DISCOVER**CRM**

NUTSHELL

EXTENDED PROFILE

Nutshell

OVERVIEW

Nutshell CRM is used by companies across a wide range of industries, including food and drink, retail and the financial sector. The software focuses on flexibility, ease of use, and mobile compatibility.

Nutshell CRM caters to companies of all sizes but is especially popular with high-growth startups who require their CRM to evolve with rapidly changing business needs. This is reflected in the software's three-tier pricing model. Nutshell's CRM is offered in three different packages - 'Starter', 'Pro' and 'Pro+', allowing companies to select the package that best suits them and scale up when extra functionality is required.

Features vary between packages, though Nutshell's emphasis on 'selling smarter' is present across all of them. Common to all three packages includes basic sales tracking and reporting, and integration with a number of widely-used business apps such as Google Apps, Zendesk, and MailChimp. At the higher end of the CRM packages, the Nutshell CRM offers more powerful reporting tools and additional sales process automation.

Nutshell pricing is structured per user per month. The CRM software is cloud-based, with native mobile apps available for both iOS and Android operating systems. For tablets, the Nutshell CRM has been responsively designed to run through web browsers.

FEATURE OVERVIEW

Nutshell

SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	Nutshell
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	✖
SUPPLEMENTARY FEATURES	
CPQ	✖
CUSTOMER SERVICE AUTOMATION	✖
MARKETING AUTOMATION	✔
SOCIAL RELATIONSHIP MANAGEMENT	✔
CUSTOMER SIZE	
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	✘
FURTHER INFORMATION	
PRICING	From $20/user/month

Nutshell

SOFTWARE SCREENSHOTS

Mar, 2014

Feb, 2014   Mar, 2014

		$118,917	-18%
		Mar, 2014	

 # OF WON LEADS

27	9	-67%
Feb, 2014	Mar, 2014	

AVERAGE SALE VALUE

$5,352	$13,213	147%
Feb, 2014	Mar, 2014	