DISCOVER**CRM**

PIPEDRIVE

EXTENDED PROFILE

pipedrive

OVERVIEW

Pipedrive CRM from Pipedrive caters to small sales teams within businesses of all sizes, with many of their clients operating in the technology and retail sectors.

The philosophy behind Pipedrive is that the features are built around activity-based selling, giving users the ability to control the actions that drive deals towards completion and maximize results. By focusing on each action in a step-by-step manner, with notifications to alert users, Pipedrive is placed to improve productivity and ensure sales opportunities are not missed. Pipedrive is ideally suited for smaller sales teams where the importance time management and efficiency are increased.

With an emphasis on total visibility, the Pipedrive CRM gives users the ability to monitor and record sales information through pipeline management, sales reporting and forecasting. The pipeline is fully customizable at all levels, meaning the CRM can be optimized for different business needs, and the reporting and forecasting functions are primed for ease of use and daily monitoring. As a fully integrable CRM, Pipedrive's has no restrictions in usage and full email integration is included along with add-ons and integrated apps, so it can adapt to the specific needs of each business

A cloud-based system with mobile access on both iOS and Android, Pipeline allows seamless transition between different modes of CRM, including full call tracking capability.

FEATURE OVERVIEW

pipedrive

SOFTWARE SPECIFICATION

	Pipedrive
OVERVIEW	
PRODUCT NAME	Pipedrive
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 $12/user/month.