



PIPELINEDEALS

EXTENDED PROFILE



OVERVIEW

PipelineDeals supply a CRM aimed at small to medium sized businesses. PipelineDeals CRM is designed to look and feel much like a spreadsheet solution and is aimed at sales teams looking to migrate from in-house spreadsheets to a CRM package.

Sales pipeline management, deal tracking, contract management and automation are all offered as standard with PipelineDeals and a limited number of third-party software, such as Microsoft Office, can be easily integrated. Connect is PipelineDeals' latest integrated workflow feature, which allows users to connect any IMAP service and synchronise email and calendars with ease.

A reports dashboard allows users to create and review charts on sales figures and activity, all of which are exportable to Microsoft Excel. PipelineDeals CRM is also available on Android and iOS via dedicated PipelineDeals mobile apps at no extra cost. These include mobile functionality such as SMS text reminders and access to calendars and other sales pipeline features.

PipelineDeals have premium software packages, these offer a dedicated account manager, advanced security and a sales acceleration feature, designed to speed up the sales-cycle and aid users in follow-ups and lead generation.

A support team is on hand for 12 hours a day (EST) for PipelineDeals' CRM users, providing help and support over the phone or online. There is also an online help centre and active user community. Out of hours, users can log support tickets which are subsequently picked up by the team the following day.

FEATURE OVERVIEW

SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	PipelineDeals
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 \$25/user/month.