS	REPORTING & ANALYTICS • Reporting • Dashboards
		+ orecasting	• Haporting • Dashboards • Forecasting	Automated Alerts And Tasks	+ Forecasting	REPORTING & ANALYTICS • Reporting • Dashboards	• + crecasting	Keporing Dashboards Forecasting	Keporing Dashboards Forecasting		+ Forecasting
										DATA ACCURACY • Contact Data Accuracy	
	Pricing	PROFESSIONAL EDITION - \$75 Juserimonth*		PLUS - \$49 Per Month - Paid Yearly	GROWTH - \$29 per user per month	STANDARD - \$12 Per month/per user	ADVANCED - \$ 24.90 / 24.90 €	PROFESSIONAL - \$49 / month per user	PROFESSIONAL - \$65 user/month	BUSINESS - \$19 month per user annually \$25 per user month to month	
			SALES HUB PROFESSIONAL - \$500/month includer 5 paid users	ENTERPRISE - \$229 Per Month - Paid Yearly	PRO - \$69 per user per month ENTERPRISE - \$125 per user per month	ENTERPRISE - \$35 Per monthiper user					UNIFIED OPERATIONS PLAN - \$190 month per user
Matrix		https://www.salesforce.com/eu/editions- pricing/overview	SALES HUB ENTERPRISE - \$1200/month includes 10 paid users	https://www.activecampaign.com/pricing	https://www.freshworks.com/crm/pricing	ULTIMATE - \$45 Per monthiper user	https://www.pipedrive.com/en/pricing	https://www.zendesk.com/sell/pricing			https://dynamics.microsoft.com/en-us/pricing/kales
Matrix		AMTA Decime	mys-reverse rubspot.com/pricing/tailes	MTT Dedeen	171 Decision	G2 F	eviews	1 Million	193 Declare	201 Decime	1887 Decision
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No. No. <th< th=""><th>Pros</th><th>https://www.g2.com/producta/salestorce-crm/ev/ews "Salestorce is an incredibly powerful, rich, and</th><th>https://www.g2.com/products/hubspot-sales- hub/leviews *After years of using Salesforce, I welcomed the</th><th>https://www.g2.com/products/activecampaign/reviews "In order of priority: 1) the intuitiveness of the interfac</th><th>https://www.g2.com/products/heshworks-crm/reviews "One of the best things about Freshaales is its deals</th><th>https://www.g2.com/products/zoho-cm/lev/ews</th><th>https://www.g2.com/products/pipedrive/wwwwwwwwwwwwwwwwwwwwwwwwwwwwwwwwwwww</th><th>https://www.g2.com/products/zendesk-aeli/reviews "Simplicity, and ease of use. The interface is very</th><th>https://www.g2.com/products/pipeliner-crm/reviews "Pipeliner is designed in 3 categories: Accounts,</th><th>https://www.g2.com/products/nimble/reviews 11 originally signed up for Nimble when it first debuted</th><th>https://www.g2.com/products/dynamics-365- xales/reviews "Despite the negative aspects we do like the ability to</th></th<>	Pros	https://www.g2.com/producta/salestorce-crm/ev/ews "Salestorce is an incredibly powerful, rich, and	https://www.g2.com/products/hubspot-sales- hub/leviews *After years of using Salesforce, I welcomed the	https://www.g2.com/products/activecampaign/reviews "In order of priority: 1) the intuitiveness of the interfac	https://www.g2.com/products/heshworks-crm/reviews "One of the best things about Freshaales is its deals	https://www.g2.com/products/zoho-cm/lev/ews	https://www.g2.com/products/pipedrive/wwwwwwwwwwwwwwwwwwwwwwwwwwwwwwwwwwww	https://www.g2.com/products/zendesk-aeli/reviews "Simplicity, and ease of use. The interface is very	https://www.g2.com/products/pipeliner-crm/reviews "Pipeliner is designed in 3 categories: Accounts,	https://www.g2.com/products/nimble/reviews 11 originally signed up for Nimble when it first debuted	https://www.g2.com/products/dynamics-365- xales/reviews "Despite the negative aspects we do like the ability to
No. No. <th< th=""><th></th><th> unreal operation. It is a good to for SMB to large enterprise. It is very easy to administer, but has the power to do very complex workflow and analytics when it needed." </th><th> approximate the second s</th><th>blows it away in terms of inhultveness of the UX from the client perspective. 2) quality and responsiveness of support - again far superior to what I was used to while IP answer.</th><th>program on a wave-the volume of the entire table pipeline for the month. And for salespeciple it became estaler to prioritize and segregate deals based on their unecase and probability of closure. Another thing we then were the white.</th><th>and follow up tasks while I'm in my car. Ideas and meeting takeaways are featheat in my mind immediately after appointment 3. MS Outlook plugin.</th><th></th><th>adoption was very quick."</th><th>of these areas together, for any entry, which is very powerful. Pipeliner is visual and intuitive. The drag and drop features are easy to use, in both the design functions for memory.</th><th>group has really refined the solution and now it is, in my opinion, the best CRM on the market. Businesses now do interact on so many channels that the robust interaction of participants.</th><th>systems though the pains we have felt far cubweigh the benefits (francially). If you have 100 000% to burn then an on-premise system might be worth while."</th></th<>		 unreal operation. It is a good to for SMB to large enterprise. It is very easy to administer, but has the power to do very complex workflow and analytics when it needed." 	 approximate the second s	blows it away in terms of inhultveness of the UX from the client perspective. 2) quality and responsiveness of support - again far superior to what I was used to while IP answer.	program on a wave-the volume of the entire table pipeline for the month. And for salespeciple it became estaler to prioritize and segregate deals based on their unecase and probability of closure. Another thing we then were the white.	and follow up tasks while I'm in my car. Ideas and meeting takeaways are featheat in my mind immediately after appointment 3. MS Outlook plugin.		adoption was very quick."	of these areas together, for any entry, which is very powerful. Pipeliner is visual and intuitive. The drag and drop features are easy to use, in both the design functions for memory.	group has really refined the solution and now it is, in my opinion, the best CRM on the market. Businesses now do interact on so many channels that the robust interaction of participants.	systems though the pains we have felt far cubweigh the benefits (francially). If you have 100 000% to burn then an on-premise system might be worth while."
Matrix		Tast implementation to track processes and information at a high degree of quality. To be honest	is the ability to create and incorporate custom properties into lead profile interfaces without having to contact an administrator and waiting days or even	with IS. Response time is typically in matter of hours to rather than days and it's deeper and more genuine. The received follow-on messages from engineers on the motion and the motion because and	liked was the ability to sutoasign / distribute leads to all the sales people available. That saved a lot of development time which we would have wasted. The interesting with Development is a second to be the same	Since database is shared, other users can see my conversations with customers and prospects.4. Work with Apple and Microsoft."	one of the most intuitive and kick ass sales management tools I have come across. Super simple to pick up and use, It took no more than a few minutes of invites and and it took no more than a few minutes	and seen in all of the CRMs five sampled or used. I also like the integration with Google Apps. Overall, it this CRM is just easy to use. I love the continual models from block by the continual	features for customization and features for everyday use. Our staff has highly engaged with this software from day 1. The greatest cause for failure of CIPMs is the staff do and	integration of social into a CRM is critical. Nmble is the only one that live found that handles that integration well. Due to the robust integrations, I	Powerful integration with Outlook enables users to track email, appointments, tasks, and contacts into the extension in the ended with ensurement of the ended
Matrix		business world." "They are on the cutting edge of technology quickly	The fact that it was free and that it was easy to get started using the service. Our favorite feature is started using the service.	offered additional improvements that went beyond my original request. 3) Reliability of the product - with the exception of the very rare glitch in sending all my	sales calls, which was essential for us since our entire team is inside sales and conversation over a call needs to have certain quality standards. The interesting effected as	"The Good: the software is cheap and competitively priced. While it is not the most feature rich CRM or the best developed, you get a good mix of features to the noter."	excellent to have visualisation of the deal flow so everyone can see where things are at. Spreadtheets no more, we are happily & successfully driving sales with Direction of the second	new and useful updates?" "1. First, this team is always there for customer up one with the team is always there for customer	responsibilities. That is not the case with Pipeliner because the screens are organized and easily understood. We have are greatly appreciated the	Nimble." "What I like best are the engagement suggestions,	looks very nice with minimal efforts and we were able to get the system up and running quickly. We have a lot of integrations with SharePoint and Office products
Matrix		advance/develop their fool. When explaining Salesforce to others, I share that it is an furbo excel system, because if is as fieldle as excel but 100 time more overful because of the viol 4 viols.	actually secondary, and is the one that puts a cookie in your email that notifies you once an email has bee is opened. Although, it doen't say much when an ancillary and of your offerior is the most sate**	cient apps run smoothly and without issue. Uptime in has been flawless and email rarely lags more than a few minutes. 4) continuous improvement - their product team is on point. 4/7 is revealed or re-	regration allowed us to associate each call to a dealicontact based on their phone number. Which made it easier for our quality to check the same."	me price." 1 like the low-cost of Zoho CRM, and the fact that Zoho offers many other profests that interaction in the	wm Ppedrix." " Simple URemember those old-school CRMs with "Simple URemember those old-school CRMs with "Simple UI and tons of invertigation of the school o	service within minutes to hours of your inquiry. 2. There is no other CRM available today with as feature rich of a mobile application along with the fact that the mobile app is simple, dear elevent and har-	immediate response time from Pipeliner representatives when we've requested support in bot the trial phase and since we have "gone live." Our sales rep and onboarding trainer are two out-th	wm reminders and ideas for shaying in touch that's what social networking is all about. Additionally, I love having all my contacts from various social networks in one location, with all their workin news conducted	ano." "Disclosure: I work for a company whose sole business is Dynamics CRM Deserving (DM is /~
Matrix		tools as well as reporting & dashboard features. They also provide free tools like do.com for small businesses and discounts for non-profits."	 Perhaps they could sell that cookie tracking system a a separate product." 	as feature improvement improvements and progressive enhancements. They just get it at as a company and still have the acrappy startup culture whereas 15 has	"I really liked the way I was able to quickly and easily get started with Freshnales. Sign up for an account, change a few email options and get started. The	"Our company uses Google Business Apps therefore the easy of setup and functionality of Zoho CRM in	Pipedrive is that new-school tool that actually solves problem. It's like (Phone but it's CRM. Everything is polished and smooth. " API & Integration/Vie were	everything you could possibly want from a CRM. In addition to allowing you to make calls, tracked emails, and now text messages right from within the app	we continue a relationship with them. Pipeliner tech support is via email, and they follow up daily until you reach a solution. The process to customize Pipeliner	into one feed (and the data import couldn't have been smoother). The tasks, notifications, and daily summary are handy I think the interface is pretly	more than the "CRM" would indicate. Whilst it had its origins in a sales-marketing solution, it can be (and is) used for a variety of functions as it is really a platform
Matrix		"Salesforce is a beast. As a web developer with a computer science background, I can't help but favor programs that are built with scalability at the forefront	"Between the ability to call through the CRM, issue notes, schedule follow ups, track deals, send emails all through one one program, we have the ability to t, make sure that everyone is on the same page."	completely gone astray and become corporate, stodgy, beauracratic and sluggish to actually improving things. 5) their partner program is straightforward and generous 6) their culture is	detault data set didn't require a lot of tweaking and everything was pretty self explanatory. I also really like the range of triggers available via Zapier that allow Freetwales to be easily integrated to other tools.	this environment made it a vin-win. In addition, the GRM capabilities of Zoho rival Saleforce.com, especially for small to medium businesses."	able to integrate Pipedrive with other systems where our customers live. We do have admin section, support suite etc. Really fexible on that. * Flexible workdow. * "Honest pricing"	itself. 3. They have a plan with a phone number and ifs own line for business to truly separate personal and business contacts. 4. Tors of integrations including Google Contacts, and the sync with Google	to include fields specific to our industry was easy. We also created tasks specific to each vales stage in our main pipeline. Our company management sectives feedback daily that we chose the right CRM with	organized and easy to follow." ¹ love the aggregation of different social media platforms. It's nice to have just one place to go to stay	on top of a SQL database. MS likes to talk about non- sales & marketing implementations as "XRM" where X is a variable that can be almost anything you wish. I repeciation in healthcare applications, and have
Matrix		Salesforce allows for the ultimate customization. Create your dashboards, your fields, you reports, you formulas. Customize your Projects, Milestones,	The ease of set-up and the ease of use are big plus points for HubSpot CRM. I like also the speed of the	organic and genuine. 7) their pricing is more than fair The best part of using ActiveCampaign is that it was	that we use. For example a web form on our website kicks of a demo enquiny or sign up request that is created as a lead in Freshsales. Leads get	"Ease of managing it. I've got my own small side business I use it for directly. I'm just using the Standard Plan (\$12/month/user) for 2 users (me and	Twe been working in sales for almost 10 years. As of now I haven't seen more convenient system to	is accurate and you won't find a million duplicates over time. 5. The sales pipeline management system is perfect because if you want to customize it to your	Pipeliner. It is a great sales tool to integrate outside and inside sales reps and for overall viewing of the jo opportunities where we are seeking to close a sale.	up to date with my contacts. The interface is super b easy to use, and once you've got it set up the way you like it, managing contact communications is a breaze.	branded the solutions built on the platform as "RuRM" a products. The power of the platform is significant. The built-in workflows and processes can be easily
Matrix		customization has allowed for Salesforce to become beeeding ground for third party apps that integrate with the functionality of Salesforce and take it even	system online. It is amout immediate. That goes a towards the ease of use of the CRM. I have been par of implementing complex CRM systems in large corporations in the past (Microsoft Dynamics,	super easy to set up and is extremely insupertuve, it both pluses for a small marketing learn (Tm the only person) at a small company who is just getting started. I was able to get immediate access to the	conversed to contacts in Presnases when their account is setup which then uses Zapier integration to push to billing systems and support systems."	managing potential deals, reporting on progress of those potential deals, reporting on progress of those potential deals from lead to contact to closed won, etc. It allows you to do some limited email	organize saids and cease than Pipedrive. I hank you and all the best" "Pipedrive has allowed us to bring a framework	needs to very easy. In addition, you can integrate and share a folder with a lead, prospect, or client shaight from Dropbox or Google Drive. You even have a company branded portal to share documents with	we also have excelent data on where jobs are in our sales pipeline and who is responsible for moving a jo forward to the next sales stage."	I also see that it see into my email to that it has a necord of important communications. The user interface is perfect clean and super user friendly."	conguted without programming sous to manage processes from the very simple to the highly complex, and the dashboards and analytics are better than anything five seen out-of-the-box, and extraordinary
Matrix		client, project, and account information, and then use any number free and premium apps to build out proposals and invoices, manage finances, graanize	c basestorce) and it was aways a big readecte. Here is is easy to setup users and leach them how to use the system."	 patrorm and upload contacts quicky. Customer e service is great! Their live chat is quick to get connected to and support team is very helpful." 	¹ I have demosed numerous Crows. Iney as seem to be developed with idea of having as many features and steps as possible. Preshales is a breach of heah air for anyone that does not have 100 hours to configure	 basing their within the lock I think it is limited to for emails a day, which is fine for my one sales rep. I really like how closely it lies into Zoho Campaigns are Zoho Records. The Zoho team is definitely headed in 	volume our save process, it has reduced email- volumes and automated follow-up actions - Reduce email-Automate follow up-Increase collaboration*	prospect and calents. 6. After every cas, it will prompt you to log the call with call notes. Wether you use the app to make a call, your mobile phone, or Google Voice, you can log the details of the call along with	People all Ppearer Croft is easy to use. It's despit a elegant and it's simple to enter and track new opportunities. The contact management functionality is excellent and it's highly intuitive. Beyond the	"scale of use and social integration. I can manage as my communications from one place. Nimble is the most atfordable. Socially integrated CRM system in the market. I have tried several bio names in the	with a bit of computation. Additionally, it is easily to write solutions and plug-ins to accomplish specific tasks and/or add capabilities - for example, my company has a dopan or so "PowerPacks" that enable
Matrix		team collaboration, structure marketing campaigns, and more. Salestorce really is the all in one solution for a CRM."	"Nubspot Sales gives me tools that keeps me from letting new sales opportunities fail through the cracks it also gives me many lime saving tools that make the provide sale of the saving tools that make the saving tools the saving tools that make the saving tools that make the saving tools the sa	"ActiveCampaign has a clean interface, plenty of API integrations, excellent pricing, and great customer e service. They far exceeded my expectational And all of the heat year and table to the backware and the service.	endless rules and add ons just to get up and running. We required a cm that integrated with gmail, integrated with Freshchat (another great product), had	the right direction as they've got a wide offering of products all offered "al-a-carte" so you can just pay fo what you need."	T love how maintaining and tracking your generated leads into an actualized sales process works so seamlessly with Pipedrive. From first meeting, to	future follow up action items by creating tasks from that specific call. I have tried hundreds of CRM's to date and these guys continuously improve their data and these guys continuously improve their	product, the sales support has been 2nd to none. We had dedicated support from a knowledgeable expert throughout the process which made it even more	market and just did not get on with them. Great support from Nimble and they take on board suggestions for improvements. I have seen a great	enal campaigns with full tracking, surveys, event planning and registration, billing/credit cards, barcoding, document sharing and a bunch of other and the set of th
Verticity Automation Automation <th></th> <th>Finding stuff in SFDC is really easy. It's internal search engine makes trying to find an opportunity, lead, account or registration an every day task, very</th> <th>nanageneri o ny ponin incen ani qub.</th> <th>seamlessly together, unlike many of the larger player (Eloqua, Marketo, Silverpop). You can create an entire automated sales funnel in minutes, including</th> <th>app's API working), had open and click notifications (again, no workins about integrating with another app) and had bulk email functionality (yet again, no workins</th> <th></th> <th>follow up questionale-mails are easily tracked and stored where the entire chain of sales is managed with ease. One of the better uses for this system for</th> <th>big name a CRMs. They have a perfect Enterprise solution all the way down to the small business owner Lastly, the sales reporting and data you can view to</th> <th>small shop too (10 licenses) and Pipeliner CRM provided excellent service. The ability to link to Linkedin profiles for individuals and companies make</th> <th>the past couple of years based on user requests and experience. The ease or which you can import and a export data is brillant, I love how tags work to</th> <th>tracked in CRM, scient of these have utility in the RRM solutions, and some don't - if a easy to pick and choose and installiuse with a couple of mouse clicks.</th>		Finding stuff in SFDC is really easy. It's internal search engine makes trying to find an opportunity, lead, account or registration an every day task, very	nanageneri o ny ponin incen ani qub.	seamlessly together, unlike many of the larger player (Eloqua, Marketo, Silverpop). You can create an entire automated sales funnel in minutes, including	app's API working), had open and click notifications (again, no workins about integrating with another app) and had bulk email functionality (yet again, no workins		follow up questionale-mails are easily tracked and stored where the entire chain of sales is managed with ease. One of the better uses for this system for	big name a CRMs. They have a perfect Enterprise solution all the way down to the small business owner Lastly, the sales reporting and data you can view to	small shop too (10 licenses) and Pipeliner CRM provided excellent service. The ability to link to Linkedin profiles for individuals and companies make	the past couple of years based on user requests and experience. The ease or which you can import and a export data is brillant, I love how tags work to	tracked in CRM, scient of these have utility in the RRM solutions, and some don't - if a easy to pick and choose and installiuse with a couple of mouse clicks.
Verticity Automation Automation <th></th> <th>similar to just browsing the web and using your favorite search engine. This makes our sales teams more productive. Even reporting is easy to understan even for screadinbests fass who love crockmining.</th> <th>d</th> <th>tracking setup and payment integration! I can't say that for any other tool I've tried in 10 years of marketing experience."</th> <th>about integrating with another app.) Freshaales delivers on all of these. No need to pay for locrases or five products when you can pay for just one with Preshaales. Part of the challence for us with CRMs is</th> <th></th> <th>administrative work where a sales consultant may integrate it as a full blown calendar and allow for tracking and movement of sales leads from the office or even using your mobile device."</th> <th>measure performance is yet another reason why this is far superior for the cost than you would get with any other CRM on the market."</th> <th>adding a contact really easy, as well as MS Dutlook integration." "Piceliner CRM keeps sales rece focused on moving</th> <th>segment the clients." "It is an affordable, relatively sophisticated social CRM product, that intecrates with other tools of the trade</th> <th>As there is seamless interoperability with other MS products, working directly with Dynamics CRM in the I RxRM world takes advantage of Outlook, Word, Eacel, SharePoint, This enables rapid user adoption.</th>		similar to just browsing the web and using your favorite search engine. This makes our sales teams more productive. Even reporting is easy to understan even for screadinbests fass who love crockmining.	d	tracking setup and payment integration! I can't say that for any other tool I've tried in 10 years of marketing experience."	about integrating with another app.) Freshaales delivers on all of these. No need to pay for locrases or five products when you can pay for just one with Preshaales. Part of the challence for us with CRMs is		administrative work where a sales consultant may integrate it as a full blown calendar and allow for tracking and movement of sales leads from the office or even using your mobile device."	measure performance is yet another reason why this is far superior for the cost than you would get with any other CRM on the market."	adding a contact really easy, as well as MS Dutlook integration." "Piceliner CRM keeps sales rece focused on moving	segment the clients." "It is an affordable, relatively sophisticated social CRM product, that intecrates with other tools of the trade	As there is seamless interoperability with other MS products, working directly with Dynamics CRM in the I RxRM world takes advantage of Outlook, Word, Eacel, SharePoint, This enables rapid user adoption.
Verticity Automation Automation <th></th> <th>you can get a lot of stuff out of SFDC just by setting up the right report. It allows for dashboards to be created as well, giving you a 10,000 feet view on you become and free dollars down hold free work that</th> <th></th> <th>"Easy to learn. Easy to use. Tech support available by chat 24/7 and they speak good English and know the stuft. What really blew me away was that I messaged the CPD as linked and analysis."</th> <th>that they seem to offer no inherent productivity r improvements or cost a tidiculous amount per user. Our average sale is \$500. We sell about 50 orders a such tills and seem to be seen define the CPM de-</th> <th></th> <th></th> <th>"I can easily keep our sales team focused on the highest value leads and deals across suborated account rules informed by full-funnel analytics. I like the information and use think the same with \$7.</th> <th>Opportunities through the Pipeline to close faster. The Buying Center view enables visualizing complex sales relationships, roles, and level of influence in math Operativity.</th> <th>very well. It is also relatively easy to expend it with custom fields - screeting that we are using a lot. Since we've started using it, we've increased the</th> <th>as the tools and supports are familiar, leverages investments the organization has already made in most instances (MS Office, SharePoint etc.) and interdet to familiar the destination of the top</th>		you can get a lot of stuff out of SFDC just by setting up the right report. It allows for dashboards to be created as well, giving you a 10,000 feet view on you become and free dollars down hold free work that		"Easy to learn. Easy to use. Tech support available by chat 24/7 and they speak good English and know the stuft. What really blew me away was that I messaged the CPD as linked and analysis."	that they seem to offer no inherent productivity r improvements or cost a tidiculous amount per user. Our average sale is \$500. We sell about 50 orders a such tills and seem to be seen define the CPM de-			"I can easily keep our sales team focused on the highest value leads and deals across suborated account rules informed by full-funnel analytics. I like the information and use think the same with \$7.	Opportunities through the Pipeline to close faster. The Buying Center view enables visualizing complex sales relationships, roles, and level of influence in math Operativity.	very well. It is also relatively easy to expend it with custom fields - screeting that we are using a lot. Since we've started using it, we've increased the	as the tools and supports are familiar, leverages investments the organization has already made in most instances (MS Office, SharePoint etc.) and interdet to familiar the destination of the top
Verticity Automation Automation <th></th> <th>builds up that dashboard and going through the detailed information."</th> <th></th> <th>Now I don't want to overwhelm him with tons of messages from offses, but that is a very, very strong statement about the company spirit."</th> <th>every order. Most CRMs need to be managed. Freshsales: does not."</th> <th></th> <th></th> <th>"Base allows for any permutation filtering options for any of your leads in your system. It's incredibly easy</th> <th>competitor relationships. The social latening tools allow social media posts to be visible inside the Activity Stream of Accounts, Contacts, and/or</th> <th>from social media, and improved our overall lead generation/management and sales process. You can nead about one of the workflows that became possible</th> <th>Powerful solutions to common problems can be developed is astoniahing. I come from the custom</th>		builds up that dashboard and going through the detailed information."		Now I don't want to overwhelm him with tons of messages from offses, but that is a very, very strong statement about the company spirit."	every order. Most CRMs need to be managed. Freshsales: does not."			"Base allows for any permutation filtering options for any of your leads in your system. It's incredibly easy	competitor relationships. The social latening tools allow social media posts to be visible inside the Activity Stream of Accounts, Contacts, and/or	from social media, and improved our overall lead generation/management and sales process. You can nead about one of the workflows that became possible	Powerful solutions to common problems can be developed is astoniahing. I come from the custom
Verticity Automation Automation <th></th> <th></th> <th></th> <th>T love how user friendly the platform is. I love how easy they make it for companies of any size to get started. The asses of use masses that companies are</th> <th>"There's so many good things to say about Preshsales. I have used Salesforce, Sugar, and Nimble and their dothers as well. Freshsales has all the fashines we need you then young well it assoch use</th> <th></th> <th></th> <th>to pull a list of whatever data set you need to help see where leads are in the pipeline."</th> <th> Opportunities. Tight integration with Outlook, Office, SharePoint, Google Apps for Work, Dropbox, Box, and a multitude of other applications allows Pipeliner is fit into any competitionit achievelow roles. The </th> <th>with Nimble here: http://marketing.pravdam. com/actor/attachment/4848/u-000e/0/-//-/*</th> <th>software world and am constantly surprised at how inexpensively and quickly solutions can be developed. So far, we have used Dynamics CRMRxRM for a Clinical Trail Management System (CTMS). Division</th>				T love how user friendly the platform is. I love how easy they make it for companies of any size to get started. The asses of use masses that companies are	"There's so many good things to say about Preshsales. I have used Salesforce, Sugar, and Nimble and their dothers as well. Freshsales has all the fashines we need you then young well it assoch use			to pull a list of whatever data set you need to help see where leads are in the pipeline."	 Opportunities. Tight integration with Outlook, Office, SharePoint, Google Apps for Work, Dropbox, Box, and a multitude of other applications allows Pipeliner is fit into any competitionit achievelow roles. The 	with Nimble here: http://marketing.pravdam. com/actor/attachment/4848/u-000e/0/-//-/*	software world and am constantly surprised at how inexpensively and quickly solutions can be developed. So far, we have used Dynamics CRMRxRM for a Clinical Trail Management System (CTMS). Division
Verticity Automation Automation <th></th> <th></th> <th></th> <th>accessing more available features for their investment. The difficult to use (and often very expensive) alternative platforms usually results in</th> <th>and intuitive with a cleasant UI and no bloatware. Most important, my team has less issues using Preshsales than several other CRM platforms we</th> <th></th> <th></th> <th></th> <th>Sales Navigator and the extremely powerful, easy to use Reporting system provides drill-down capabilities makes creating complex reports like pivot tables a</th> <th></th> <th>Referral Management (FRM), grant application/Investigator Initiated Trial submission and management (IT), chronic disease management</th>				accessing more available features for their investment. The difficult to use (and often very expensive) alternative platforms usually results in	and intuitive with a cleasant UI and no bloatware. Most important, my team has less issues using Preshsales than several other CRM platforms we				Sales Navigator and the extremely powerful, easy to use Reporting system provides drill-down capabilities makes creating complex reports like pivot tables a		Referral Management (FRM), grant application/Investigator Initiated Trial submission and management (IT), chronic disease management
Verticity Automation Automation <th></th> <th></th> <th></th> <th>capabilities. I LCVE the API, the e-commerce deep integration and the event tracking. I love the support and the active community engagement for support. If</th> <th>notifications. It's so easy to to notice emails needing a response with the number badge on the Leads or Contacts menu icon. The click to call is quick and</th> <th></th> <th></th> <th></th> <th>ravigate the system." "When I started my startup I needed a CRM focused</th> <th></th> <th>management, cal centers, telemedicine and more. What characterizes these systems across the board is the management of process and data</th>				capabilities. I LCVE the API, the e-commerce deep integration and the event tracking. I love the support and the active community engagement for support. If	notifications. It's so easy to to notice emails needing a response with the number badge on the Leads or Contacts menu icon. The click to call is quick and				ravigate the system." "When I started my startup I needed a CRM focused		management, cal centers, telemedicine and more. What characterizes these systems across the board is the management of process and data
Verticity Automation Automation <th></th> <th></th> <th></th> <th>just an overall mino-clowingly valuable resource for the money."</th> <th></th> <th></th> <th></th> <th></th> <th>on sales and nad a good view of internation nows. After much searching, Pipeliner CRM showed the be sales and marketing software with interactive visualization tools which can monitor all potential</th> <th>£</th> <th>vacuaryreporting - essentially, the system makes sure what needs to get done gets done, and the right people are be made aware of performance trends, lasues and opportunities."</th>				just an overall mino-clowingly valuable resource for the money."					on sales and nad a good view of internation nows. After much searching, Pipeliner CRM showed the be sales and marketing software with interactive visualization tools which can monitor all potential	£	vacuaryreporting - essentially, the system makes sure what needs to get done gets done, and the right people are be made aware of performance trends, lasues and opportunities."
Normalization Normalinstant Normalization Normalization<					sales people to use the software."				customers within the sales furnel in an organized an dynamic way AI the entire sales and marketing protessionals I recommend Pipeliner CRM Paulo Causton 2		"Outlook integration make it dead simple to track email for an Account, Contact or Opportunity. On-
Nor Normalization									"The visual approach. I noticed right away that Pipeliner workes differently from other solutions. It is		customize from simple views/charts that an end user could configure, to form/fields that an administer could configure, to javascript/.net that a developer could
Matrix Automation Automation<										d 1	www.dp. As customizations can be managed in a solution and deploy to other instances of CRM (eg configure/develop on sandbox then deploy to production when all the changes are consisted?
<text><text><text><text><text><text><text></text></text></text></text></text></text></text>									how I move from stage to stage. Pipeliner 'minors' m behavior. I don't have to understand all the technical workings – I can just see what I need to know. I middleick how an instant		The extremely broad range of implementation options provides your organization with almost imitiess methodizes for union the system of the system.
<text><text><text><text><text><text><text></text></text></text></text></text></text></text>									stages, what I need to do next, and this motivates me Also absolutely important and helpful is the integratio of MS Outlook and the connection with several social interaction.		prepared to apend some money and time developing the system to your full liking and its full potential, and be sure to let processes drive the system and not the difference of the system and not the
$ = \frac{1}{2} + \frac$	Cons	Sometimes I worry that Salesforce.com is rolling out to many new products that they are spread too thin. There is a loci rown for issues much is that	"I dialke that you can't send pre-made followup email after a call (hom a workflow). Also, there reporting options could use we under a literature	is "Nonestly there's not much I can bag on with AC. I've gotten to know many toks there over the past 1.5ys having switched mo versities administrations.	"Report quite simply is stupid, I can download excel sheets and some graphs but most of down? give me any insides. There we seematic	"Creating customized reports has been a challenge. While there are a wide variety of sales activity and account proofs. (The instead in the finite it are of	Ti would be great to have a native tool that allowed you to import social contacts from Facebook, Twitter etc. That the only think that you'd be interested.	"External API could use a little bit of work."	*****CRE. *Linking Accounts, Contacts, and Leads/Opportunitie is a fabulous feature in Pipeliner. The reporting on These relationships rives and exit. We had the	"I'm a sucker for a good interface, and I think Nimble is slightly clubered. Also the lack of a mobile app is annoving as well beit knows these second-second	We have spert US\$20k developing this over the past 2yrs. Subscriptions began (§ 227.50 and have sudderly lamped to F47.90 ner user to have
$ = \frac{1}{2} + \frac$		satesforce automation and service automation platforms. They continue to enhance these areas, but they don't always get the focus that their newer products and?	that the product is very new to the market and these at challenges will surely be addressed."	I'd say the greatest deficiency from my perspective right now is the lack of a good replacement for the SnapApp that Inflationsoft has. Full Contact + Zapier	deal, contact in the CRM. It is rather confusing and ranely serves any purpose Unable to filer Deals in the pipeline view beats the entire purpose of a pipeline	I'm currently running three reports instead of one. Would also like to see where I can put monthly order court numbers to perform a trend analysis on	us." The bit hand to sell subscriptions. Reporting does not	improvement. I also thirk reporting is good but not great. The lack of project management features is something that is needed in any CRM as well."	custom fields (staff has to type data in) to be able to report which accounts and contacts were associated with leadiopportunity. Even though you can see them there is not account and account of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the set of the	release a native IOS app in 2013." No mobile app. I also wish there were a way to	original budget though now I guess we are committed as they roped us in nicely. Also we constantly get downline that costs us a lot of money every month,
$ = \frac{1}{2} + \frac$		"Uncontrolled administration can turn your environment into a nightmare."		 	"There are some small aesthetics that are annoying but not show stoppers. In some areas the email text	Where do I begin? There were so many features that were so buggy, I simply could not use them. Macros.	Interpret as on the KAY's we need We've solved that by third party system." "It is not about like or dislike, is more about	The only negative I could find is when you sync with Google Contacts, it's two way sync works great however, Google + causes an issue because any	www.openrer in each detail acreen, you cannot see these connections in reports or views." "Nothing to dialike so far - the tool is easy to use.		programmers pame ascrosoft & vice versa, it's all very ambiguous and we have no way of knowing who is really at fault. This was a bad decision and my advice to you would be to find a "CRM" system that
$ = \frac{1}{2} + \frac$		Their technical support and that they change sales repr on you every two minutes. They also buy so many companies that it are winter from the sales.	suggestions. Further, it also seems like it is solely for B2B companies, which is fine. However, that is not what I am interested in and it feels like every CRM is focused on B2B. It makes server shows that I - how	users sharing best practices tips. I'm planning to start an unofficial user group in Arizona because I believe there are enough people using it here that can share tips and licrow UG2 are the feature taw to	box is quite small and requires a lot of scrolling on longer messages." "There are a few features I would like to see	zono Docs, Custom Field Mapping are just a few of the features that were so buggy. I had to report them to support. And their support is their biggest, biggest problem. I personally do not new shadhar them	improvement. I think It would be very good if you can add a reading panel option, like in MS Outlook where you can pop-up the email in the different window or just click on the email and week in the working	contact you add to Base, when it syncs to Google Contacts, your Google + account might find more information on this contact that it adds to certain fields. Therefore, if the capro of the compare 1	munive, easy to customize and is ready to go out of the box. It doesn't require a huge amount of customization."	naving a way to determine which contacts still weren't tagged was cumbersome. 2) I wish you could tie married couples together. Tim in real estate, and it's critical to have this feature. 'I I wish supervised	opean't cost much to develop that way you can easily pull out or switch allegiance should your providers get overly cocky."
$ = \frac{1}{2} + \frac$		development of their core products. Additionally, they often any that they are going to charge for new teatures they ofter and it can get expensive quickly!	y the money is, but I would be willing to pay for a service that is focused on providing CRM services to B2C service providers like me."	one's skills with a product like this. The only other thing I might add is that the broken-ness of the Firstname Lastname search is annoying buil had the proportion is kell fit.	more reports and some changes with the phone interface. However, there are no critical changes. We switched to Freehaales a few months ago and would never within back	support team is from the U.S. India or anywhere else in the world. If they are knowledgeable and are easy to communicate with, that is what's important. In the mass of Point's sur-	reply on your email etc, without switching to another screen. If you can implement the same - in the bottom or in the sides of thee screen - once you highlight the lead war one read	apelled alightly different (for example: you may not have added LLC to the end of the company name but that is how it's spelled on Google+ and now instead of addon that to the	"What's not to like? Great mobile apps, offine capabilities with rock-solid synchronization, the best mobile apps I've used, and much more. The list goes on and not. This is	the Contacts view was sortable and therable and that you could choose which columns you wanted to see. (4) I wish you could not deals and revenue by quarter and was indired of the Anti-	Yeavy UI and somewhat clicky requires extra work to make a smooth user experience. Performance is not great on VistAVET but we see significant immovements when
$ = \frac{1}{2} + \frac$		What's great about Salesforce, can also be it's downtall. Since there are seemingly unlimited possibilities, it becomes very easy to get beyond	"I can't think of anything that I dialike about this system. Their customer service is fantastic, the software is very intuitive, wet customizable."		where the second	Their lack of English mastery makes it difficult to communicate to them complex problems. And when it finally am able to get my point across, they lead unce				would like tasks to be integrated with Office 305 just like email is. 6) On the individual contacts page, I would like the full address to show up at the few would like the full address to show up at the few	Win 7 64-bit and IEB.*
$ = \frac{1}{2} + \frac$		down or overwhelmed by a huge paletie of information and resources. This is especially true you're CRM needs aren't exactly complex. If you're until looking for a simple water resources	"The email integration is not up to standards. I am using a mac with a Microsoft Exchange mail server email advess and I campt Intervale the use	The biggest disappointment is the Salesforce integration options. I chose ActiveCampaign because compared to other integration intellivers is of them.	new jokes." "There's just one complaint, and that is the size of the data entry box when replying in an annali which would	as is you are durnh, to put it simply. Even after I had told them exact what troubleshooting sings I had taken prior to contacting them, they continued to treat me as I had no class what was rome on More at the	use it. You don't - go to VEW menu, and choose to off the reading panel." "Pipedrive is still in Ex inference on features ar-	Nonetheless there really an't much else that I could say I don't like." "Actually, I can't say that I don't like that nixt"	"until now, I have not found anything I did not like" "There are only few things I didlike. One is 1 minute	Instead of just the city and state." "The Nimble app has a lot of shoricomings but I undentiand that an upgrade is rise services?" In and	although that will be changing in December/January with the Polaris release update. Out-of-the-box the sales & maketign heritage is very predominant, and it takes score vision to underview how work on event
$ = \frac{1}{2} + \frac$		among a small team with only a few clients, Salesforce might not be your best option. My company uses Salesforce, and it's beyond perfect for	seamlessly with Hubspot GRM. That is quite a big drawback. Also the mobile app could be improved. Indeed I would like to see full integration of the	an integration, but once I was up and running with the platform I waited that the integration was through Zapier and was extremely limited. You're only able to	be better if it was larger. I mentioned it to my support contact, and he immediately sert a request to the dev team to address the issue."	time I had contacted them, it was a problem with no easy solution. It was some back-and issue or some coding issue on their part and this conclusion would	functionality that you know will be there one day just aren't there yet."	know that it is very useful tools in our company. All of the kind of resource is working well and doesn't consist any errors."	possibility to import vcf-cards when I am creating a new lead. Also would be good for me - as located in Europe - the integration of the Xing-Network."	easy to delete messages, this can be done only one page at a time and could take a tot of time. There used to be a very useful feature where we could email up to	It (not that that is hard) into meetign the "X" need. I Until Polaria, there is no non-E browser support."
$ = \frac{1}{2} + \frac$		our same and marketing learns. However, I'm a web designer/developer, so most of what I use Salestores for is project management and time tracking. This is where I've ran into most of my flustration. I ext-on.	 my Microsoft Eachange email account." "The tool is a vast improvement over what I was univer- 	sense contacts back and forth when what I really need is an option to show actions made by contacts i SF so our sales team can easily look at contacts and gr nu reports off those actions. I also don't find their	"I don't dialike anything. One suggestion would be to able to have multiple owners for a single lead."	see over an nour to reach. Frustrating, to say the least, especially when I had told them in the first 5 mb of our conversation. Their entry level support have no lidea how to fix the issue, so event time they re ^{net} to	 - cu nowever cases how scheduling any activity has a minimum of 015 minutes where for example an e- mail would take only 2-3 minutes to prepare and send and ordain follow up calls may not really take first 	"Deals and contacts are quite separate outside of sharing a connection. It makes pulling contact information based on where their deal is in your		Would love to see it back." "There are couple of things that are still mission."	Conversion on the second secon
Image: A set of the set		with so many unused fields and have to bury down into a project, then into a milestone, then into a task is order to even reach where I can tack time. Aside from the occasional indicuments and facility of homes	before. The only think I dialike is that while there is a in great integration with Google mail, the tracking in the CRM doesn't work if you have multiple recipients."	workflows to be all that intuitive and their email designer is worky. It's hard to make sure certain areas are the size you want and line up with other elements. I also have a lot of surveil.		'contact their developers and get back to me with a adultion.' Surprise, surprise, not once they did get back to me. And not one of my issues have been fixed. The worst experience? Today: Their last-	long. But this lan't a big deal, it's just unnecessary for when setting up an accurate calendar."	pipeline a bit of a hassle, but easily traversed with a couple visolways. Additionally, it would be wonderful to export Smart Lists with First and Last name separate out?		Support for client lifecycle - we are using it mainly for marketing and takes, additional phases in client's lifecycle are not there yet. 2. Better reporting and dashboards. 3. Better Salestons Intervation'	view" "The learning curve to get started is a little steep and you should be familiar with Microsoft recommender"
Image: A set of the set		overwhelmed, there really isn't a whole lot of bad things to say about Saleforce. Even though you may be a smaller companyteam and have no use at the		designs when I'm sending tests. The test will have images at different sizes that what ActiveCampaign shows which makes it hard to find fases."		support asked for screen share, so I granted it. He then messed around with our settings to the point where he destroyed all of the account #'s we had disclosed and an and better					languages and/or general Microsoft administration practices to be ready to get into the deeper aspects of the system. Additionally, Dynamics goes through
Image: A set of the set		Answers or each an expansive platform, ifd probably be best to go with a CRM that you know you will be able to scale and grow as you also scale and grow."		"I dislike that I'm just hearing about this tool now. I could've saved so much time! Actually, I dislike that when my free trial ended I was momentarily locked		account numbers were used for everything. Accounting, follow use, and so much more. Their tech support has really proven to be incompetent over					
and		Sometimes reports, even just being ways to group and report information, are ticky. Making / oreating them is easy in SFDC, are ticky and it can get to a point where users will just held an amount	n .	out or my account. It took me a few minutes to figure out the steps needed (clearing my cache, relogging is from the main website) to figure out how to upgrade my account. When my that ender I multife ferror of		time " "I don't like the fact that Zoho CRM lacks high-end features that allow users to ester if we intervent - me.					
and		use so few, that browsing through them might be a nightmane. Haven't found a way to automatically manage that other than manually and setting up a few nine for unservice.	~	If the substration was still up or if the forms would be disabled or what I wish there were a few more details and the details of the free trial were a little more clear."		non-Zoho applications." It takes while for you to understand which Zoho module you need to					
Less Provide difference Control of the				"New OBR." "I deleted a field, lost some data, and did not realize i could not reatione it. Also, I really want an inhorw www.							
Law Distance				In today's world, with all of us on mobile 50% of the time, I think an iphone app, is already essential for business users."		The limit of 100 emails being able to be blast out each day is a burmer, though I honestly don't know i this is a firm limit since I believe the samt area.					
Same Other Name Other Name Object Nam Object Name Obj				"There are some things that I would like to see added over time that are offered by competitor products. I don't nucessarily need them to add a landing page builder for example. buil involve make stead or and		that in a day :) It is a burrner I don't get the Outlook plugin unless I pay for a pro account, which is \$20/user/month."					
Same Other Name Other Name Object Nam Object Name Obj				dynamic content blocks to add to web pages based on liststags. Looking forward to the full release of the CRM app which was bady needed. I also wish these were a way to ddl live automations in an ed? movie							
- Const.42.9 - Const.43.9 - Con											
Hgulves capters camp/102056terbanetieses http://www.capters.com/102057terbanetieses http://wwww.capters.com/102057terbanetieses http://wwww.capters.com/10	Summar	15/05 Reviews • Overall 4.45 • Ease of Use 3.95 • Customer Service 4.15	200 Heviewa • Overall 4.5/5 • Ease of Use 4.3/5 • Cuatomer Service 4.4/5	me coviena • Overal 4.65 • Ease of Use 4.35 • Customer Service 4.45	4/3 roviewa • Overall 4.65 • Ease of Use 4.55 • Customer Service 4.65	4400 Fonleves • Overall 4,215 • Ease of Use 4,115 • Customer Service 4/5	224r Herviews - Descall 4.5/5 - Ease of Ube 4.6/5 - Customer Service 4.4/5	120 Kevlenit - Overall 4.315 - Ease of Use 4.45 - Customer Service 4.15	163 rovieve • Overall 4.75 • Ease of Use 4.65 • Customer Service 4.65	1003 Hereinen • Oversil 4.45 • Esse of Use 4.35 • Customer Service 4.35	2000 Heviews • Overall 4.35 • Date of Use 45 • Customer Service 4.215
		https://www.capierra.com/p/61368/Salesforce/review	https://www.capterra.com/p/140215/habSpot- Sales/reviews	https://www.capterns. com/p/79367/ActiveCampaign/teviews	https://www.capterna. com/p/155553/Freahaales/teviews	https://www.capterts.com/p/155928/Zoho- CRM/reviews	https://www.capterra.com/p/132666/Pipedrive/reviews	https://www.capterra.com/p/199855/Zendesk- Sellheviews	https://www.capterra.com/p/125911/Pipeliner- CRM/heviews	https://www.capterra.com/p/123032/Nimble/reviews	https://www.capterts.com/p/157279/Dynamics- 305/teviews

		CRIII Software										
	#REF1	(REF)	#REF1	WREFT	#RDF1	AREFI	#REF1	WREFT	#REF1	#REF1		
Pros	with other CRM's like Outreach. Salesforce helps my team to see the interactions between the customer and our different outreach techniques."			freshaales. And also easy email tracks and clicks tracks, call and email remainders, Notes of the account and the contact are the best."	emails. Its very thorough and the best solution I have found while searching CRM." "Nice app that helps keep my email address and	"I can see how it would be a great option for a larger organization, but for a one-man shop, I didn't need all of the features, but it was great to have them as an option."	agreements. You can send texts, emails and calls from the CRM very easily and track agents productivity."	I am very happy that I was given this opportunity to learn more about selling and how the pipeliner CRM tool can enhance selling skills."	various platforms."	advantage of them. You can do marketing, workfl contacts, leads, commercial process, database / "I have used Dynamics for a while now and it's or		
	"Salestone is obviously a very powerful doul, if their warn't the case, it wouldn't be as popular as it is . There is a son of Sexbibly to make it your own and case it the way you want to" "It brings me geneticity to let you'n on the Prox of Salestone. Deven loading the lands to Sales eserutive people, and i found 1 Abert, with escalent wards."	has been avecome." "Highly recommended for oganizations of any size. Each company will find a great combination of Hubspot modules and versions." "Pree software and great features in the free package."	simple email marketing to protessional Marketing Solution." "It's important for me to be aware of the tools on the market, and there are other great creas, but none that have been a worthwhile transition off AC for."		payment is very good for e-commerce website." "I am using Zoho CRM since 1 year it was super easy to work with it while best thing i like to configure multible email allas and at some point if it easy to	T like how Pipedrive helps to track leads and users coming from various channels and focus on those that are the most effective. I love filters you can create and	really good, I would recommend it." "Our team really liked this tool over salestones. There are a ton of really great options and features, along with a pretty easy to use UI."	wor't lead to any good." "Opportunities can be labeled as to their fitness such labeling allows sales people to stay focused on the	different social networks, this helps me to have a congionesise of information to situat triggers processes that tree my workflow." "Nimble has been by far the best software our company has used. You can easily import contacts, ease of sending group emails, and overall productivity	poten better and better. It's got fantastic account management resources and keeps you up to dat "This is a great app for business person like re- bacease it helps to control my framous And i sup entroprensurs to check this app out because it's worthy for your business." "The precise planning and financial organization.		
	"Like all CRMs what you put into it is what you will get out. If you live in it day in and day out its a great program and the reason for their popularity and success."		nice communication options and the tagging system for contacts and in-the-moment segmentation are nice touches."	"We are using freshsales CRM to send emails to clients and making connection with influencers. The best thing about this tool is its so easy to start using this."	resources for an organisation notifications on every event is a very good feature."	Ti has been a great experience overall with the software. These hasn't been any hiccups to date and the software has always provided the best results."	should be halved for it to be worth it."	"I never came across an amazing game changing software like this, that can impact positively on sales operations. Do you want to move your sales to the next level."	"I guess I am grateful that I learned to be more careful who I trust and where to dedicate my energy and efforts."	recommended to several friends who were with probERP motios of so much that I liked and the they liked my indication."		
Cons	"There are so many steps to having a complete file, so this lish" a lazy program. If you're going to use it, commit to using it, otherwise, crap in, crap out."	"It allowed us to manage a larger group of clients aand locee less time on follow ups and other tasks." "Not involcing any one right now. It been over 4	and there was nothing they could do about it however, THEY DID change their software because this happened to more than one person."	but they just refused, and then I asked to talk to their manager, which was also refused."	figure out how to pay. That should have been enough of a warning."	"I hate doing sales and realized that if I was going to take the reigns for it in my business, I had to be way more organized."	and also unimportant features."	"Not well known as compared to other major CRMs and hence finding the people who have skillest on Pipeliner CRM is difficult."	systems though. Other than that I can't really find anything I don't like about it."	"The software seems to have many windows and that may confuse new users. It also has too many sessions break that may distub the flow of the wo even though It is for security reasons."		
	"Before the Lighting update it looked terble. Heigh so many heaves invokable and to chaos and for a new user it is hard to get around." "Cost is tentiby high for bad customer service. Moreover, it does again to leave all aspects of it and pus we bad customer support is the cherry on the tip."	months with ND INCOME." "The information is not organized very well, it is hard to find the inth at I need and mavigation is not very intuities." "Scientifies we cossider moving away from it just to lower some of our costs."	"You'r easily gel tost in number of options and aethings. The fact when creating an email you get molivecind for aimple steps just to edit email header also hurts the flow." "They charged my credit card for the next 9 months. After I complained to American Express, they	"If you make a mitable converting a lead to a context, there is no away to 'downgrade' that contact back to a lead. And if there is a chape lead.contact, you have to convert ballers you can merge." "Encrotoge were away impossible to find and though the log is supported to be included on the ensuit moving the ensure it wasn't. Support couldn't figure it on earlier."	was the two-factor authentication that was auto- enabled when we first started using the program." "The only problem I have with Zoho CRM is when trying to importiesport leads. Sometimes the data will become consisted but nothing a almole realist of the		Not many third-party integrations." "Does not support Saa5 business model. Very	first experience with CRM platforms as a whole. M just getting to know Pipelner."	"Some of the terminology can be confusing at first, but once you get used to the alight differences, it becomes clearer as you use the software more."	The CRM dashboard is difficult to ravigate and configure, with broken areas in the interface, and confiainty UK. ⁴ "Honestly i would rather throw money out of a win hen ever use this service again. I am not writing th out of anger, I am writing this as a warring. ⁴		
	"My introduction to this program was while working at a call center for fraud prevention. They incorporated its use with other proprietary software programs."		made them."	Time to wellch between two pages in aphases and	"One of the most annoying thing is that the email invitations generated from Zoho CRM, mostly gets blocked or lated as sparn by mail filters."	"Functionality was terrible, I don't know if we misundensood and they aren't actually a CRM system but what the product offered cannot be called a CRM."		Programmer, en ejenen Hilligalia.	find missing information via Al on the internet."	"Things things that bother me are the increasing prices and also the interface lags a lot."		