

 DISCOVERCRM

NIMBLE CRM EXTENDED PROFILE



OVERVIEW

Nimble CRM from Nimble caters to 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 maximize 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 optimized for both Android and iOS, with hundreds of integrated third-party apps, Nimble CRM is a cloud-based system compatible with all web browsers.

FEATURE OVERVIEW



SOFTWARE SPECIFICATION

OVERVIEW	
PRODUCT NAME	Nimble CRM
SOFTWARE FEATURES	
API ACCESS	✓
CADENCE	✗
CONTACT MANAGEMENT	✓
CONTRACT MANAGEMENT	✗
DATABASE MANAGEMENT	✓
FUNNEL REPORTING	✓
INTEGRATIONS	✓
PARTNER TRACKING	✗
PERFORMANCE REPORTING	✓
PIPELINE MANAGEMENT	✓
PRODUCT & PRICE CONTROL	✗
SALES GAMIFICATION	✗
QUOTATION HANDLING	✗
TASK ASSIGNMENT	✓
TERRITORY/QUOTA MANAGEMENT	✗
SUPPLEMENTARY FEATURES	
CPQ	✗
CUSTOMER SERVICE AUTOMATION	✗

MARKETING AUTOMATION	✓
SOCIAL RELATIONSHIP MANAGEMENT	✓
CUSTOMER SIZE	
SMALL (1-50 USERS)	✓
MEDIUM (51-200 USERS)	✓
ENTERPRISE (201+ USERS)	✓
OTHER FEATURES	
MULTIPLE LOCATIONS	✗
MULTIPLE CURRENCY	✗
CUSTOMIZABLE	✓
MOBILE FEATURES	
IOS APP	✓
ANDROID APP	✓
NATIVE WEB APP	✓
HOSTING METHOD	
CLOUD	✓
ON-PREMISE	✗
FURTHER INFORMATION	
PRICING	\$25/user/month.