

# CRM SOFTWARE COMPARISON

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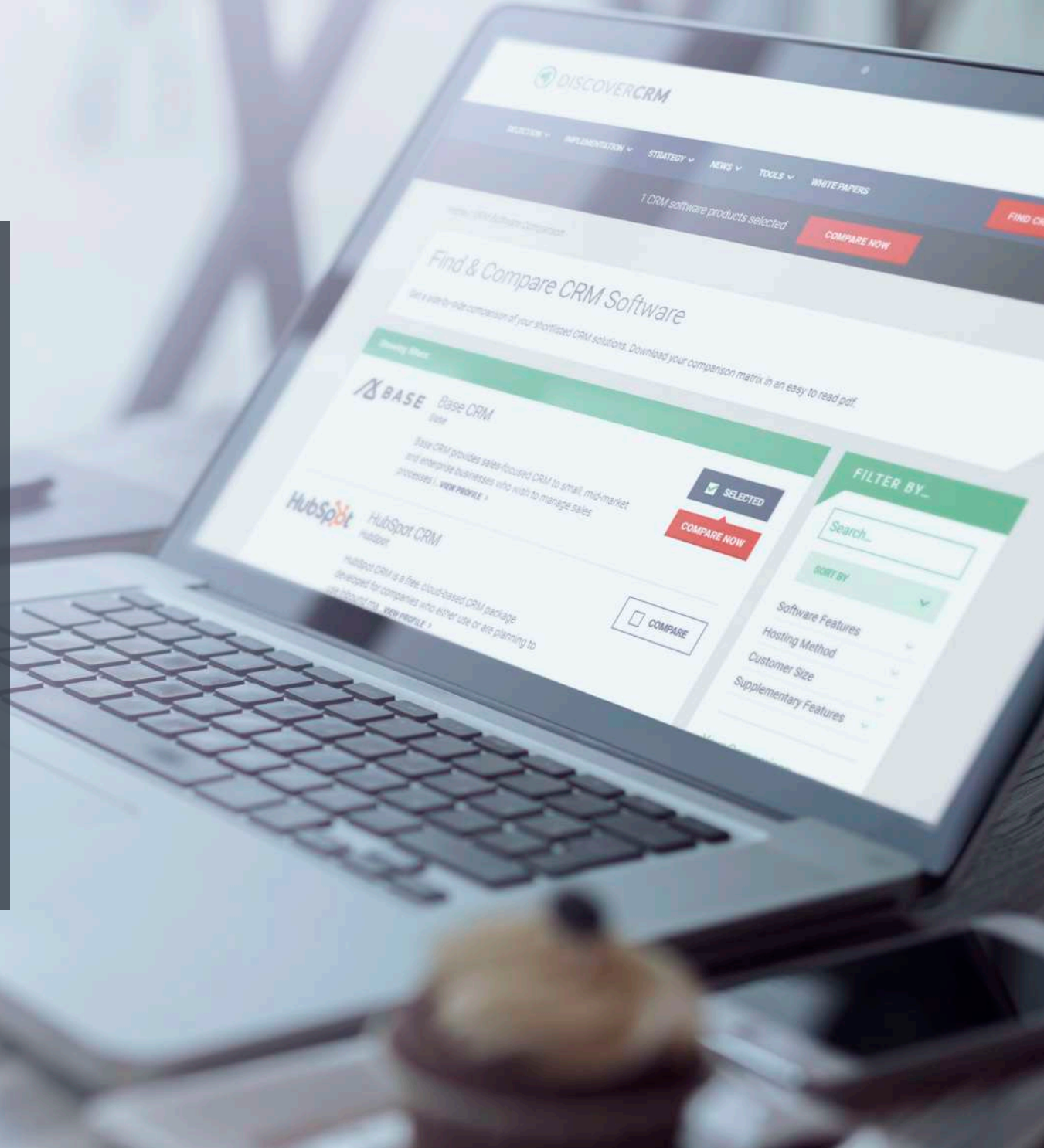


## WHY NOT CREATE YOUR OWN COMPARISON?

With our free comparison engine you can build your own side-by-side comparison of leading CRM solutions. Narrow down your shortlist using filters including:

- Software Features
- Delivery Platform
- Company Size

**FIND & COMPARE CRM**





## OVERVIEW

### PRODUCT NAME

Base CRM

Insightly CRM

SuperOffice CRM

BuddyCRM

## SOFTWARE FEATURES

### API ACCESS



### CADENCE



### CONTACT MANAGEMENT



### CONTRACT MANAGEMENT



### DATABASE MANAGEMENT



### FUNNEL REPORTING



### INTEGRATIONS



### PARTNER TRACKING



### PERFORMANCE REPORTING



PIPELINE MANAGEMENT	✓	✓	✓	✓
PRODUCT & PRICE CONTROL	✗	✗	✗	✗
SALES GAMIFICATION	✗	✗	✗	✗
QUOTATION HANDLING	✗	✗	✓	✓
TASK ASSIGNMENT	✓	✓	✓	✗
TERRITORY/QUOTA MANAGEMENT	✗	✗	✗	✗
<b>SUPPLEMENTARY FEATURES</b>				
CPQ	✗	✗	✗	✓
CUSTOMER SERVICE AUTOMATION	✓	✗	✓	✗
MARKETING AUTOMATION	✓	✓	✓	✓
SOCIAL RELATIONSHIP MANAGEMENT	✗	✓	✗	✗
<b>CUSTOMER SIZE</b>				
SMALL (1-50 USERS)	✓	✓	✓	✓
MEDIUM (51-200 USERS)	✓	✓	✓	✓

ENTERPRISE (201+ USERS)	✓	✗	✓	✓
OTHER FEATURES				
MULTIPLE LOCATIONS	Data currently unavailable. <a href="#">Click here</a> to suggest data for this product	✗	✓	✗
MULTIPLE CURRENCY		✗	✗	✗
CUSTOMIZABLE		✓	✓	✓
MOBILE FEATURES				
IOS APP	✓	✓	✓	✓
ANDROID APP	✓	✓	✓	✗
NATIVE WEB APP	✓	✗	✓	✗
HOSTING METHOD				
CLOUD	✓	✓	✓	✓
ON-PREMISE	✗	✗	✗	✗
REVIEWS				
REVIEW SCORE				

<b>OTHER INFORMATION</b>				
<b>PRICING</b>	\$25/user/month. Up to 5 users	Free up to 2 users. \$15/user/month.	*From 44€ user/month. *Billed annually.	From £35/user/month.
<b>IMPLEMENTATION TIMEFRAME</b>				



## OVERVIEW

### PRODUCT NAME

Sage CRM

NetSuite CRM

HubSpot CRM

SAP CRM

### SOFTWARE FEATURES

#### API ACCESS



#### CADENCE



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#### FUNNEL REPORTING



#### INTEGRATIONS



#### PARTNER TRACKING



#### PERFORMANCE REPORTING



PIPELINE MANAGEMENT	✓	✗	✓	✓
PRODUCT & PRICE CONTROL	✗	✓	✗	✓
SALES GAMIFICATION	✗	✓	✓	✓
QUOTATION HANDLING	✓	✓	✗	✓
TASK ASSIGNMENT	✓	✗	✓	✓
TERRITORY/QUOTA MANAGEMENT	✗	✓	✗	✓
<b>SUPPLEMENTARY FEATURES</b>				
CPQ	✗	✗	✗	✓
CUSTOMER SERVICE AUTOMATION	✓	✓	✓	✓
MARKETING AUTOMATION	✓	✓	✓	✓
SOCIAL RELATIONSHIP MANAGEMENT	✓	✓	✓	✗
<b>CUSTOMER SIZE</b>				
SMALL (1-50 USERS)	✓	✓	✓	✓
MEDIUM (51-200 USERS)	✓	✓	✓	✓



ENTERPRISE (201+ USERS)	✓	✓	✓	✓
OTHER FEATURES				
MULTIPLE LOCATIONS	✓	✓	✓	✗
MULTIPLE CURRENCY	✓	✓	✓	✗
CUSTOMIZABLE	✓	✓	✓	✓
MOBILE FEATURES				
IOS APP	✓	✓	✓	✓
ANDROID APP	✓	✓	✓	✓
NATIVE WEB APP	✓	✓	✓	✓
HOSTING METHOD				
CLOUD	✓	✓	✓	✗
ON-PREMISE	✓	✗	✗	✓
REVIEWS				
REVIEW SCORE				

<b>OTHER INFORMATION</b>				
<b>PRICING</b>	Not Available	No Pricing Available	From Free	
<b>IMPLEMENTATION TIMEFRAME</b>				



OVERVIEW	Salesforce	Oracle Customer Experience	bpm'online	Salesflare
PRODUCT NAME	Salesforce	Oracle Customer Experience	bpm'online	Salesflare
SOFTWARE FEATURES				
API ACCESS	✓	✗	✓	✓
CADENCE	✓	✓	✓	✗
CONTACT MANAGEMENT	✓	✓	✓	✓
CONTRACT MANAGEMENT	✓	✓	✓	✗
DATABASE MANAGEMENT	✓	✓	✓	✓
FUNNEL REPORTING	✓	✓	✓	✓
INTEGRATIONS	✓	✓	✓	✓
PARTNER TRACKING	✓	✓	✓	✗
PERFORMANCE REPORTING	✓	✓	✓	✓

PIPELINE MANAGEMENT	✓	✓	✓	✓
PRODUCT & PRICE CONTROL	✗	✗	✓	✗
SALES GAMIFICATION	✓	✓	✓	✗
QUOTATION HANDLING	✓	✓	✓	✗
TASK ASSIGNMENT	✓	✓	✓	✓
TERRITORY/QUOTA MANAGEMENT	✓	✓	✓	✗
<b>SUPPLEMENTARY FEATURES</b>				
CPQ	✗	✓	✗	✗
CUSTOMER SERVICE AUTOMATION	✓	✓	✓	✗
MARKETING AUTOMATION	✓	✓	✓	✗
SOCIAL RELATIONSHIP MANAGEMENT	✓	✓	✓	✓
<b>CUSTOMER SIZE</b>				
SMALL (1-50 USERS)	✓	✗	✓	✓
MEDIUM (51-200 USERS)	✓	✓	✓	✓

ENTERPRISE (201+ USERS)	✓	✓	✓	✓
OTHER FEATURES				
MULTIPLE LOCATIONS	✓	✓	✓	✓
MULTIPLE CURRENCY	✓	✓	✓	✗
CUSTOMIZABLE	✓	✓	✓	✓
MOBILE FEATURES				
IOS APP	✓	✓	✓	✓
ANDROID APP	✓	✓	✓	✓
NATIVE WEB APP	✗	✓	✓	✓
HOSTING METHOD				
CLOUD	✓	✓	✓	✓
ON-PREMISE	✗	✗	✓	✗
REVIEWS				
REVIEW SCORE				

<b>OTHER INFORMATION</b>				
<b>PRICING</b>	\$25/user/month* (billed annually). Up to 5 users		Starts from \$25 Per user / month	\$30/user/month (paid annually), \$35/user/month (paid monthly)
<b>IMPLEMENTATION TIMEFRAME</b>			Depending on complexity: From several days to few months	1 Day



## OVERVIEW

### PRODUCT NAME

LeadMaster CRM

Close.io

Anthill CRM

Spiro

## SOFTWARE FEATURES

### API ACCESS



### CADENCE



### CONTACT MANAGEMENT



### CONTRACT MANAGEMENT



### DATABASE MANAGEMENT



### FUNNEL REPORTING



### INTEGRATIONS



### PARTNER TRACKING



### PERFORMANCE REPORTING



PIPELINE MANAGEMENT	✓	✓	✓	✓
PRODUCT & PRICE CONTROL	✓	✗	✗	✗
SALES GAMIFICATION	✗	✗	✗	✗
QUOTATION HANDLING	✓	✗	✗	✗
TASK ASSIGNMENT	✗	✗	✓	✓
TERRITORY/QUOTA MANAGEMENT	✓	✗	✓	✓
<b>SUPPLEMENTARY FEATURES</b>				
CPQ	✗	✗	✗	✗
CUSTOMER SERVICE AUTOMATION	✗	✗	✓	✗
MARKETING AUTOMATION	✓	✗	✓	✓
SOCIAL RELATIONSHIP MANAGEMENT	✗	✗	✗	✗
<b>CUSTOMER SIZE</b>				
SMALL (1-50 USERS)	✓	✓	✓	✓
MEDIUM (51-200 USERS)	✓	✗	✓	✓



ENTERPRISE (201+ USERS)	✓	✗	✓	✗
OTHER FEATURES				
MULTIPLE LOCATIONS	✓	✓	✓	✓
MULTIPLE CURRENCY	✓	✗	✗	✓
CUSTOMIZABLE	✓	✓	✓	✓
MOBILE FEATURES				
IOS APP	✓	✗	✗	✓
ANDROID APP	✓	✗	✗	✓
NATIVE WEB APP	✓	✓	✓	✓
HOSTING METHOD				
CLOUD	✓	✓	✓	✓
ON-PREMISE	✗	✗	✗	✗
REVIEWS				
REVIEW SCORE				

<b>OTHER INFORMATION</b>				
<b>PRICING</b>	\$50/user/month	From \$65 per user / month	£45 per user / month (billed annually)	\$59 per user/month, billed annually
<b>IMPLEMENTATION TIMEFRAME</b>	1-14 Days	14 days	2-8 days	2-3 weeks

# CRM SOFTWARE COMPARISON

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