DISCOVERCRM

PIPEDRIVE

EXTENDED PROFILE

OVERVIEW

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

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

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

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

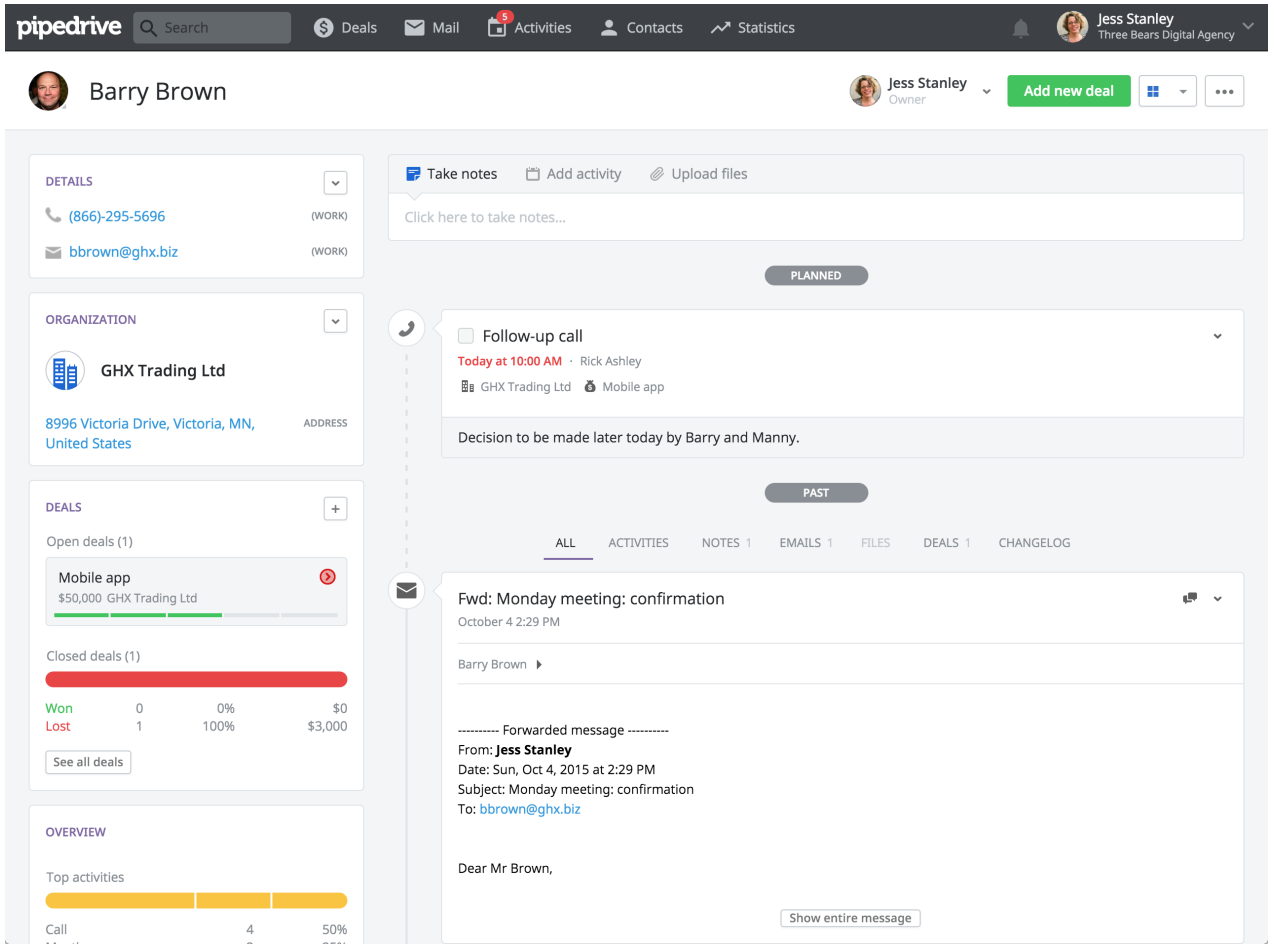
FEATURE OVERVIEW

SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	Pipedrive
SOFTWARE FEATURES	
API ACCESS	✔
CADENCE	✔
CONTACT MANAGEMENT	✔
CONTRACT MANAGEMENT	✔
DATABASE MANAGEMENT	✔
FUNNEL REPORTING	✔
INTEGRATIONS	✔
PARTNER TRACKING	✘
PERFORMANCE REPORTING	✔
PIPELINE MANAGEMENT	✔
PRODUCT & PRICE CONTROL	✔
SALES GAMIFICATION	✘
QUOTATION HANDLING	✔
TASK ASSIGNMENT	✔
TERRITORY/QUOTA MANAGEMENT	✔
CUSTOMER SIZE	
SMALL (1-50 USERS)	✔

MEDIUM (51-200 USERS)	✓
ENTERPRISE (201+ USERS)	✓
OTHER FEATURES	
MULTIPLE LOCATIONS	✗
MULTIPLE CURRENCY	✓
CUSTOMIZABLE	✗
MOBILE FEATURES	
IOS APP	✓
ANDROID APP	✓
NATIVE WEB APP	✓
HOSTING METHOD	
CLOUD	✓
ON-PREMISE	✗
FURTHER INFORMATION	
PRICING	From $12/user/month.

SOFTWARE SCREENSHOTS

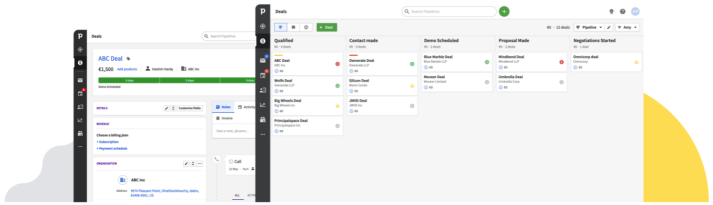


Designed to keep you selling

When you need to stay laser-focused on the right deals, Pipedrive is here to support you.

Try it free

Full access. No credit card required. Used by over 95,000 companies.



Choose the best plan for you

Billed monthly | Billed annually (Save 17%)

Essential

Get organized and jump-start your business by setting up streamlined processes

US$ 12.50

Per user per month, billed annually

Try it free

Free 14-day trial. Get full, immediate access to all features and add-ons. No credit card required.

Advanced

Scale quickly and boost your growing team's efficiency with reliable and effortless automation

US$ 24.90

Per user per month, billed annually

Try it free

Free 14-day trial. Get full, immediate access to all features and add-ons. No credit card required.

Professional

Use enhanced analytics to optimize your established business's performance and increase revenue

US$ 49.90

Per user per month, billed annually

Try it free

Free 14-day trial. Get full, immediate access to all features and add-ons. No credit card required.

Enterprise

Ensure seamless multi-team collaboration with unlimited customization and support

US$ 99.00

Per user per month, billed annually

Try it free

Free 14-day trial. Get full, immediate access to all features and add-ons. No credit card required.