CRM SOFTWARE VENDOR DIRECTORY

AGENTDRIVE CRM

AgentDrive is a cloud-based CRM and marketing platform designed specifically for use in the real estate sector. The platform is suitable for agencies, franchises, and developers of all sizes.

AgentDrive CRM includes customizable features to match customers with real estate. There is a toolset for managing a real estate franchise, including modules from social media, Google Analytics, and production software. The CRM also offers a hosting service that links your CRM to your website, allowing automation of portfolio management and the real estate listings online.

AgentDrive CRM also comes with an advertising package that opens the possibility of extended marketing opportunities, including an SEO keyword search facility, Google Adwords optimization and a dynamic retargeting of your website to capture more traffic. AgentDrive CRM also helps manage SMS and email campaigns and includes a real estate flyer and advert maker.

AgentDrive offers online support through an email, and also provides a business hours only phone support line. AgentDrive offer setup and training services to assist with this implementation and ongoing CRM use.

Software Features

✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Funnel Reporting
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

AMOCRM

amoCRM is a web-hosted CRM aimed at enterprises of all sizes. The CRM is marketed as lead and sales management app, the software allows sales and marketing teams to track a lead from the first contact through to sales completion.

amoCRM automates most of the work of managing the sales funnel. Features to help with automation include sales reports, business card scanning and two-way email sync. These features help users keep track of all contacts and leads, ensuring that no sales are lost due to inefficiencies or lead mishandling. amoCRM also includes the option to make calls through its web-based app.

amoCRM is cloud-based and can be accessed via native Android and iOS apps, technical support is also provided at all levels of plan. The platform is available in three different pricing packages, depending on user requirements and the number of functionalities needed.

amoCRM comes with a range of additional services, some of which include file storage and remote access. amoCRM's intuitive design aims to require no extensive training or manuals.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Product & Price Control
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

ANTHILL CRM

Anthill CRM is a cloud-based sales automation and customer insight tool for companies of all sizes. Users can monitor all website inquiries, appointments, and installations, and customer activity is presented in a customer history feature. This offers customer contact and progress notes and allows for consistent interaction with customers across an organization.

Automated customer emails and SMS can be personalized with name and location, sent at specified points in the selling funnel, which allows for the nurturing needed to fulfill a sale. This is triggered based on customer behavior, which can be managed in the workflows feature, which not only automates communication to the customer but also informs users when an action needs to be completed.

Customer satisfaction can be monitored within Anthill CRM through analytics, with the option to drill down into the health of leads. With a single click, it is possible to identify those leads that need urgent attention. This can be monitored further through the sales pipeline dashboard, that illustrates data at different stages of the sale.
The Anthill CRM API connects directly to your website and will integrate with a wide range of applications and legacy systems, including Sage, Google Analytics, and WordPress. Packages vary depending on whether you have a single site, multi-site or are a large enterprise. If you choose the multi-site option for 11 – 31 users you will receive free onboarding, training and setup and your own account manager.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

BASE

BASE CRM

Base CRM provides sales-focused CRM to small, mid-market and enterprise businesses who wish to manage sales processes in an all-in-one platform.

As a CRM designed to meet multiple levels of requirements and specializations depending on the needs of each individual company, Base CRM offers a service with a strong focus on visibility and increase in productivity. Base CRM positions itself as a comprehensive software solution for companies looking to generate faster lead response times, expand to generate a larger amount of new leads and increase overall annual revenue.

Focused on speed and seamless tracking of both user and customer activity, Base CRM delivers real-time data to accelerate internal processes and maximize productivity and revenue. Through lead prioritization, a smart email communication system and a Native Automatic Dialler, Base CRM allows users to prioritize and keep track of workloads, leading to an increase in sales opportunities and success rates.

As a cloud-based platform, with both iOS and Android optimization, Base CRM was the first full native CRM Android app available, and has three pricing levels, Starter, Professional and Enterprise, on a per user per month basis for different business needs.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

BENCHMARK CRM

Benchmark provides CRM solutions to companies across a wide range of industries. As the company offers its software to charities free of charge, many of its clients work in the not-for-profit sector.

Benchmark CRM is built with ease of use and speed of implementation in mind - the implementation timeframe can be as short as one day, with data migration included as part of the process. The software also integrates with Benchmark's accounting and payroll solutions so that clients can opt for an 'all-in-one' solution if they so choose.

A close feedback loop and an emphasis on strong client relations mean user suggestions are frequently included in new updates. As such, Benchmark can provide bespoke functionality and modifications on demand, with relationship tracking, sales management, marketing and accounting all included as standard features.

Pricing plans are flexible and are based on a per-user, per month subscription basis. Support and additional modules are also available at an additional cost.

Software Features

✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

BLUECAMROO

BlueCamroo is a complete and fully integrated business solution that helps SMBs manage their customer relationships, their projects, and their business as a whole.

BlueCamroo combines CRM, Project Management, Customer Support Ticketing, Billing and Invoicing, Time Tracking, Expense and Resource management and much more.

BlueCamroo's goal is to provide the tools for businesses to effectively manage their business processes such as finding new leads, creating proposals, converting leads into customers, building and executing projects efficiently, tracking employee time spent on projects and tasks, billing customers, providing support and managing customer needs from end-to-end.

BlueCamroo aims to create a transparent environment to allow different departments to collaborate with each other in order to eliminate gaps and blind-spots within business processes.

Software Features

- ✔ API Access
- ✔ Contact Management
- ✔ Contract Management
- ✔ Database Management
- ✔ Funnel Reporting
- ✔ Integrations
- ✔ Performance Reporting
- ✔ Pipeline Management
- ✔ Product & Price Control
- ✔ Quotation Handling
- ✔ Task Assignment

Hosting Method

- ✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

bpm'online

BPM'ONLINE

bpm'online is a process-driven, cloud-based CRM solution for marketing, sales and service automation. It is in use across a number of industries including advertising, retail, financial services, logistics, legal and pharmaceuticals.

bpm'online is designed for sales, marketing, and customer service teams. The system allows users to align marketing, sales, and service on a single CRM platform. Whilst the software is ready to use out of the box, it is also flexible and highly customizable.

A key feature of bpm'online is the ability it affords business users to build their own applications, via a drag and drop interface based on the BPMN standard. This allows non-technical sales staff and business analysts to change processes in the CRM to suit their business requirements. One of the key features of the bpm'online sales module is its engaging interface that allows users to see a 360° customer view of the sales process. It also incorporates forecasting, leading and opportunity management and reporting.

bpm'online is available in three packages, each designed for businesses of different sizes; Team, Commerce, and Enterprise. The sales, marketing, and service modules are available separately or as a single, integrated bundle. bpm'online pricing is based on a per-user, per month basis whilst the cost of implementation is calculated separately.

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

Hosting Method

✔ Cloud
✔ On-premise

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

BUDDYCRM

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 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 cloud hosted CRM solution, accessible online or via an iOS mobile application. Buddy Awesome, the standard package, comes with 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.

Software Features

✔ API Access
✔ Contact Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Quotation Handling

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

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CAPSULE CRM

Capsule CRM caters to companies of all sizes, aiming to deliver a comprehensive service of contact management, sales pipeline, and business organization.

Capsule prioritizes sales opportunities and customer interaction through CRM software built to allow for easy management within a single platform, primed for full integration with third party apps to fit current business structures. Through a fully customizable user interface, Capsule CRM is a system suited towards businesses which communicate with their customers through multiple channels who also wish to improve productivity and reduce time-consuming tasks.

Offering a custom-built sales pipeline dashboard, Capsule CRM gives users the freedom to monitor and predict sales possibilities and generate reports to keep track of opportunities throughout the sales process. A robust contact management system gathers together all information, documents and correspondence from customers into a single place for effective management, and also features social media tracking capabilities keep customer information current.

A cloud-based system, Capsule offers mobile functionality through both iOS and Android apps. Capsule CRM is available for free for up to 2 users, with a premium option available on a per user, per month pricing structure.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud

CENDYN CRM SUITE

Cendyn CRM Suite is a range of CRM solutions designed for use in the hotel and hospitality industries. The company offers separate CRMs for boutique hotels and multi-property - Guestware serves the independent and boutique hotel market, whilst eInsight covers companies with multi-property or multi-brand needs.

Both solutions offer a full set of marketing automation features and hospitality-specific functionality like guest profile management, TripAdvisor integration, and guest satisfaction surveys. Advanced analytics tools offer users the opportunity to view travel data and use it to inform marketing strategy.

When combined with the Hotel Sales Suite, these are enhanced by RFP response tools for group booking response, a digital menus tool and collaboration tools for event management. A corporate events suite is available alongside this with full integration; this expands Cendyn's CRM suite with financial management, sourcing, attendee management and supplier communication features.

The Cendyn CRM Suite is cloud-based, so can be accessed from any device with a browser installed; there's also a web app to facilitate use on mobile devices.

Software Features

✔ API Access
✔ Database Management
✔ Integrations
✔ Performance Reporting

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS,
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VIEW COMPLETE PROFILE

CLOSE.IO

Close.io is specifically designed for startups and small to medium-sized business. It gathers all communication and productivity related to sales within one piece of software and helps to optimize sales workflow. This minimizes time spent on data entry, therefore offering more time for the sales workforce to work on leads.

Users can make direct calls from the CRM internationally, and SMS functionality allows for a broader customer reach. There is also a place to store template emails, which is a means of standardizing messages to different personae and at the different stages of communication. Close.io CRM gives the option to set up a cold email that can be sent in bulk and then follow up emails designed for the next stages of the sales funnel. The whole email history can be made visual on your timeline and this can be made visible to an entire team.

Close.io offers a range of analytics functionality for deeper insights into the actions of the sales team. The interface is designed to help with customizable tracking of metrics so that users can access the data they want immediately. There is also a high-level pipeline overview available for the entire team, which means the status of all deals in the pipeline is available in one place.

COMMENCE CRM

Commence CRM is a sales, marketing and project management CRM designed for small to mid-sized organizations.

The Commence CRM sales management features allow professionals to monitor sales activity, manage leads and improve sales forecast accuracy, whilst marketing features include campaign management, budget optimization, and web-based lead forms. Customer service functionality is also offered, through ticket management and RMAs, as well as a knowledge base and an FAQ feature.

Away from sales and marketing, there is also a project management tool within Commence CRM. This allows for the management of tasks, files, resources, and expenses. There is also the option for real-time collaboration through the platform, where there is access to all your data for the efficiency of discussion about projects. There is also the option of a customer portal, email integration, QuickBooks integration, as well account and contact management.

Commence CRM is available on-premise or in the cloud, with pricing for both options based on an annual SaaS model. There are three levels of support available: self-service; email and telephone support and professional services support. This final level of support is customized to the needs of each business. This could include data migration; instructional training; third party integration or implementation of best practice.

Software Features

- ✔ API Access
- ✔ Contact Management
- ✔ Contract Management
- ✔ Database Management
- ✔ Funnel Reporting
- ✔ Integrations
- ✔ Partner Tracking
- ✔ Performance Reporting
- ✔ Pipeline Management
- ✔ Quotation Handling
- ✔ Task Assignment
- ✔ Territory/Quota Management

Hosting Method

- ✔ Cloud
- ✔ On-premise

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

companyhub

COMPANYHUB CRM

CompanyHub is a cloud-based CRM with an emphasis on customization and flexibility. Users can customize their interface using a simple drag and drop of fields. From this, you can further customize the types of tables and forms you produce, the reports and the business intelligence you receive.

The software is available to adapt to most sectors. The automotive industry can benefit from quotes, commissions and incentives, scheduled payments and loan disbursements; the manufacturing industry can manage product lists, prices and quotations and orders; travel sector with itinerary management, suppliers and bookings; and much more.

The software works to minimize data entry by importing leads, syncing with emails and the sending of bulk mail. It also gives a full view of leads, showing information, emails, notes, and tasks at a glance. It will allow you to set up follow-up dates with assigned tasks or change the strength of the contact on the contact dashboard, and provides visibility for sales progress, allowing you to set up different stages of potential deals. There is also an easy reporting function.

CompanyHub allows you to try all functions of the software during a free trial, and from this, you can set up the plan that best suits your business and your budget. The organization module is free for up to 10 users and allows you to manage leads, customize the sales pipeline, and for use on a mobile app. Productivity and insights come at a monthly subscription price, with automation included for at a higher pricing point.

Software Features

✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Pipeline Management
✔ Product & Price Control
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

CORETRAC

CoreTrac is Aptean's CRM software solution designed specifically for financial institutions with over $50m in assets. CoreTrac's aim is to break down silos and create a personalized customer experience that is consistent across all departments and communication channels.

The finance specific platform offers features such as a profitability tracker, which enables users to actively monitor and evaluate their most profitable clients. An ad engine allows users to generate ads in real-time to capitalize on clients' behaviors and a lead capture tool automatically manages requests from visitors to the users' websites. Coupled together, this allows users to make targeted financial offers, such as a loan or credit card offer, to visitors to their site in real time.

Integration with existing business software is another facet of CoreTrac's CRM solution, for example, the reports generator can be used with all SQL databases to create custom reports. Other core features include client, lead and referral management that allow users to establish referral queues based on product, role, and department.

Aptean offers a choice of deployment options for CoreTrac, allowing clients to host the solution on premise or on a dedicated cloud. Similarly, clients can choose a SaaS pricing model or 'Respond', a role-based access model that allows clients to pick only the features they require at the lowest price.

Software Features

✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Performance Reporting
✔ Pipeline Management
✔ Sales Gamification

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

DAYLITE CRM

Daylite is Marketcircle's CRM solution, designed specifically for sales teams who rely on Apple products to conduct day-to-day business.

Geared towards entrepreneurs and small teams, Daylite integrates customer relationship management, scheduling, sales and project management into a single iOS native application. The solution provides 'anywhere and anytime' access via Apple devices with data available offline at any time.

A key feature of Daylite CRM is its advanced contact management functionality, which allows users to link people together in a 'spiderweb of connections'. A database of contacts is enhanced with information on previous employers, spouses, colleagues and suppliers giving a user the full picture of their customers' network. Daylite also boasts a client interaction history tracker, smart task management and seamless integration with other native iOS features such as FaceTime.

The pricing plan is structured on a per-user basis, with discounts offered for annual subscriptions. Both cloud and on-premise packages are available. Custom integrations with the Daylite CRM are allowed via the web-based API, and other popular workflow applications such as Zapier are possible with the cloud-based package.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management

Hosting Method

✔ Cloud
✔ On-premise

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

DEBTPAYPRO

DebtPayPro is a CRM platform designed to facilitate a range of financial needs and processes, including debt settlement, credit repair, practice management, student loan consolidation and more.

DebtPayPro offers a host of finance-specific features, such as settlement forecasting, dispute letters and internal and external attorney management. Alongside these, DebtPayPro offers a solid range of core CRM functionality like lead import, email marketing, and task automation. One particularly useful feature of DebtPayPro is the sales script builder, which allows users to optimize time on the phone for information gathering.

DebtPayPro also offers a considerable range of finance-specific integrations - these include payment gateways (13, including PayPal, USAePay and FedChex), credit and finance bureaus, and merchant account providers. Alongside these, users can benefit from integration with more general solutions, including nine phone systems, electronic signature providers (DocuSign, clixsign and Adobe Echosign), Slack and Zendesk.

DebtPayPro is a cloud CRM offered on a SaaS 'per user per month' pricing model. Implementation takes between five and seven business days.

Software Features

✔ Contact Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Product & Price Control
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

EPROMIS CRM

ePROMIS Solutions offer a range of business applications designed for mid-sized companies and larger enterprises. These integrate to become modules of a larger system if required, allowing for ePROMIS CRM to be integrated with accounts, HCM and other modules to support data integrity.

ePROMIS CRM software records every interaction with customers across the entire business. The aim is to manage the interaction with new and existing customers consistently across the organization, reducing customer attrition.

ePROMIS CRM offers an all-in-one system with a broad range of functionality across sales, marketing, and customer service functions. Salespeople can use customizable dashboards, automated reminders, pipelining and quotation management tools to engage efficiently and knowledgeably with leads, whilst customer service and support operatives can accelerate customer query resolutions and maximise the customer experience. Marketers can benefit from marketing automation and social media tools.

ePROMIS CRM offers a support portfolio that includes experts who follow industry best practice. Support can include consultation on the best product for companies; customization in the Cloud, web-based, hybrid and on-premises infrastructures; implementation services; managed services; support and maintenance and training and knowledge transfer.

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

Hosting Method

✔ Cloud
✔ On-premise

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

FRESHSALES

Freshsales is sales and customer service tech provider Freshworks' CRM offering. It integrates phone and email so that calls and emails can be sent directly from the platform, which allows sales teams to streamline prospect communications. Communication is also made more efficient by the email alerts, which tell you when an email is opened and when the customer has clicked on a link.

Freshsales offers strong analytics and reporting functionalities which offer insights on sales-ready buying signals and behaviors, so sales teams know when to act for the best outcomes. The analytics also show prospects' engagement level, context, and online behavior, to help make conversations with future customers relevant to their interests and needs.

As well instigate sales conversations, Freshworks helps to manage the sales pipeline more effectively. It tracks the progress of deals and gives your professionals chance to add tasks, set up meetings and contact the customer from their individual deal card.

Freshsales CRM comes in four packages: sprout, blossom, garden, and estate. The 'sprout' package is free, and users can scale up as their company needs. The most basic package offers basic reporting, built-in communications and iOS and Android app. The most advanced 'Estate' package offers a reports dashboard, advanced customization, rules-based lead scoring and segment integration.

All the Freshsales plans include 24/ 7 email support and 24 hours, 5 days a week phone support.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

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GOPHER LEADS

Gopher Leads is a platform specifically designed to help frontline employees generate and manage leads, the CRM operates a strong gamification element - users are rewarded for delivering useful business intelligence and contributing to company goals.

Gopher Leads follows a three-step process. First, leaders set up campaigns that define what employees should be looking for. The system finds possible new sales leads and potential up-sell opportunities. The aim is to keep the whole team informed and engaged in the campaign. Second, it helps you to gain intelligence - all data captured by employees is easy to report and record with an easy-to-use mobile app. This is then organized in the system and accessible by all employees as a resource to act on. Finally, the Gopher Leads platform offers the opportunity to reward employees for generating the kind of business intelligence that you need for lead generation.

Alongside these BI and lead generation features, Gopher Leads offers a fully-featured CRM which integrates with larger CRM and email clients like Gmail and SalesForce. 'Smart Lead Routing' ensures that each of your sales team receives appropriate leads. All information about potential leads is geotagged and data can be uploaded as audio or visual, as well as text entry.

Available on the cloud as an iOS, Android or web app, the platform is implementable within a day. A monthly subscription gives access training and continued online and telephone support.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Sales Gamification
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

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GREENROPE CRM

Greenrope CRM is a cloud-based software package that combines CRM and marketing automation. The software is aimed at small to medium-sized businesses who want to combine their CRM package with up-to-date marketing technology on a flexible, no-contract basis.

The CRM is divided into three 'suites' - Sales, Marketing, and Operations. Each focuses on a different business area to provide an all-in-one approach to running a business. Greenrope claim to be the world's only complete CRM that brings together event management, website hosting, and email marketing together with other more standard CRM functionalities.

Web analytics are a key feature of the Greenrope CRM package and among them is an A/B split testing facility, which allows users to deterministically optimize their websites. The attribution modeling feature gives users the ability to evaluate the most lucrative sources of their clients. VoiceBase adds automatic transcribing functionality and a 'cold-automation' feature allows users to automatically trigger workflows based on their clients' inactivity.

Unlike many CRM packages, Greenrope's pricing model is not based on a per-user, per-month model. Instead, Greenrope has an initial account setup fee ($399, or $499 for a 'premium' account with added consulting time included) and then charge based on the number of contacts stored in the software. Windows, Linux, Android and Apple mobile applications are all available.

Software Features

✔ API Access
✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Pipeline Management
✔ Sales Gamification
✔ Quotation Handling
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

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HATCHBUCK

Hatchbuck is a CRM with a fully-integrated marketing solution designed for SMBs. The fact that it is not 'patched together' avoids the common problem of incompatibility when IT infrastructures are modular and built incrementally. Hatchbuck aims to prevent all the compatibility problems between CRM and marketing software by delivering it all in a single package.

As a small business CRM, Hatchbuck allows users to grow their customer base through small DIY systems that manage the sales funnel with you. It helps manage marketing campaigns via email, giving you a complete story of your contacts and providing useful templates for contacting them. One of the most attractive features of the software is the marketing automation it offers, with easy to set up intelligent actions and notifications that keep your marketing and sales on track.

Other major features include the ability to manage contacts, automate follow up through drip campaigns and autoresponders and track success through the analytics dashboard, which provides insights into sales and marketing data. As a cloud solution, Hatchbuck can be accessed through any device with internet compatibility.

There are several packages you can choose including small biz; team; professional and enterprise. The cost varies depending on the number of users, contacts, and emails. All packages come with a Quickstart Package, which includes: a marketing strategy overview, one hour of training from a dedicated consultant, a branded newsletter template, and one pre-built email campaign. This can be upgraded to Quickstart Pro for a small cost and you receive three hours of training and three pre-build email campaigns, as well as a customized sales and marketing process mapping.

Software Features

✔ Cadence
✔ Contact Management
✔ Performance Reporting
✔ Pipeline Management

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

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HEADSHED CUBE

Headshed Cube CRM is a platform that integrates sales telemarketing and call center information with traditional CRM features, combining customer service management with the performance of sales teams. One of the platform's main focuses is on a simple interface and single-click functionality - the CRM is designed to be as intuitive as possible for users.

Headshed Cube works to log data and present models of relevant information in a way that can inform future actions. The CRM can also create call lists, which can be segmented to improve efficiency. Headshed Cube provides options to manage marketing campaigns and segment customers in real-time, this helps CRM users to be flexible and make adjustments instantly. This function allows for trends following the launch of a marketing campaign to be identified instantly, these trends can be based on factors such as geographical areas, salesperson performance and what the typical customer looks like.

Headshed Cube CRM is billed to be the "complete sales vehicle". Its features include a solid selection of standard functions such as campaign management and live tracking, and there are some extras such as open integration with other commonly used software platforms and call recording.

Headshed Cube is a cloud-based CRM and has a native web app for when users want to access the system remotely. Pricing is based on a per-month SaaS mode, and potential clients can make use of a free trial before purchase. User training, implementation support, and consulting services are available.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Pipeline Management
✔ Product & Price Control

Hosting Method

✔ Cloud

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VIEW COMPLETE PROFILE

HUBSPOT CRM

HubSpot CRM is a free, cloud-based CRM package developed for companies who either use or are planning to use inbound marketing techniques. It is suitable for small to medium sized businesses with established or growing digital presences.

HubSpot CRM emphasizes ease of install and intuitive interface. Inbound marketing is the central theme to HubSpot and so integration with the other HubSpot packages (Marketing and Sales) is a major feature of the CRM software. HubSpot will also integrate with Google Apps and Microsoft Outlook to automate administrative and documentation tasks.

One of HubSpot CRM's major selling points is that its core features are free for an unlimited number of users and storage space. Interaction tracking, activity logging, and a pipeline dashboard are all included in this as does integration with the HubSpot Sales packages. Professional package features like sales automation and prospecting tools can be bolted on for a fee.

HubSpot is a web-based CRM and so can be accessed via any device with an internet browser installed. Native Android and iOS mobile apps are available.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Sales Gamification
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

INFOR CUSTOMER EXPERIENCE SUITE

The Infor Customer Experience Suite (ICES) is an enterprise solution that includes CRM and comes tailored to one of five industries. ICES is in use across the distribution, financial services, high tech and electronics, retail and manufacturing industries.

The Infor CRM package is designed with flexibility and accessibility in mind. The platform allows users to customize both desktop and mobile applications and tailor workflow, business management and productivity tools to individual teams and users.

Advanced security features and integration with third party software such as Gmail, Outlook and social media platforms such as LinkedIn and Twitter are also key facets. A purpose-built middleware solution, Infor's Intelligent Open Network, supports further integration with existing ERP packages.

The Infor CRM package is available as an on-premise, cloud or hybrid solution. There are flexible pricing options, including concurrent licenses and mobile-only subscriptions.

Software Features

✔ Contact Management
✔ Database Management
✔ Integrations
✔ Performance Reporting
✔ Product & Price Control
✔ Quotation Handling
✔ Task Assignment

Hosting Method

✔ Cloud
✔ On-premise

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

INSIGHTLY CRM

Insightly CRM caters towards small businesses who wish to bring all aspects of the sales and project management process under a single platform.

Geared specifically towards small business, Insightly CRM is available in five different plans, ranging from their free service - for two users - to their comprehensive enterprise service. As a result of this Insightly CRM is positioned to provide the correct service level for businesses at different levels and stages of growth, with the ability for low-cost early adoption, this can be upgraded as the business and its needs expand.

With a strong focus on integrating sales and project management, Insightly CRM has been built to make tracking and organizing all aspects of the customer relationship process an easy to manage and visualize through a fully customizable interface. While higher price plans have a variety of extra features such as email scheduling and advanced permissions, all packages include full third party integration and management processes from lead to post-sale, along with military grade encryption to ensure data is protected for both the customer and company.

Insightly CRM is entirely web-based, with both iOS and Android optimization and mobile apps accessible at all user levels.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

LASSO CRM

Lasso CRM is specifically designed to support the needs of real estate developers and home builders. It is a cloud-based platform, available on desktop, mobile or tablet, making it suitable for salespeople who need to travel to see customers.

The software is designed to manage and organize the list of prospects who may be interested in purchasing a property. The aim of Lasso CRM is to reduce data entry, distribute possible buyers to the right salespeople and integrate your sales team for better lead follow up.

Lasso CRM has the capacity to create segment your prospects into lists that allow you to understand a target segment of your market immediately. It also offers reminders of future activities, a full history of a prospect and the opportunity to easily add information to records so that all relevant employees can access it.

Lasso CRM offers an integrated approach to sales. This process works from initial interest from the customer, to trying to engage with them, nurture the sales relationship through to building a sales' relationship with plans, options, and appointment setting. Lasso CRM is customizable and integrates with Outlook, Google and video email.

Lasso CRM also offer a live demo, plus email and telephone support for customers. There are also webinars, videos, and guides on their website to help the user get the most out of their software and fix common issues themselves.

Software Features

✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Integrations
✔ Performance Reporting

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

LEADMASTER CRM

LeadMaster CRM focuses on an all-in-one approach to sales and marketing software, customer contact services and lead generation are integrated with analytics and web-based surveys.

A key feature of LeadMaster CRM is the use of website forms, these allow the capturing and tracking of lead data from a variety of sources, this can also include event registration and allows for information collection direct from the customer.

Further features of LeadMaster CRM include a real-time dashboard, case management, smart queues, and collaboration tools.

LeadMaster CRM is cloud-based and is optimized for mobile devices with native iOS and Android apps. A customizable CRM, LeadMaster is also designed to integrate with other LeadMaster sales and marketing services such as demand generation, a virtual call center service and lead driver support.

Users of LeadMaster CRM are offered installation and user training and can extend the basic CRM functionalities with marketing automation abilities. The company also offers after sales care for all sizes of company.

Software Features

✔ API Access
✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Pipeline Management
✔ Product & Price Control
✔ Quotation Handling
✔ Territory/Quota Management

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

LEADSCORE

Leadscore is a CRM that simplifies the process of moving between sales and marketing. The CRM can switch between sales and marketing mode, allowing users to access the specific functions features you need from within one platform.

The sales mode allows users to manage the sales pipeline with a number of tools. These include lead scoring and deal pipelines; allowing you to drag and drop prospects into the stage of the pipeline they reside. Leadscore includes auto data entry when you call, email or make a note on a contact, then the reports function creates a digestible view of team activity.

The marketing mode within Leadscore helps you to design and manage your email and drip campaigns. The CRM will provide analytics data to support and inform your marketing decisions. The marketing mode will also track your website metrics, offering important insight into the interaction of customers with your brand.

Leadscore offers telephony integration alongside a sales dialler, which allows you to make calls from within the software. Elsewhere, the software integrates with a number of tools, including G-suite, MailChimp and Zendesk.

Leadscore offers a bronze, silver, and gold monthly package available, with all prices based on an SaaS model. Leadscore is a cloud-based CRM, and offers native mobile apps for iOS and Android, allowing users to manage sales and access data whilst traveling.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Integrations
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

![Less Annoying CRM logo]

LESS ANNOYING CRM

Less Annoying CRM from Less Annoying Software LLP caters to small businesses, delivering the tools to manage customers and leads.

Designed from the ground up to be easy to use and avoid features that cause unnecessary annoyance, Less Annoying CRM is purpose-built for small companies, removing the complexities present in software for large organizations. As a result of this Less Annoying CRM is able to be operated by a single individual business owner or by a small team to manage CRM needs effectively.

Bringing together contacts, calendar events and leads into a single, easy to use platform, Less Annoying Software CRM aims to streamline business operations, while also allowing seamless collaboration between users. Fully customizable layouts and settings put the user in control so that Less Annoying CRM fits the specific requirements of different businesses in an easy-to-use manner that requires little technical knowledge.

Less Annoying CRM is entirely web-based, meaning it can be accessed from desktops, laptops, tablets, and smartphones, with both iOS and Android optimization. A per month per user pricing system applies for all customers with no long term contracts.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

MAXIMISER LITE

With top-rated tools for contact management, lead management and customer service, Maximizer CRM aims to give businesses everything they need to grow – all in one place.

Software Features

✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud
✔ On-premise

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

Microsoft

MICROSOFT DYNAMICS 365 FOR SALES

Microsoft Dynamics 365 for Sales is a software solution system designed to improve business operations through predicting customer needs, build customer relationships and revenue.

A customer-focused CRM, Microsoft Dynamics 365 for Sales is suited to companies looking to build customer loyalty and trust through personalized experiences by creating end-to-end, outcome-focused journeys that engage at the right time and place. A context-based system allows users to determine the most appropriate interaction on an individual basis, essential for businesses where customers require a more tailored approach.

Full integration of Microsoft software systems allows for effective management of customer relations at all levels, with immersive Excel, embedded OneNote, and Microsoft Dynamics CRM for Outlook, productivity improvement is a major focus of the product. A flexible and intuitive user interface is used throughout Microsoft Dynamics 365 for Sales, making navigation through systems simple in order facilitate a focus on customers rather than administrative tasks.

Microsoft Dynamics 365 for Sales is available as an on-premise and cloud based software depending on business needs, with native mobile functionality for Android, iOS, and Windows phones.

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

Hosting Method

✔ Cloud
✔ On-premise

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VIEW COMPLETE PROFILE

mothernode

MOTHERNODE CRM

Mothernode CRM is a cloud-based platform offering sales & marketing automation within an "all-in-one" CRM. Cloud access to Mothernode CRM enables retrieval of historic customer data on mobile platforms, wherever communication with the customer takes place.

The CRM is sold on its ability to convert more leads into sales by streamlining processes and cutting out inessential steps that slow interactions. The software allows you to integrate all practices that would have been carried in separate spreadsheets, word processing, and email software. Mothernode CRM also allows for a file sharing and management, increasing efficiency and reducing the risk of user error.

There is the option to use modules for analytics and customer segmentation, helping to streamline sales and marketing efforts. Communication with customers can also be standardized and automated through nurturing emails.

Mothernode CRM is built using a series of core modules which can be extended out into other areas of the business, such as analytics and customer service management. The CRM software is managed from a real-time, customizable dashboard, and integrates with Outlook and Gmail. API access to Mothernode CRM is also available.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Pipeline Management
✔ Product & Price Control
✔ Quotation Handling
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ Cloud

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VIEW COMPLETE PROFILE

NETHUNT CRM

NetHunt is a CRM designed to be used as part of the G-Suite from Google, the CRM integrates with Gmail and other Google apps. A web based CRM, it is suitable for companies of any size.

The concept behind NetHunt CRM is quite simple. NetHunt CRM turns emails into records. These records allow the user to manage their tasks through their email inbox. The company calls this a "smart inbox". Relevant customer and lead data is together stored with the email and the CRM allows project managers to set up mailing campaigns and organize customer support. The CRM can also help streamline of basic human resource management procedures.

The NetHunt CRM interface is a simple extension of the email inbox and is therefore web-based. When an existing client makes contact, a record of interaction is shown beside the message. This includes details of products or services bought, as well as who in the company has previously dealt with the client. The CRM also allows users to produce sales pipeline reports for an individual sales person or for the whole company. NetHunt CRM software can also track email opens and is fully customizable.

All potential clients can take advantage of a free, no commitment trial before purchase, and NetHunt offers free support and onboarding. If purchasing a package for more than 100 users companies are advised to work with the support team from NetHunt, who will help implement the CRM. Like deployment of the software, training, and support is also offered online.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud

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NETSUITE

NETSUITE CRM

NetSuite CRM is a cloud-based solution suitable for organizations of all sizes, although medium to large sized sales teams will likely to benefit particularly from the management, compensation, and KPI features.

NetSuite software incorporates traditional CRM features such as SFA and marketing automation with sales performance, order management, and e-commerce capabilities. It aims to give users a '360-degree view' of their customers so that sales teams can close more deals and provide better service, hence a strong focus on analytics. A flexible compensation calculation engine comes as standard, as do automated reporting tools.

A key feature of the NetSuite CRM package is its advanced sales forecasting and quota management tool. Probability-based forecasting coupled with an order management tool allows users to evaluate opportunities and pending orders automatically or in real-time. The marketing suite includes email automation, lead capture and interactive reports that allow users to drill down on individual aspects of a campaign.

NetSuite CRM integrates the NetSuite e-commerce package as well as third party software such as Microsoft Outlook and Google Apps. The platform is accessible via any internet browser or iOS and Android mobile apps. There is also a developer platform that allows clients to customize and expand the Netsuite package. Pricing is based on a base license fee with a per-user, per month model thereafter.

Software Features

✔ Cadence
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Product & Price Control
✔ Sales Gamification
✔ Quotation Handling
✔ Territory/Quota Management

Hosting Method

✔ Cloud

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VIEW COMPLETE PROFILE

NIMBLE CRM

Nimble CRM from Nimble caters businesses of all sizes and in a variety of different sectors.

Nimble CRM has been designed from the ground up to manage customer interaction, with a single platform created to integrate all aspects of CRM, and factor in organizational tasks and events from work calendars and diaries to improve efficiency and customer experience. It is ideal for companies both large and small which wish to streamline operations and perform research and analytics to maximise productivity.

Nimble CRM automatically syncs Google apps or Office 365 social interactions and contact systems so that users spend less time logging CRM data and more time can be dedicated to engaging with customers. Continuous updates on contact information are provided by Nimble, including social profile links to make tracking and logging critical data easier and more efficient. These tracking systems are also present in the email prospecting and sales aspect of the CRM software, whereby Nimble CRM provides tools to ensure marketing data is current and up to date, allowing for easy analytics and reporting functionality.

With a mobile app optimised for both Android and iOS, with hundreds of integrated third party apps, Nimble CRM is a cloud-based system compatible with all web browsers.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud

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NUTSHELL

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.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

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OPENCRM

OpenCRM is designed with mid-market businesses in mind and provides clients with a complete solution, avoiding the need to bolt on modules as and when required.

Full integration is at the heart of the software's design, making it ideal for firms looking to manage opportunities, sales, invoicing and projects all in one place. A dedicated team of consultants help clients scope out their requirements and on-site as well as virtual training is provided with every package.

Powerful financial and project management tools accompany the usual sales and contact management features, allowing users to seamlessly integrate invoicing, credit controls and account management. As a result, the entire sales process can be almost entirely automated; quotations, sales orders and commissions can all be managed within OpenCRM without the need for third-party software. OpenCRM also offer bespoke development, for businesses that require additional features that aren't available out of the box.

Offered as a cloud-based solution, OpenCRM can operate on desktop, tablet and mobile devices. A scalable pricing plan allows businesses to expand, although it is worth noting that the monthly subscription is offered on a per-site rather than per-user basis.

Software Features

✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Pipeline Management
✔ Product & Price Control
✔ Sales Gamification
✔ Quotation Handling
✔ Task Assignment

Hosting Method

✔ Cloud

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ORACLE

ORACLE CUSTOMER EXPERIENCE

Oracle Customer Experience is one part of Oracle's comprehensive set of software solutions designed for a vast range of business types and needs.

Oracle Customer Experience offers an integrated array of applications, databases, servers, storage, and cloud technologies to empower modern business. A good fit for companies looking to improve management of customer interactions as part of a combined package, Oracle Customer Experience can be adapted to fit the needs of individual companies.

Oracle Customer Experience is a robust CRM, with the capacity to facilitate growth and productivity in Marketing, Sales, Service and Commerce through a range of modern solutions – some examples include sales driving through incentive compensation and improved customer service through knowledge databases and cross-channel contact centers. Oracle Customer Experience has a unique sales management system; CPQ, which reduces manual input and reports 100% accuracy levels on quotes and orders to minimize wastage.

Oracle provides solutions through several means, including public, on-premises, and hybrid clouds with full mobile optimization on both iOS and Android.

Software Features

✔ Cadence
✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Pipeline Management
✔ Sales Gamification
✔ Quotation Handling
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

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PAGICO

Pagico CRM is a cloud-based task management and CRM tool designed for both teams and individual users. Its main functions are to organize information, keep staff informed and facilitate access to important data on the go. The main overlap with conventional CRM software is with its contact management function.

One of Pagico's key design features is an accessible and easy-to-follow UI. The organization of projects, clients, and general files is made easy by the prompt to keep archiving old material and reduce clutter. Instead of endless lists, the software presents future leads and projects as a timeline, so that employees can see priorities at a glance.

These interactive flowcharts link to the files and notes related to the event or client. One interesting aspect of the platform is its ability to cross-link files, so if you are putting together a product list, you can attach specifications to this as a file for salespeople to reference on the go. Everything can be organized simply using the tag browser systems, which helps navigate simply through your file system.

Those on the 'personal' plan (up to four users) can take advantage of a six-month free trial, with a subsequent one-off payment for unlimited access. 'Team' users pay a flat per month fee, which varies with the number of users.

Software Features

✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Partner Tracking
✔ Task Assignment

Hosting Method

✔ Cloud
✔ On-premise

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

PIPEDRIVE

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.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Product & Price Control

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

PipelineDeals

PIPELINEDEALS

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.

Software Features

- ✔ API Access
- ✔ Cadence
- ✔ Contact Management
- ✔ Database Management
- ✔ Funnel Reporting
- ✔ Integrations
- ✔ Performance Reporting
- ✔ Pipeline Management
- ✔ Task Assignment
- ✔ Territory/Quota Management

Hosting Method

- ✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

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PIPELINER CRM

Pipeliner CRM from Pipelinersales Inc. caters to companies of all sizes, aiming to deliver a service that feeds the relationship between sales management and salespeople through easily understandable and actionable software.

Pipeliner CRM delivers a service focusing on individuals, both from a customer and user standpoint, and is ideally suited for companies who place responsibility on their salespeople to use initiative in generating leads and closing sales. By supplying the tools to monitor and manage sales from lead generation through to after-sales, Pipeliner CRM gives companies and their employees the control to maximize productivity with a personal touch.

Delivering a comprehensive software solution for all CRM needs, Pipeliner CRM focuses on tracking relevant information to improve sales performance on an individual and team level, with a fully customizable interface allowing adaptation for a better user experience. With a strong focus on visibility throughout, Pipeliner CRM offers navigation, performance insight and task management tools with one click reporting to minimize workload.

Pipeliner CRM is installed on the user's premises and can be accessed via desktops and native mobile apps available on both iOS and Android.

Software Features

✔ API Access
✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ On-premise

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

PIVOTAL CRM

Pivotal CRM is an Aptean software platform aimed at organizations of all sizes across a number industries including manufacturing, healthcare, and real-estate. Built using the Microsoft .NET framework, it is ideal for Microsoft houses and any company looking to integrate a CRM solution with the Microsoft Office suite.

Low-cost flexibility is the key selling point of Pivotal CRM. A drag and drop visual designer allow non-technical staff to develop and deploy business solutions without the need for coding languages or third party input. Microsoft Outlook and SharePoint are also both embedded into the Pivotal CRM platform and integrated into the platforms configurable dashboards. Pivotal's Social CRM functionality allows users to access and manage their social media accounts from with the application.

Clients can choose from on premise, hybrid or cloud deployments, Pivotal CRM is also available via desktop and any mobile operating system; iOS, Android, Blackberry and Windows Phone.

Software Features

✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

PROJECT-SALESACHIEVER CRM

Project-SalesAchiever CRM is a software package tailored towards the construction and engineering industries.

Project-SalesAchiever CRM has been developed specifically to be used by construction companies both in the office and in the field. It allows sales staff to manage construction specific sales processes via an intuitive workflow and interface. The front end user is at the heart of the design and ease of use is an important facet.

Data loading tools are geared up towards importing data from project lead information providers such as Dodge and Reed. Another key feature is the powerful 'drag and drop' interface that allows users to add functionality to CRM tool as and when required. Project-SalesAchiever has also been designed to integrate easily with third-party ERP solutions including Avante, SAP, and Oracle.

The CRM solution can be hosted in the cloud installed on-premise and will run on any browser enabled handheld or desktop device. Project-SalesAchiever CRM pricing is flexible; firms can select either a monthly subscription, which is based on a per-user, per month structure, or pay up-front for the package.

Software Features

✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Product & Price Control
✔ Quotation Handling
✔ Task Assignment

Hosting Method

✔ Cloud
✔ On-premise

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

PROSPERWORKS

PROSPERWORKS

ProsperWorks caters to businesses of all sizes, delivering tools to contain all aspects of the customer relationship process in a single platform.

Designed from the ground up to integrate with Google apps, ProsperWorks is suited for companies who already contain much of their workload within Google products. As a result of this focus, ProsperWorks positions itself as a universal CRM capable of being adapted to any business, reducing complexity and streamlining the user experience to improve productivity.

As the only CRM recommended by Google, ProsperWorks bolsters this relationship by providing a purpose-built Gmail Chrome Extension along with full integration of all Google Apps, ensuring users experience the most efficient platform bringing together their current systems into an easily navigable format. ProsperWorks automates customer research and eliminates painful data entry through data capture and tracking systems, which, along with Google apps integration aim to make processes simple, visible and actionable.

With a Mobile Suite across iOS and Android, including mobile and tablet optimization, ProsperWorks is a cloud-based system with a three-tier pricing structure aimed at small teams, growing businesses, and large companies respectively.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

REALLY SIMPLE SYSTEMS CRM

Really Simple Systems CRM is aimed at small to medium-sized clients with a B2B focus.

As such, it has been intuitively designed to allow small sales teams to get up and running within minutes. The CRM is scalable and businesses pay only for the functions they require; adding users and features as their sales team grows. Custom reports, integration with accounting software, plus free service and support are all available as standard.

Key features include a 'two-way MailSync', which incorporates email correspondence with clients into the CRM system, allowing users to view their own interactions as well as the interactions of other members of their team. Microsoft Calendar and Google Contacts can also be integrated.

Really Simple Systems CRM is a cloud-based solution, available on desktop, tablet and mobile devices. The basic package is available free of charge for up to two users, with additional users and features available for a monthly fee, with no annual contract required.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

SAGE CRM

Sage CRM is a CRM solution aimed at small, medium and large businesses. It is offered as a stand-alone solution or can be integrated with other Sage products.

An interactive dashboard acts as a central hub for Sage CRM's sales features, allowing users to monitor and manage opportunities, reports, and forecasting from one place. Managers and directors can access KPIs and evaluate progress reports in the business accelerators suite and territory management features break down performance into regions and sub-regions.

A key feature of the Sage CRM package is the detail in which it allows users to create and evaluate marketing campaigns. Every element of a campaign can be tracked, evaluated and the results shared via actionable reports with the wider sales team.

Sage CRM is offered as both cloud and on-premise solutions; the cloud subscription pricing is based on a per-user, per month basis while the on-premise pricing is billed per-server and per-user. The software can be accessed on a PC or via one of the Sage mobile apps for Android, iPhone and Windows 8.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Quotation Handling
✔ Task Assignment

Hosting Method

✔ Cloud
✔ On-premise

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VIEW COMPLETE PROFILE

salesbox

SALESBOX

Salesbox was created for collaborative sales teams who are looking for a mobile-friendly, agile sales tool that is centered around "people, numbers, and focus". Marketed as an alternative to clunkier traditional CRM packages, Salesbox aims to gather the data required for its users to make smarter sales decisions.

Salesbox allows sales teams to add accounts, make notes and book appointments with contacts exported directly from Gmail and Outlook, avoiding the need for manual entry into a separate database. All inbound and outbound communication can be recorded in under the relevant contact, and all this information can then be synced with Google and MS calendars. Tasks can be clearly assigned to individuals and teams, and Salesbox CRM also includes predictive analytics, territory and quota management, plus sales gamification to boost team motivation.

Salesbox CRM can be delivered on-premise or as a cloud package, and has native iOS, Android and web apps. It is highly customizable and is suitable for companies of any size user base. There are three cost options available - 'super', 'ultra' and 'ultimate' - each respective tier offers more extensive features.

Training, implementation support, and integration services are available to Salesbox customers during installation of the software.

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

Hosting Method

✔ Cloud
✔ On-premise

VIEW SOFTWARE REVIEWS, SCREENSHOTS & MORE

VIEW COMPLETE PROFILE

SALESFLARE

Salesflare CRM is a software solution aimed at sales teams in organizations of all sizes.

The product is designed to minimize the amount of time sales staff spend inputting data into their CRM solution; Salesflare claim to reduce time spent on data entry by over 70%. It is, therefore, ideal for teams that find themselves spending a lot of time manually entering contact information into their sales software or have large existing databases of client information.

The product's key feature is its intelligent, automated data collection engine, which gleans client contact information from the internet, email accounts and existing databases. The engine automatically populates the software's contact book, saving teams vast amounts of time. Salesflare's software collaboration tool is another useful feature. It records detailed customer interaction information, so teams can automatically track the conversations they are having with their clients.

Salesflare can be used on mobile devices via their Android and iOS apps.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment

Hosting Method

✔ Cloud

SALESFORCE

Salesforce is a CRM cloud-based solution which caters towards companies of all sizes – it is a single platform intended to manage all aspects of sales, service, marketing, and analytics, through area specific "Clouds" in order to meet specific business needs.

With separate "clouds" for each arm of their CRM, Salesforce provides solutions suited for companies who wish to engage in different aspects of the modern consumer space while maintaining the ability to segregate operations between teams, avoiding over-complication while still allowing for cross-communication. Salesforce offers different services through separate price plans, so businesses only looking for partial CRM functionality can adjust their service level and costs to fit their needs.

Salesforce's Community Cloud enables customer self-service and effective management through an online community, giving customers the freedom to access information and advice concerning their business with the company. Through this, they aim to reduce the need for dedicated customer service and improving the overall experience. Through Sales Cloud, Salesforce aims to make selling easier and more effective through predictive lead scoring which recommends the best action to boost revenue and productivity.

A fully cloud-based system, Salesforce is accessible through any device, including iOS and Android, with customizable pricing on a usage basis.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Pipeline Management
✔ Sales Gamification
✔ Quotation Handling
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ Cloud

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SALESNET CRM

Salesnet CRM is a configurable CRM packaged aimed at small to medium sized businesses in the B2B marketplace, particularly those hoping to improve the efficiency of their sales process.

Sales force automation is the central theme of the Salesnet CRM package. Coupled with visual dashboards, pipelines, and forecasts, Salesnet offers a 'CRM made simple' package. This incorporates marketing automation and project management features, such as email marketing and campaign management, alongside its sales functionality, aiming to bring everything together under a single user-friendly software solution.

A key feature of Salesnet CRM is its configure ability, the customization process does not require technical prowess or knowledge of coding languages. The Salesnet Process Builder, for example, is a patented engine that can be adapted to the client's operations via customizable workflows and smart-forms. Advanced customizations are possible via an XML Web Services API and third party integrations are supported.

Salesnet CRM is available in three packages; Express, Professional, and Enterprise. All are cloud-based solutions, available on desktop and mobile devices. The first two are billed annually on a per-user, per-month basis. The Enterprise solution offers clients dedicated support, custom functionality and enhanced security operations and Salesnet request customers to contact them for a quotation.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Funnel Reporting

Hosting Method

✔ Cloud

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VIEW COMPLETE PROFILE

SAP ANYWHERE

SAP Anywhere, developed and supplied by SAP, is intended to merge e-commerce and CRM with sales, marketing, order management and customer service in a single cost-effective front-office solution.

Adaptable to companies of all sizes, SAP Anywhere provides companies with the tools to help users in a variety of roles maximize productivity. With the omnichannel connection, customer experience is put at the forefront of SAP Anywhere, boosting revenue through increasing brand perception and loyalty while also giving the tools to grant insight into customer relationships so that opportunities can be maximized.

As the name suggests, SAP Anywhere has been designed from the ground up to operate on mobile platforms, with this taking precedence over other methods of operation. This means SAP Anywhere grants companies the freedom to increase productivity without being constrained by location and accessibility. SAP Anywhere includes full integration to fit seamlessly with other systems and is typically up and running within a few weeks.

A fully cloud-based system, SAP anywhere is optimized for Android and iOS devices and comes in Starter, Plus and Premium packages based on differing business needs.

Software Features

- ✔ API Access
- ✔ Cadence
- ✔ Contact Management
- ✔ Contract Management
- ✔ Database Management
- ✔ Funnel Reporting
- ✔ Integrations
- ✔ Performance Reporting
- ✔ Pipeline Management
- ✔ Product & Price Control
- ✔ Sales Gamification
- ✔ Quotation Handling
- ✔ Task Assignment
- ✔ Territory/Quota Management

Hosting Method

- ✔ Cloud

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SAP CRM

SAP CRM is a customer relationships solution from SAP designed to provide employees with customer insights and processes so they can deliver consistent and personalized customer experiences across all channels.

SAP CRM places itself in the market as software designed specifically for on-premises management. Intended to increase customer experience through adding a personal touch to each interaction, SAP CRM is suited for businesses of all sizes who wish to improve customer relations while also providing real-time data for analysis for driving performance and sales.

By equipping customer service agents and sales operatives with the tools to deliver fast, accurate service, SAP CRM brings together all customer interactions under a single, browser-accessible platform to ensure each customer is treated appropriately based on their individual experience with the company. Furthermore, with marketing capabilities to manage all aspects of the sector – including e-marketing, campaign automation, and digital asset management – SAP CRM provides a full system to increase productivity and revenue across each related business channel.

SAP CRM is an on-premise software solution with mobile access via a variety of devices.

Software Features

✔ Cadence
✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Funnel Reporting
✔ Performance Reporting
✔ Pipeline Management
✔ Product & Price Control
✔ Sales Gamification
✔ Quotation Handling
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ On-premise

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VIEW COMPLETE PROFILE

SOFFRONT

SOFFRONT CRM

Soffront CRM is a customizable system that aims to automate the sales, service and project aspects of small to midsized businesses.

Soffront CRM is suitable for sales teams aiming to speed up lead conversions and optimize their sales processes. The CRM is highly modifiable and comes equipped with intuitive drag and drop customization tools that allow non-technical users to develop solutions to meet the needs of an organization's processes and workflow.

One of Soffront CRM's key packages is an auto-generated task list that sets out a salesperson's upcoming day. This feature allows users to drill down on tasks and subtasks to look up lead information and mark off tasks as completed as they progress through their day. Quotations can also be generated in the system and sent out to customers on company headed documents.

Soffront CRM is offered with a dedicated implementation plan whereby a Soffront expert is assigned to a client in order to minimize costs and tailor the implementation. The CRM solution is modular, meaning customers only pay for the functionality they require.

Software Features

✔ API Access
✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Partner Tracking
✔ Performance Reporting
✔ Quotation Handling
✔ Task Assignment

Hosting Method

✔ Cloud

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VIEW COMPLETE PROFILE

SPIRO

Spiro is an AI-Powered CRM for sales teams at mid-enterprise B2B companies.

Spiro automatically creates contacts, organizes and prioritizes opportunities, and proactively recommends next steps to move all your team's deals forward. Spiro takes the work out of sales and provides managers with intelligent sales reports that help turn their sales team into a sales machine.

Spiro's AI-Powered CRM learns your sales process to increase sales team effectiveness and deliver more accurate business insights. It works as your assistant to create contacts, reminders or update you on your team's progress. Spiro CRM guides your sales team through the sales process for maximum effectiveness, but it also eliminates data entry for your sales team.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ Cloud

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STANDARD CRM

HansaWorld Standard CRM software profile.

Software Features

✔ Contact Management
✔ Funnel Reporting
✔ Pipeline Management
✔ Product & Price Control
✔ Quotation Handling
✔ Task Assignment

Hosting Method

✔ Cloud

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SUGARCRM

SugarCRM caters towards businesses of all sizes – from sole traders to enterprises with over 10,000 employees - in a variety of different sectors.

SugarCRM delivers a personalized user experience that aims to be immersive, engaging and intuitive. By fusing the simplicity, mobility and social aspects of a consumer app with the business process optimization of conventional CRM, SugarCRM is well-suited for use by businesses looking to integrate existing enterprise software within a robust system that allows employees to improve customer experience.

Designed with the individual in mind, SugarCRM provides the tools to make customer interactions enjoyable and productive. Through embedded collaboration tools, separate departments are able to increase engagement and service levels, and contextual analytics sourced both externally and internally allow users to drive more actionable insights.

Deployable on-premise or cloud based, SugarCRM is deployed by more than 1.5M individuals in over 120 countries and 26 languages. A fully customizable platform with mobile access through Android and iOS, SugarCRM has three levels of pricing on a per user per month basis, meaning it can be scaled appropriately to individual business needs.

Software Features

✔ API Access
✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Funnel Reporting
✔ Performance Reporting
✔ Pipeline Management
✔ Quotation Handling
✔ Task Assignment

Hosting Method

✔ Cloud

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SUITECRM

SuiteCRM is an open-source CRM application, meaning it is free to download, modify and distribute. It is aimed at businesses that desire control over their CRM customizations and a move away from traditional subscription-based CRM packages.

SuiteCRM is designed to cut implementation costs and offer clients complete freedom over their implementation and data storage. It is scalable and continually improved; a quarterly release cycle means users are kept up to date with the latest features all year round.

The package comes with three modules; workflow, sales, and portal. The workflow module is designed to streamline repetitive tasks, manage upcoming activities and model business processes while the sales module is dedicated to sales-related administration, such as contract renewals and quotation generation. Finally, the portal acts as a central hub for teams to manage their client interaction via a secure website.

SuiteCRM is built using cloud technologies and there is no software for users to install. Coupled with a dedicated mobile client, this means the system is available around the world and on any device. Extra features such as integration with third party software or client specific customizations are also available at fixed price. Support packages are provided on an annual subscription basis.

Software Features

✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Integrations
✔ Quotation Handling

Hosting Method

✔ On-premise

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SUPEROFFICE CRM

SuperOffice CRM comes as either a complete solution or a number of role-based packages. Clients choose one or more packages depending on their requirements or can opt for the 'Complete CRM' solution, which incorporates sales, marketing and service in one space.

The core features allow users to centralize their customer interactions, synchronize their calendars and integrate mail from Microsoft Outlook or Google mail. Team availability tracking, document collaboration and project management tools are also included in the core package.

Features in the sales package include a virtual sales secretary, which keeps users updated with sales activities, opportunities and tasks that are overdue. The marketing suite offers functionality that aims to personalize emails, marrying CRM with the latest marketing techniques. A unique ticketing system streamlines the communication process, making interaction tracking simple.

SuperOffice CRM is available as a cloud or on-premise solution, both of which are accessible from desktop and mobile devices. The cloud version of the software comes with a catalog of apps and integration with third party software is also supported. Pricing is structured on a per-package, per-user basis with a 12-month minimum term contract, with a flexible billing period.

Software Features

✔ API Access
✔ Contact Management
✔ Database Management
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Quotation Handling
✔ Task Assignment

Hosting Method

✔ Cloud

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WEB CRM

WebCRM is a web-based CRM solution aimed towards small and growing B2B sales teams.

The flexible activity based package is designed by salespeople for salespeople specifically to ensure teams follow up on opportunities, generate leads and manage their pipelines and is ideal for teams looking to improve their conversion rates.

The standout element of the webCRM solution is the unique 'Activities' feature, which is geared towards ensuring sales teams collaboratively generate and follow up leads, close sales and plan marketing campaigns. The pipeline management system incorporates budgeting, quotation generation and analytic. An events tool provides users with the functionality to plan and manage events within the web application. An API allows clients to fully customize their CRM solution.

WebCRM is a cloud-based solution, accessible on desktop and mobile devices with an internet browser installed. It can be fully integrated with a host of third-party software, including Microsoft Outlook, Microsoft Dynamics and Google Apps. Pricing plans are based on a per-user, monthly subscription basis.

Software Features

✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Pipeline Management
✔ Quotation Handling

Hosting Method

✔ Cloud

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WORKBOOKS CRM

Workbooks CRM is a system aimed at medium sized sales teams looking to implement a feature-rich CRM solution.

Integration with third party software is another key facet; pre-built integrations include Google docs, Microsoft Outlook and Adobe Sign. Zapier integrations such as Eventbrite and SqlServer are also supported plus a web services API access.

Quotation generation, invoicing, sales automation and targeted marketing are all available out-of-the-box, in addition to features such as auditing, multi-currency reporting, and international tax templates. Workbooks also offer a six stage implementation cycle, which takes clients from planning through go-live. A team of consultants works with each client to plan, build and migrate existing data onto the Workbooks system. Testing, training, and support are offered as part of the package thereafter.

Workbooks CRM is a cloud- based solution with a web app for desktops and a mobile app for Android and iOS. Pricing is based on a per-user, per month basis although the billing period is annual.

Software Features

✔ API Access
✔ Contact Management
✔ Contract Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Quotation Handling

Hosting Method

✔ Cloud

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ZOHO CRM

Zoho CRM is a cloud-based software package aimed at small to medium sized businesses. Companies can download the software for free for up to 10 users, making it suitable for firms new to CRM.

A key feature is Zoho CRM's multichannel support, which allows users to keep track of all their client interactions in a single place, regardless of whether they take place online, over the phone or in person. Moreover, the Phonebridge functionality gives users the ability to start calls and view client information from the same place.

SalesSignals is part of a new Zoho CRM release that allows users to reach out to sales prospects in real time. A live prospects feed allows users to watch their customers interact with their marketing campaigns and engage them in conversation.

The free version of Zoho CRM is available indefinitely for up to 10 users and clients only pay for additional users or features beyond the core set. The premium packages are available on a per-user, per month pricing structure and include extra functionality such as macros, inventory management, and customization. All versions of Zoho CRM are available via iOS and Android applications.

Software Features

✔ API Access
✔ Cadence
✔ Contact Management
✔ Database Management
✔ Funnel Reporting
✔ Integrations
✔ Performance Reporting
✔ Pipeline Management
✔ Sales Gamification
✔ Task Assignment
✔ Territory/Quota Management

Hosting Method

✔ Cloud

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