



BUDDYCRM

EXTENDED PROFILE



OVERVIEW

BuddyCRM is a CRM package aimed at medium sized sales teams in mid-market organizations. It is designed to be customizable and easy to use, without the need for third-party consultants or extensive training.

One of BuddyCRM's key features is its collaborative approach to sales. All sales activity, meeting notes and opportunities are stored in a central location, accessible by sales managers and authorized members of the team. Its marketing suite offers two distinct prospecting options, allowing sales teams to target potential sales en masse or individually. The software can be integrated with third-party or in-house software via the Buddy API.

The 'Buddy Dashboard' acts as the central hub for BuddyCRM, from which users can access the software's features. A customer view displays prospects and interactions on a single screen, with client information readily available. Other features include opportunity and pipeline management, email marketing and quotation generation.

BuddyCRM is a cloud hosted CRM solution, accessible online or via an iOS mobile application. Buddy Awesome, the standard package, comes with the entire set of Buddy features while Big Buddy offers companies an extra 750MB of storage per user and double the bandwidth per month. Pricing is structured on a per-user, per-month basis and all packages come with telephone support.

FEATURE OVERVIEW



SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	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	✗
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 £35/user/month.