



60 Best CRM Software Programs for Businesses and Organizations

CRM (Customer Relationship Management) software allows you to easily manage all your customer relationships.

What is a CRM system?

A CRM system collects, connects, and analyzes all customer data collected, including contact information, interactions with company representatives, purchases, service requests, assets, and quotes/quotes.

The system then allows users to access this data and understand what is happening at each touchpoint.

Thanks to this understanding, a complete customer profile is developed and a solid customer relationship is established.

Customer data may also be collected to inform incentive compensation modelling, sales forecasting, territory segmentation, campaign design, product innovation and other sales, marketing and customer service activities.

CRM tools and software help you streamline the customer engagement process, close more sales deals, build strong customer relationships, build customer loyalty, and ultimately increase sales and profits.

Needless to say that building and running a company is hard. Businesses need the right solution that allows teams to collaborate and work efficiently. Fortunately, there are many tools available to help you control the chaos and grow your company.

With the right CRM, your business can tackle your customer interactions with greater efficiency and grow your revenue.

A CRM is an integrated system that manages, automates, and optimizes the interactions between your business and your customers. Used in the business world, it's a framework for identifying customer needs and working to exceed expectations in all interactions with customers.

CRM for small businesses provides tools to organize leads, enter customer data, track customer service calls, and automate business processes.

CRM market size

It was valued at \$41.93 billion in 2019 and is expected to reach \$96.39 billion by 2027, growing at a CAGR of 11.1% from 2020 to 2027.

More and more companies are using CRM solutions to capture more sales leads, improve the sales pipeline, increase productivity, and increase customer satisfaction.

All commercial companies, Amazon and other E-Commerce sales, startup projects or organizations with social-educational-cultural-civil-nonprofit NGO activities are using AI to gain more visibility towards their goals, attract customers, grow in their field and develop their projects.

Customer/member opportunities will expand when they use CRM systems and software programs supported by (Artificial Intelligence) and Cloud technologies.

Cloud-based CRM software;

They are generally software that users can access online via an internet connection and where data is stored on cloud servers.

These CRM software offer users flexibility, accessibility, and often a cost-effective solution. Cloud-based CRM software can be customized to fit the needs of companies and they often offer new features with regular updates. Almost all CRM software now works with the Cloud.

Why Do Small Businesses Need a CRM?

Small business owners often consider CRM an enterprise-focused software that doesn't fit their type of venture and isn't worth the investment. They couldn't be more wrong though. We've researched several good reasons why even smaller companies can and should use a CRM.

Reason 1: reduce repetitive tasks. A business is built around repetitive tasks: making calls to customers, sending invoices, drawing up standard contracts, handling over goods, or providing services. In fact, routine processes take up to 22% of employees' working time. Manual processing of documentation takes a lot of time, especially if you're a web and app development company, and may result in delays, loss of profit, customer churn. With CRM, you simply run the program whenever needed. The chain of necessary actions will be performed automatically according to the specified algorithm.

Reason 2: maintain a customer base. The lack of a unified information base of customers and partners leads to the fact that important information is lost or cannot be found at the right time. Imagine that you urgently need to send notifications to several clients, but you cannot do this, because their phone numbers, emails are recorded in scattered files, notebooks, and business cards. Searching for props can take a long time.

The main goal of CRM for small businesses is to maintain a customer base. All information about clients, partners, contractors are entered into the system. Each card contains contacts, details, contracts, transaction statuses, etc. The client base, in fact, is the main one of any system to which tasks are tied. To communicate with a client or get the necessary information, an employee just needs to open a card with one click.

Reason 3: create coherence of each employee's tasks. The company will work effectively only when each employee clearly understands their

task. A startup CRM makes it possible to create workflow algorithms taking into account the specifics of the organization's activities. Because small businesses don't have a team to handle customer interactions, a CRM offers a solution for a diverse range of problems, from managing orders to increasing conversion rates. Thanks to CRM solutions for startups, even an inexperienced worker will know exactly what to do at a certain stage.

Source: [Finance Online](#)

Reason 4: ensure data confidentiality. Clients require a guarantee that personal information about them does not get to third parties. Security is the second most important business CRM function after building a customer base. A good, well-thought-out system has flexible access settings, protection of selected files from copying and unloading. Even if unauthorized copying occurs, it is easy to identify the culprit and take the necessary action.

Reason 5: organize documents workflow. Shipment of goods is impossible without an invoice, and you can write out an invoice only on the basis of a contract. If various documents are stored in different places this creates a messy workflow which can lead to a loss of valuable time and sometimes even to a loss of a profitable deal. In the presence of CRM, all documents: from the agreement of intent to the conclusion of the transaction, are in one place and are attached by the system to the client's card. This way, you can easily and quickly find the required contract, invoice, certificate, and other documents. In addition, you can track the movement of documents from employee to employee or between departments.

Whether you want to create more qualified leads, save time on data entry, improve customer satisfaction, or collect more insights about your buyers, a CRM can help make your small business more successful.

Let's take a look at some other benefits of CRM for small businesses.

Smooth Business Processes

What's the most challenging part of running a small business? The lack of resources and the overwhelming amount of manual processes. Many small businesses and entrepreneurs wrestle with an overwhelming number of tasks and responsibilities. Business CRM allows you to keep track of phone calls, emails, appointments, etc. so that you can have all the information you need at your fingertips to plan future activities. Once a small business has a CRM in place, it keeps a company's infrastructure up and running and allows the business to grow.

Without a CRM, small businesses often struggle with complex marketing tasks like lead generation, landing page design, follow-up management, and identifying revenue opportunities. With that being said, these processes are expensive, complicated, and time-intensive to master, creating far more challenges than opportunities. With the right CRM, however, today's small businesses can build an organized, manual marketing system to improve marketing effectiveness and ROI.

Improved Cooperation and Transparency

When you start a business, you know you're going to be inundated with new tasks and responsibilities. You can't possibly plan for everything and prepare for every new challenge that comes your way. Everyone in a company has tasks and responsibilities, but for founders, it can be hard to stay on top of all projects. Even if you calculate the time you spend on tasks, that's not a way to do everything.

As the need for better collaboration grows, so does the demand for tools that can help businesses create, find, and read all relevant content to better serve customers. A software with robust features and quality is needed in every field and in every step of your business in enhancement to proper collaboration and transparency with your staff and customers.

There are AI and machine-based CRMs for small businesses on the market designed to make your business functioning much smoother.

Better Efficiency and Productivity

While business CRM software has traditionally been focused on tracking the lifetime interactions of a company with its customers, recent advancements in technology can now provide significant benefits for companies like improvement in sales, increase in customer satisfaction, and improvement in business process efficiency. All this is possible because CRM allows employees to be more productive in what they do.

Source: [Finance Online](#)

CRM software also helps businesses increase efficiency and productivity by providing the ability to connect all the different functions of a company. It helps you distinguish outstaffing vs outsourcing and decide which one fits your company best. It uses complex data and personalization techniques that help reduce friction and connect people and information.

Higher Revenue

As a business owner, you are constantly searching for new ways to increase revenue. It's no secret that sales are the top priority for most businesses. CRM solutions for startups help businesses manage their day-to-day inefficiencies and the arduous process of dealing with customers in an effective manner in order to maximize their profit.

CRM for small businesses also keeps track of all customer interactions, opportunities, and company data to maximize the customer lifetime value. It provides organizations with deeper insights, leading to better profits. It can often act as an enabler for your company's revenue growth, helping to

increase projects monetization, improve lead nurturing, streamline marketing, and build customer loyalty.

Lesser Dependency

With the ability to access information and have full visibility of projects, employees will be able to operate more autonomously. Less flipping between apps, and less waiting for other team members to respond to messages. The red tape is removed, and everyone is able to do better work.

Company leaders, in turn, will be able to autonomously:

- target assignment of tasks;
- review current status and nuances of each tasks' progress;
- comment, add additional requests and feedbacks;
- appoint and change a responsible employee;
- track the performance of key indicators.

And last but not least, due to its extensive automation capabilities, business CRM will minimize the time necessary for performing routine tasks including organizing data from various services, working with templates for documents and letters, mass emailing, assigning statuses, and shortcuts with one click.

Essential Features of CRM Software

With proper configuration and integration of its functions, CRM solutions for startups will be able to cope with many core business processes. The most important features that you should look for in the software are listed in the graph below.

What else should you expect your CRM to do?

Retain Customers and Increase Sales

CRM for small businesses collects all information and the history of communication with the client in one place, from where it is immediately issued to the employee who works with it. By presenting a portrait of the client, the manager will be able to choose the right communication strategy, without wasting time on finding out the details for more effective interaction with that client. This increases the likelihood that a satisfied customer will come back to you. In addition, information can be shared with other employees in seconds.

Automate Business Processes

CRM automates a variety of mundane activities such as billing, mailing, or reporting that no longer need to be done manually. Storing all information in one system frees up the time that is usually spent searching for it in different places.

With the help of a good CRM for a small business, a company will be able to automate almost any routine task, for example:

- setting tasks for managers at each stage of the sales funnel;
- formation of documents about the client and transactions according to a template with data autocompletion;
- sending notifications or emails;
- launching projects by template, etc.

Track Sales and Lead Generation

CRM enables companies to efficiently manage their sales process from lead generation to outbound lead evaluation calls. It also enables companies to automate their sales workflow by eliminating time-consuming manual operations such as phone calls to leads, calls to customers, and batch reports. Business CRM allows you to define Key Performance Indicators, create pipeline stages, identify standards for lead qualification. Thus you can respond to the higher-quality leads that come in without waiting for competitors to reach out to your buyers.

Report Sales Results

The customer management system can sort the data using various filters and maintain sales reports. This will allow you to see how many customers are at different stages of the sales funnel, how long it takes from the first contact to closing the deal, where most of the potential customers are eliminated, why this is happening, take into account the company's financial flows and other useful information for the business. The responsible employee can see all the key information in one convenient interface: the goods/services that the client has purchased or in which he was previously interested.

Improve Cross-Team Collaboration

Information about all meetings, calls, or letters is announced in advance in one convenient interface, so it is impossible to miss them. In particular, a CRM system is convenient for organizing the work of a team that does not have a clear division of responsibility. Thus, they can get a conflict-free and streamlined process. CRM solutions for startups also allow you to find out how long each employee worked during the day and how to manage

developers. This will help balance the workload or identify underperforming employees.

Manage Contacts Data

The CRM system is designed to minimize manual data entry. It will automatically create a customer card, and a couple of clicks are enough to update their status or add new information. CRM for small businesses stores full information about the buyer:

- contacts (phone numbers, address);
- customer data (car brand, birthday date, presence of children, preferences, etc.);
- records of calls and emails;
- files and documents;
- history of purchases and payments.

This data is presented in chronology, so in a couple of minutes, you can view the entire history of working with a client. No stickers, notebooks, or tables: if you need a customer's email or phone number, just enter their name in the CRM search and open the card.

Customer Relationship Management for Small Businesses: 60 CRM Examples

Need a customer relationship management alternative? This guide includes customer ratings, options, screenshots, and prices for 60 different CRM platforms.

You know the big names in customer relationship management software. And, you know the big price tags. Do you know the CRM alternatives?

Salesforce, HubSpot, and a few others have dominated the CRM software market for a while now.

They're good systems in use by thousands of companies. They're also big and complex and expensive. And they may not be a great fit for your business.

To give you real options, we evaluated damn near every customer relationship management software for small businesses and chose 60 to include in this guide.

For each CRM, we've included:

- Who it's for
- Starting price
- Ratings
- Third-party descriptions
- Links to the company website

Don't have time to look over all 60 of the CRMs for small businesses right now?

Grab the spreadsheet we created to make choosing far more simple than jumping site to site (or scrolling up and down this article).

It has all the key elements for every CRM

[57-Customer-Relationship-Management-Software-Alternatives.xlsx \(live.com\)](#)

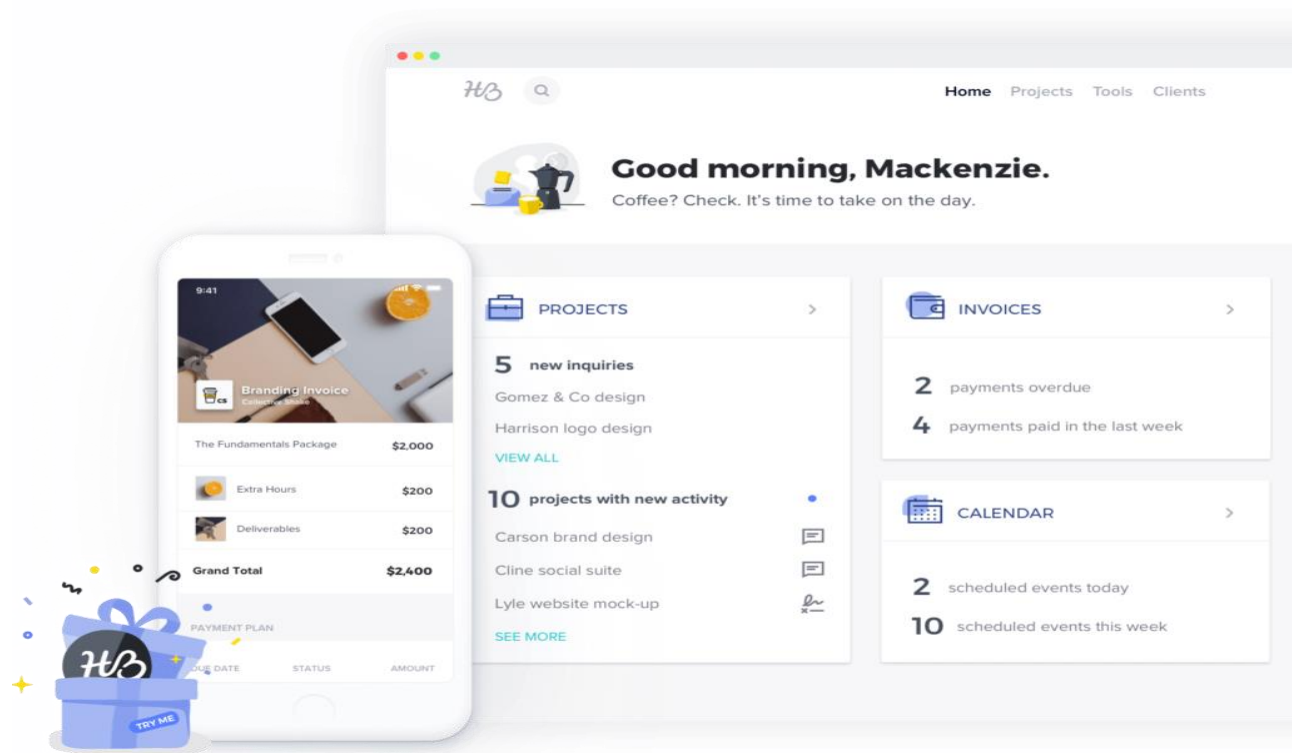
CRM Platform	Starting price	Pricing model	Free plan?	Trial	Capterra rating (of 5)	Capterra no. of reviews	G2 rating (of 5)	G2 no. of reviews
Sort A → Z		per user/mo	No	7 days	5.0	142	4.7	21
Sort Z → A		per user/mo	No	14 days	5.0	120	n/a	n/a
Filter by condition		per user/mo	No	14 days	5.0	74	4.7	146
Filter by values		per user/mo	No	21 days	5.0	43	4.7	46
Select all - Clear		per user/mo	No	14 days	5.0	24	4.5	1
		per user/mo	No	14 days	5.0	12	5.0	2
		per user/mo	No	14 days	4.5	2078	4.3	1110
✓ \$5		per user/mo	No	21 days	4.5	419	4.7	551
✓ \$6		per user/mo	Yes	30 days	4.5	356	4.2	61
✓ \$8		per user/mo	No	14 days	4.5	350	4.6	417
✓ \$9		per user/mo	Yes	14 days	4.5	346	4.5	94
		per user/mo	No	30 days	4.5	323	4.9	254
		per user/mo	No	30 days	4.5	281	4.4	43
		per user/mo	No	14 days	4.5	260	4.8	40
Really Simple Systems	\$14	per user/mo	Yes	14 days	4.5	243	4.4	97

CRM examples (sorted by user rating)

We've sorted all 60 options with the highest rated CRMs at the top and the lowest-rated ones at the bottom (according to Capterra and G2).

For platforms with the same customer rating score, we listed the one with more customer reviews first.

1. HoneyBook



Who it's for: Small businesses

Capterra rating (based on 142 reviews): 5/5

G2 rating (based on 21 reviews): 4.7/5

Pricing: \$34/user/mo

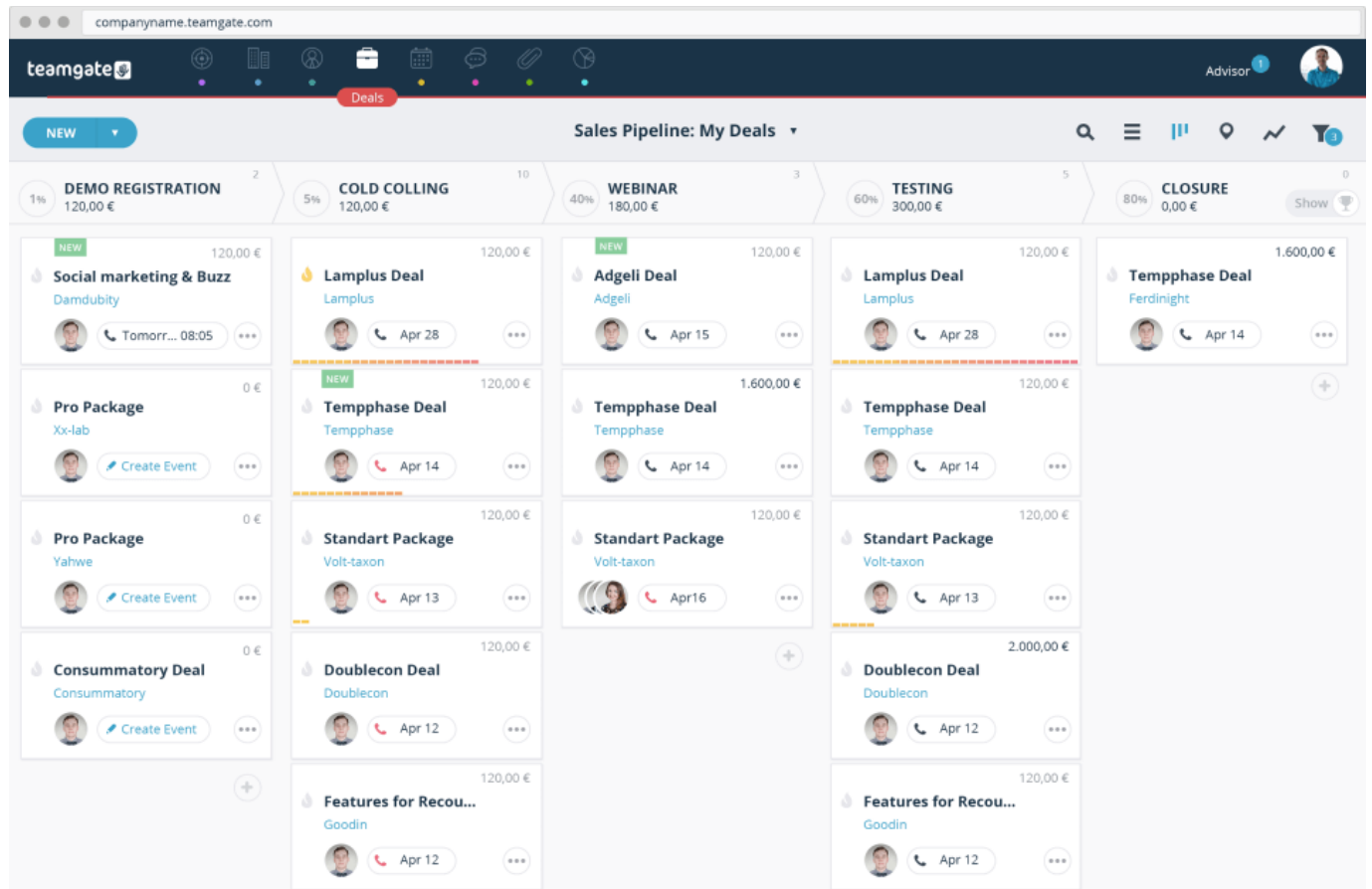
Free plan: No

Trial: 7 days

Capterra description:

[HoneyBook](#) streamlines and automates your client's experience from inquiry to final invoice.

2. Teamgate



Who it's for: Businesses of all sizes

Capterra rating (based on 120 reviews): 5/5

G2 rating: n/a

Pricing: \$9/user/mo

Free plan: No

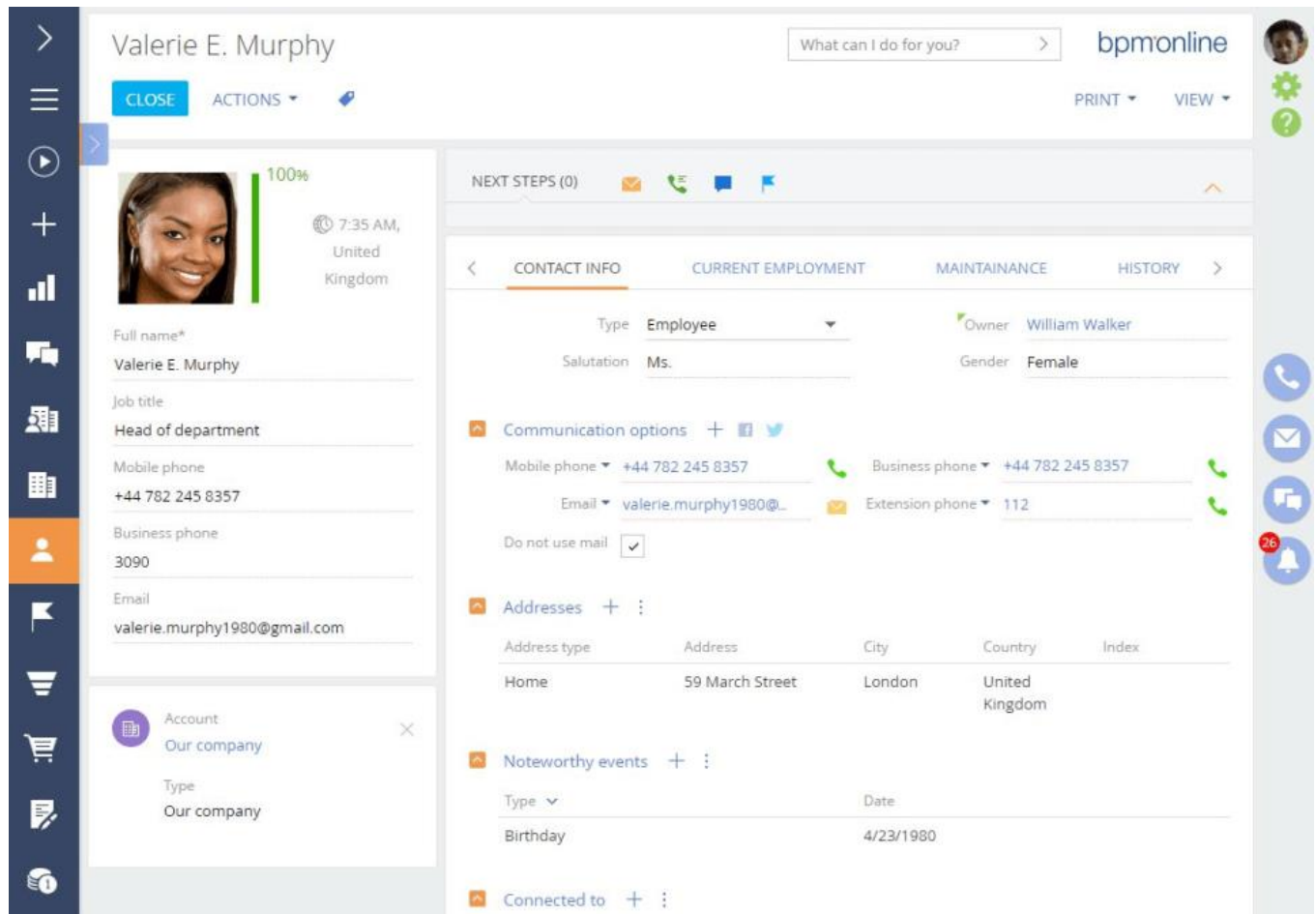
Trial: 14 days

Capterra description:

A simple and transparent web-based full process Sales CRM system, [Teamgate](#) offers the functionality to guide you through the entire sales process from start to finish. Connect,

organize, research, and analyze your leads from inside a super smart, fully integrated system, closing deals faster, in a more advanced user-friendly manner. The Teamgate softwares integrated Sales stack includes access to [Zendesk](#), Mailchimp, Zapier and other powerful features to kill your sales targets every day!

3. bpm'online CRM



Who it's for: Businesses of all sizes

Capterra rating (based on 74 reviews): 5/5

G2 rating (based on 146 reviews): 4.7/5

Pricing: Starts at \$25/user/mo

Free plan: No

Trial: 14 days

Capterra description:

[Bpm'online CRM](#) is a unique synergy of unified CRM and intelligent BPM platform that connects the dots between marketing, sales and customer service. Midsize and large organizations can now efficiently manage the complete customer journey from lead to order, and to ongoing account maintenance. Bpm'online has been widely recognized by key industry analysts, including Gartner, Forrester, Nucleus Research, Ovum, ISM and received multiple prestigious awards.

4. OnePageCRM

The screenshot displays the OnePageCRM interface for a contact named Joe Bloggs. The top navigation bar includes 'ACTION STREAM' (highlighted), 'CONTACTS', and a search bar. On the right, there are icons for 'PIPELINE', 'ACTIVITY', 'APPS', and 'Settings'. The contact profile for Joe Bloggs, Manager at Big Company Inc., shows his photo, social media links (LinkedIn, Twitter, Facebook), and contact information: +1 23 978234 (Work), +1 213 555 1307 (Mobile), and jbloggs@bigcompany.co.uk. Below the profile, there are tags for 'Michael F.', 'Prospect', and 'Tags VIP'. A prominent blue box highlights a 'Next Action' item: 'Call Joe re pricing of new product line' with a 'TODAY' tag. Below this are buttons for '+ Add Note', '+ Add Call', and '+ Add Deal'. A handwritten note in blue ink says 'Uncluttered focus on action!' with an arrow pointing to the action item.

Who it's from: Small businesses and entrepreneurs

Capterra rating (based on 43 reviews): 5/5

G2 rating (based 46 reviews): 4.7/5

Pricing: Starts at \$12/user/mo

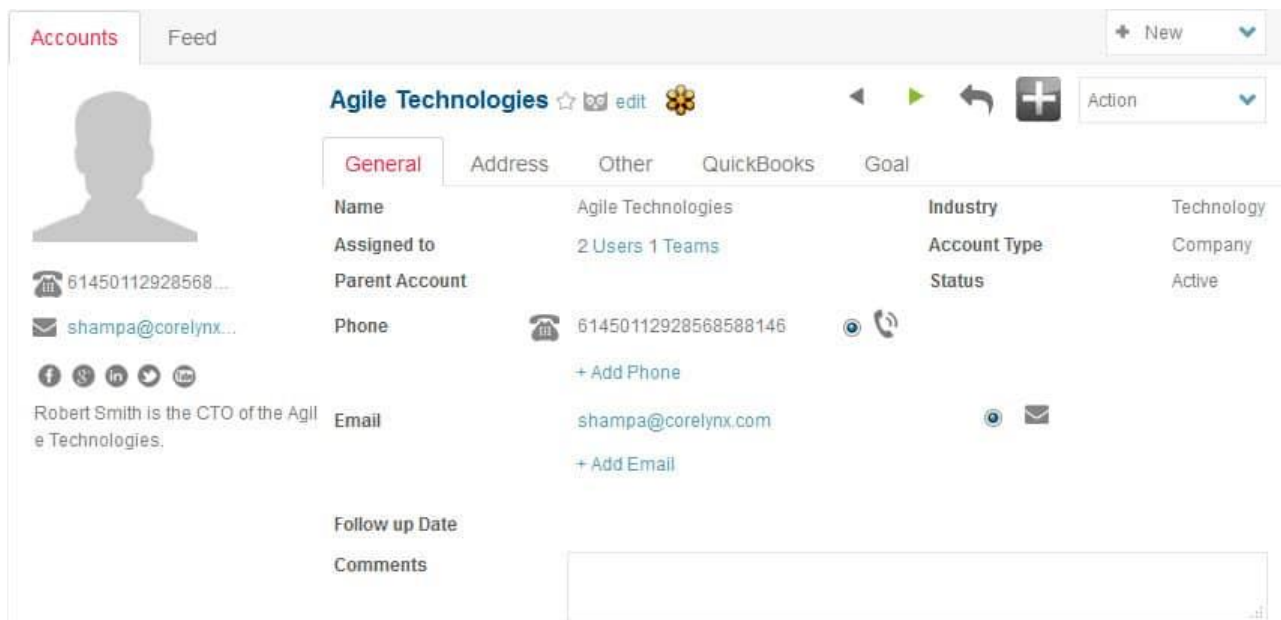
Free plan: No

Trial: 21 days

Capterra description:

[OnePageCRM](#) is a simple, contacts-focused CRM. We take a to-do list approach to managing sales leads, where every contact has a next action to ensure you always follow-up. Capture leads from Gmail, Outlook, Twitter and Facebook and create a contact in OnePageCRM in just one click. Manage deals and track your sales targets using our intuitive sales pipeline. Integrate with all your favorite business apps. Got a question? We're available via phone, chat, and email.

5. ConvergeHub



The screenshot displays the 'Accounts' section of the ConvergeHub CRM. The main account profile is for 'Agile Technologies'. The interface includes a navigation bar with 'Accounts' and 'Feed' tabs, and a '+ New' button. The account profile features a placeholder for a profile picture, a list of social media links (Facebook, LinkedIn, Twitter, YouTube), and a bio: 'Robert Smith is the CTO of the Agile Technologies.' The account details are organized into tabs: 'General', 'Address', 'Other', 'QuickBooks', and 'Goal'. The 'General' tab is active, showing fields for Name, Assigned to (2 Users 1 Teams), Parent Account, Phone (61450112928568146), Email (shampa@corelynx.com), Follow up Date, and Comments. Additional fields include Industry (Technology), Account Type (Company), and Status (Active). There are also '+ Add Phone' and '+ Add Email' buttons.

Who it's for: Small and medium-sized businesses

Capterra rating (based on 24 reviews): 5/5

G2 rating (based on 1 review): 4.5/5

Pricing: Starts at \$9/user/mo

Free plan: No

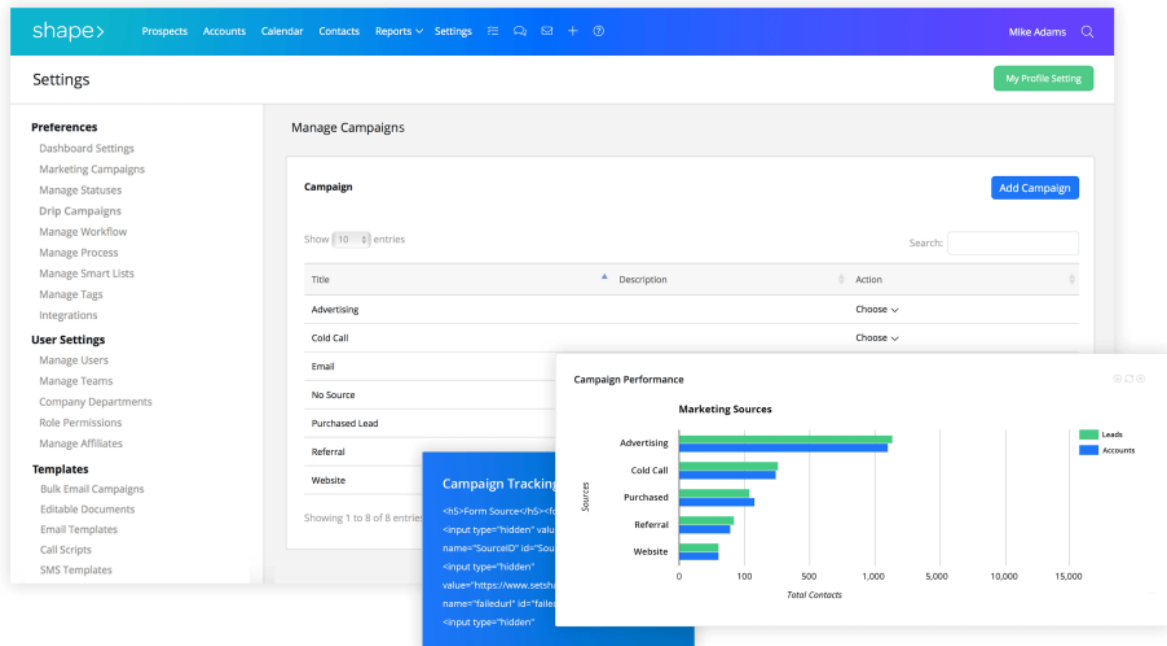
Trial: 14 days

Capterra description:

[ConvergeHub](#) is the #1 easiest converged CRM for SMBs. It can manage all of your sales, marketing, support, and billing needs with a converged, full-featured, yet extremely easy-

to-use CRM that is priced within reach. The features are optimized for SMBs that don't have massive budgets to integrate or pay for expensive add-ons.

6. Shape CRM



Who it's for: Small businesses

Capterra rating (based on 12 reviews): 5/5

G2 rating (based 2 reviews): 5/5

Pricing: \$79/user/mo

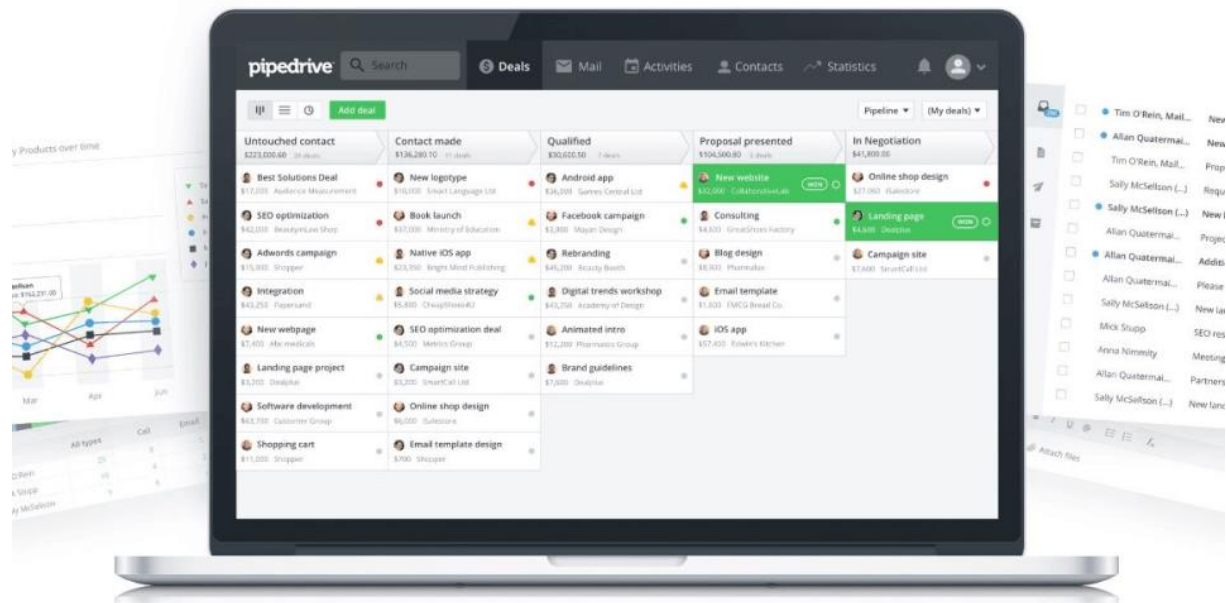
Free plan: No

Trial: 14 days

Capterra description:

[Shape CRM](#) helps you manage your business on one easy-to-use platform. Shape's cloud-based software offers dozens of tools designed to manage and automate your online marketing and promotions via email and SMS, capture and service leads from online sources, organize sales pipelines, nurture prospects and customers, create and send professional online documents, accept online payments, run custom reporting, and automate everyday admin tasks. Shape is the most flexible CRM ever!

7. Pipedrive



Who it's for: Businesses of all sizes

Capterra rating (based on 2,078 reviews): 4.5/5

G2 rating (based 1,110 reviews): 4.3/5

Pricing: Starts at \$12.50/user/mo

Free plan: No

Trial: 14 days

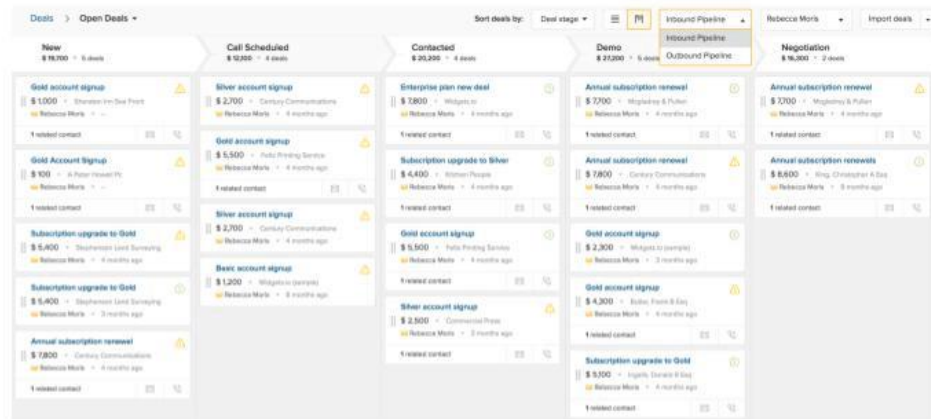
Capterra description:

[Pipedrive](#) is a sales-focused customer relationship management tool that teams of all sizes love using. With 90,000+ paying customers spanning across 155 countries, sales teams are drawn in by our CRM's simple yet powerful design that prioritizes usability above all else. When using Pipedrive, nothing falls through the cracks, allowing your team to spend less time filing and more time selling with CRM that is both agile and powerful.

8. Freshsales

VISUAL SALES PIPELINE

Monitor progress on open deals in one view with visual sales pipeline. Instantly connect with prospects, directly from the deals dashboard.



Filter & sort

Call or mail instantly

Who it's for: Businesses of all sizes

Capterra rating (based on 419 reviews): 4.5/5

G2 rating (based on 551 reviews): 4.7/5

Pricing: Starts at \$12/user/mo

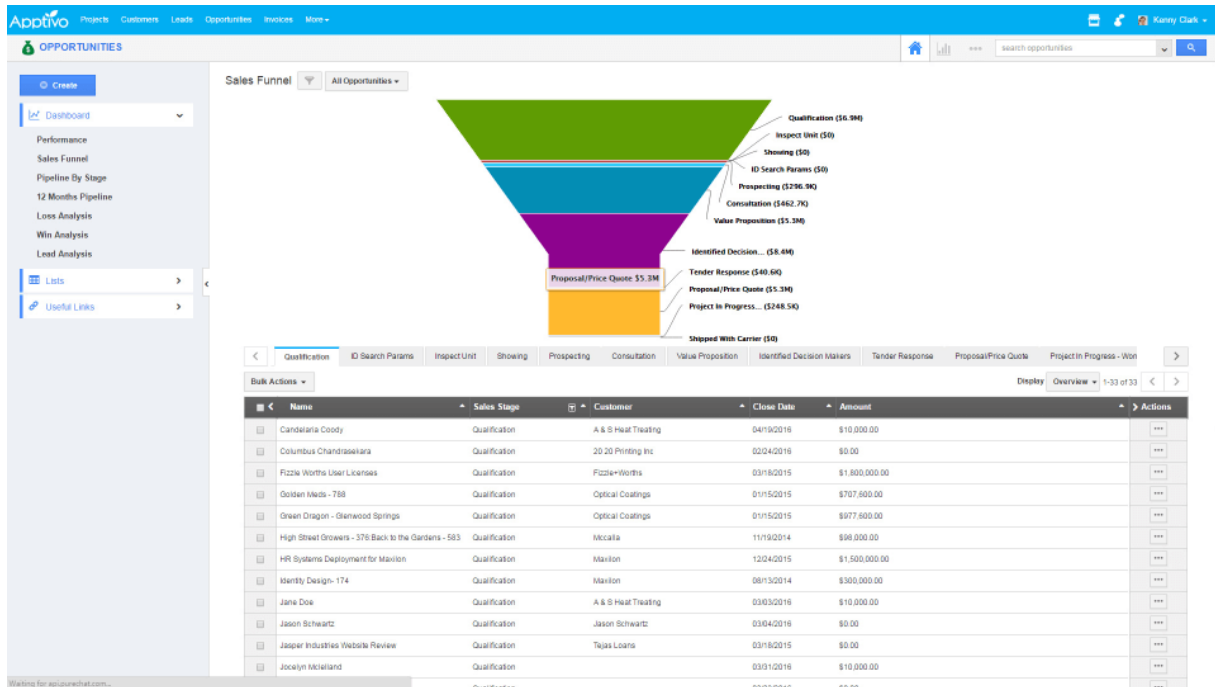
Free plan: No

Trial: 21 days

Capterra description:

[Freshsales](#) is a sales CRM software by Freshworks. With a highly intuitive UI and a powerful feature set including AI-based lead scoring, visual deal pipeline, and intelligent workflow automations, Freshsales gives businesses everything they need to manage their sales in a hassle-free package. Freshsales is trusted by over 15,000 businesses from 80+ countries. Some companies that use Freshsales include Dyson, Best Western Hotels and Resorts, Purdue University, and WallyPark.

9. Apptivo CRM



Who it's for: Businesses of all sizes

Capterra rating (based on 356 reviews): 4.5/5

G2 rating (based on 61 reviews): 4.2/5

Pricing: Starts at \$8/user/mo

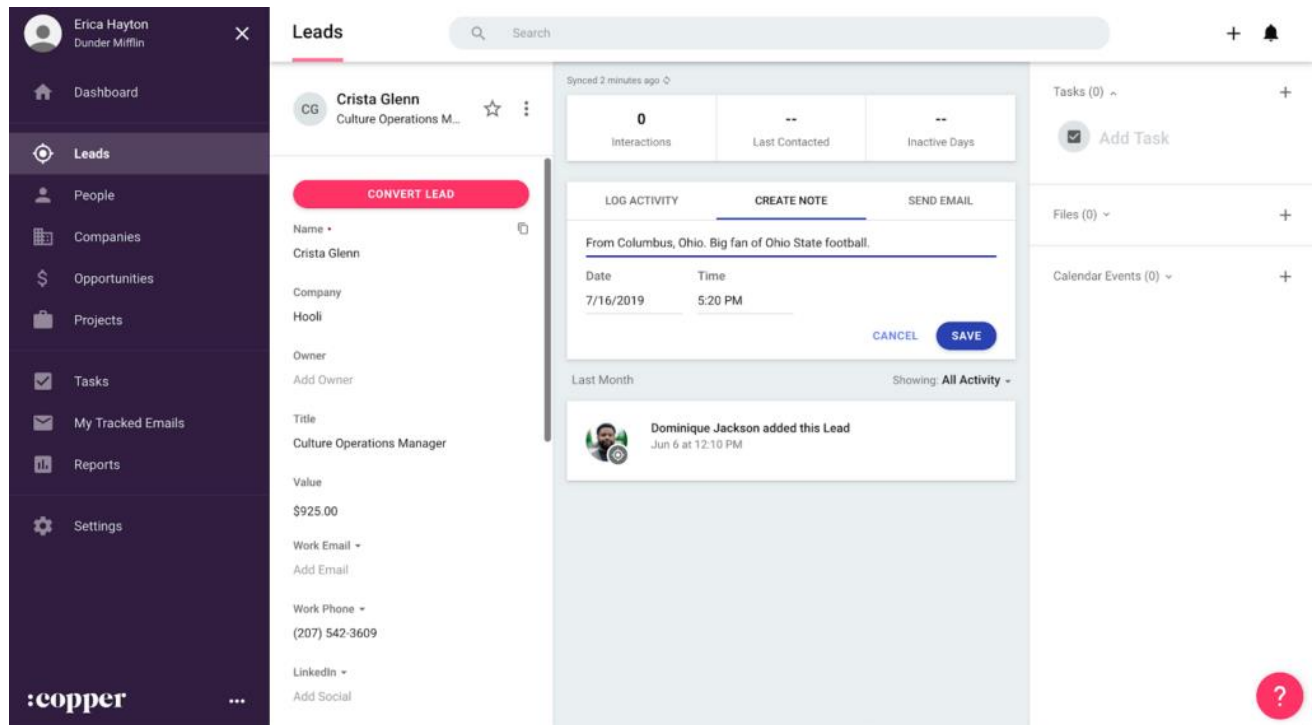
Free plan: Yes

Trial: 30 days

Capterra description:

[Apptivo's](#) online CRM system is a powerful tool to manage your sales, marketing, and much more. CRM sits at the core of Apptivo's integrated suite of business apps, providing a complete suite of tools to gain a 360 view of your customer. Our CRM includes lead management, an opportunity pipeline with intuitive dashboards, and flexible workflow tools including marketing automation. Everything is completely accessible from your Android or iOS device and integrated with Office365 and G Suite.

10. Copper CRM



Who it's for: Businesses of all sizes using G Suite

Capterra rating (based on 350 reviews): 4.5/5

G2 rating (based on 417 reviews): 4.6/5

Pricing: Starts at \$19/user/mo

Free plan: No

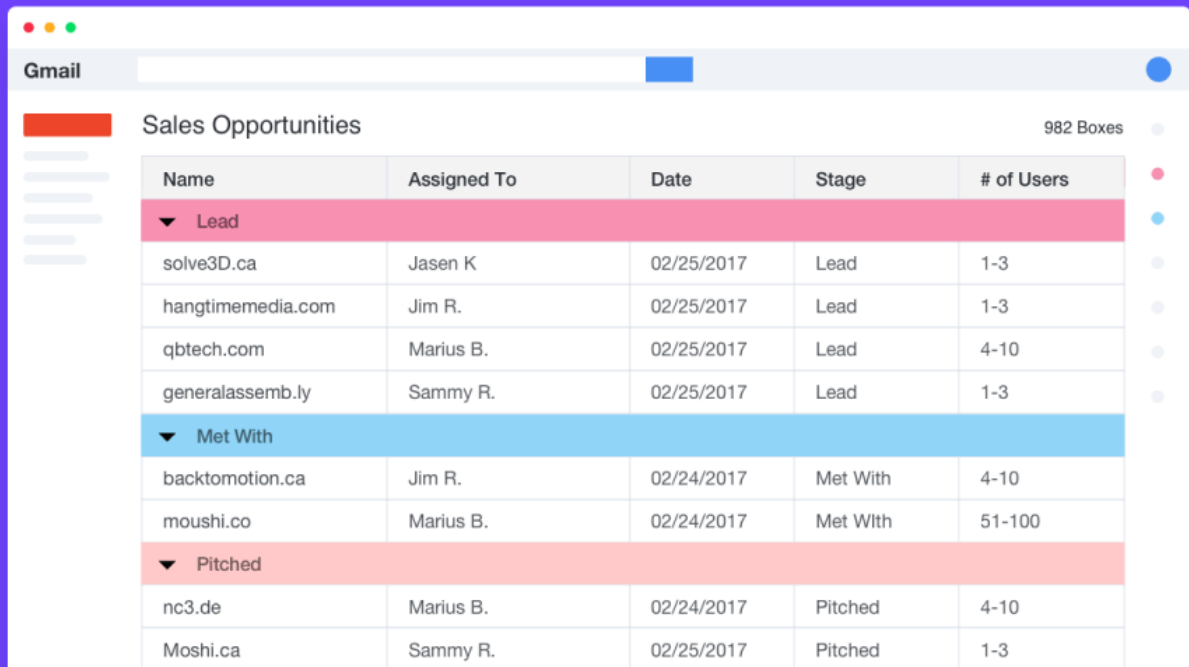
Trial: 14 days

Capterra description:

[Copper](#) (formerly ProsperWorks CRM) is the #1 CRM for G Suite users. Copper seamlessly integrates with G Suite, gets rid of manual data entry, and is super easy to use. If you can use Gmail, you'll know how to use Copper. Join the over 12,000 customers love using Copper and start selling more with the CRM teams love to use, today.

11. Streak

All your deals organized in Gmail



Name	Assigned To	Date	Stage	# of Users
▼ Lead				
solve3D.ca	Jasen K	02/25/2017	Lead	1-3
hangtimemedia.com	Jim R.	02/25/2017	Lead	1-3
qbtech.com	Marius B.	02/25/2017	Lead	4-10
generalassemb.ly	Sammy R.	02/25/2017	Lead	1-3
▼ Met With				
backtomotion.ca	Jim R.	02/24/2017	Met With	4-10
moushi.co	Marius B.	02/24/2017	Met With	51-100
▼ Pitched				
nc3.de	Marius B.	02/24/2017	Pitched	4-10
Moshi.ca	Sammy R.	02/25/2017	Pitched	1-3

Who it's for: Small businesses using Gmail

Capterra rating (based on 346 reviews): 4.5/5

G2 rating (based 94 reviews): 4.5/5

Pricing: Starts at \$49/user/mo

Free plan: Yes

Trial: 14 days

Capterra description:

[Streak](#) is the only CRM integrated entirely within your Gmail inbox, and it works alongside all your other G Suite applications. It can be used to track many business processes including sales, partnerships, support, hiring, deal flow, and much more. Streak also includes a powerful set of email tools such email tracking, which lets you track when an email is opened.

12. Less Annoying CRM

Your Workspace				Find a Contact	Pipelines	Calendar	Settings	Help
<h3>Lead Report</h3>								
Filter by status All active statuses	Filter by assigned user Any user	Sort by Status (First to last)	Add an advanced filter Filter by group Filter by specific field		Print	Export	Showing Rows 1-7 of 7	
Prospect High Priority	Matt Martinez Works at Adam's Benefits (314) 930-1203	Lead Source: Flyer Deal Size: 8,550 Expected Close Date: 3/10/2017 Assigned to: Sarah Swanson Last updated: Friday, March 3rd by Sarah Swanson	Quick Edit					
Prospect High Priority	Shelby Carpenter Sales Rep at Matt's Conversions sales@mattsconversion.com (635) 245-2235	Lead Source: Referral Deal Size: 3,500 Expected Close Date: 3/15/2017 Assigned to: Olive Walsh Last updated: Friday, March 3rd by Sarah Swanson	Quick Edit					
Prospect Medium Priority	Jaime Bourjos Sales at Spry Sales, Inc. sales@sprysales.com (415) 665-5457	Lead Source: Phone Deal Size: 1,000 Assigned to: Luke Smith Last updated: Friday, March 3rd by Sarah Swanson	Quick Edit					
Qualified Lead High Priority	David Ellis Customer Relations Chief at John's Reclamations (314) 990-0021	Lead Source: Facebook invite Deal Size: 1,000 Expected Close Date: 3/6/2017 Expected Close %: 15 Assigned to: Sarah Swanson Last updated: Friday, March 3rd by Sarah Swanson	Quick Edit					
Qualified Lead Medium Priority	Kate Molina Works at Red Top Barns (314) 778-6788	Deal Size: 1,000 Expected Close Date: 4/10/2017 Expected Close %: 10 Assigned to: Olive Walsh Last updated: Friday, March 3rd by Sarah Swanson	Quick Edit					

Who it's for: Small businesses

Capterra rating (based on 323 reviews): 4.5/5

G2 rating (based on 254 reviews): 4.9/5

Pricing: \$10/user/mo

Free plan: No

Trial: 30 days

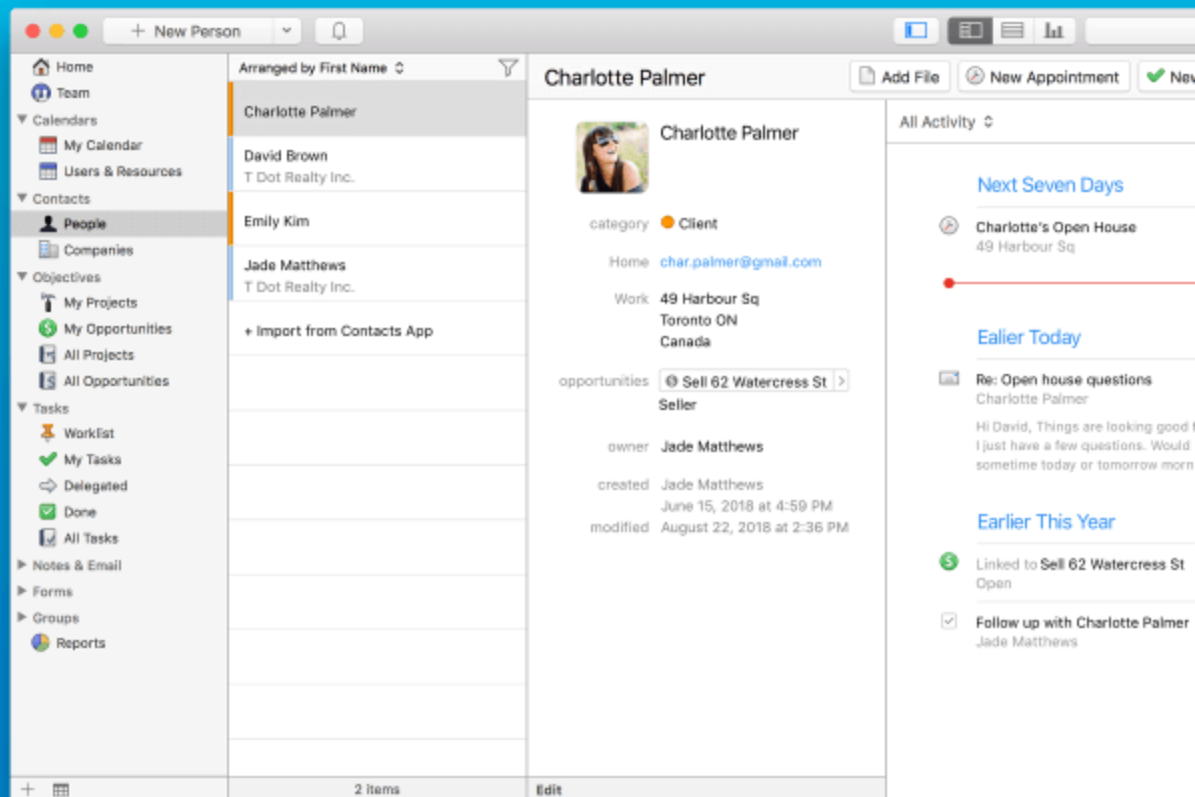
Capterra description:

[Less Annoying CRM](#) is a simple contact manager built from the ground up for small businesses. Manage your contacts, leads, notes, calendar, to-do's and more, all from one simple web app. Our product is founded on three core principles: simplicity, affordability, and outstanding customer service. All users get an unlimited free 30-day trial to exhaustively test every aspect of the CRM, and customer service is always free through the phone and email if users have questions.

13. Daylite for Mac

Build & maintain relationships.

Remember every conversation, every detail
and every follow up.



Who it's for: Small businesses using Mac

Capterra rating (based on 281 reviews): 4.5/5

G2 rating (based on 43 reviews): 4.4/5

Pricing: Starts at \$24/user/mo

Free plan: No

Trial: 30 days

Capterra description:

Exclusively for Mac, iPhone, and iPad. Win more business and get more done with [Daylite](#). Follow up when you say you will. Segment leads and customers into targeted lists. Organize all the moving pieces in projects and streamline processes so nothing ever slips through the cracks. Integrate with Apple Mail. Sync your Apple Contacts and Calendar. Work offline. Build customer relationships and execute on plans so you can scale your business. Your customers will think you're superhuman, and you will be!

14. JobNimbus

The screenshot displays the JobNimbus web application interface. The top navigation bar is green and includes the JobNimbus logo, buttons for '+ Add Contact', '+ Add Job', and '+ Add Task', a search bar, and a user profile for Charles Schnell. The left sidebar contains navigation icons for Dashboard, Contacts, Jobs, Calendar, Documents, and Reports. The main content area features a contact profile for Sally Smith at Smith Industries, including contact information, workflow details, and a progress indicator. Below the profile are tabs for Contact Activity, Jobs, Tasks, Attachments, Financials, and Work Orders. The 'Documents' tab is active, showing a table with columns for Document #, Document Type, Document Date, Signature Date, Template Name, and Status. The 'Contact Activity' tab is also visible, showing a list of activities with columns for Posted on and Text.

Document #	Document Type	Document Date	Signature Date	Template Name	Status
1005	Contact	2/9/2015	-	Standard Contract	Draft
1004	Contact	2/9/2015	-	Standard Contract	Draft

Posted on	Text
9/15/2014 4:47 PM Charles Schnell	Phone Call Had a great call with Sally, she's fantastic and it looks like we're just about ready to sign the contract!
9/13/2013 7:12 AM Charles Schnell	Note Here is a note.

Who it's for: Roofers, remodelers, and restoration companies

Capterra rating (based on 260 reviews): 4.5/5

G2 rating (based on 40 reviews): 4.8/5

Pricing: Starts at \$25/user/mo

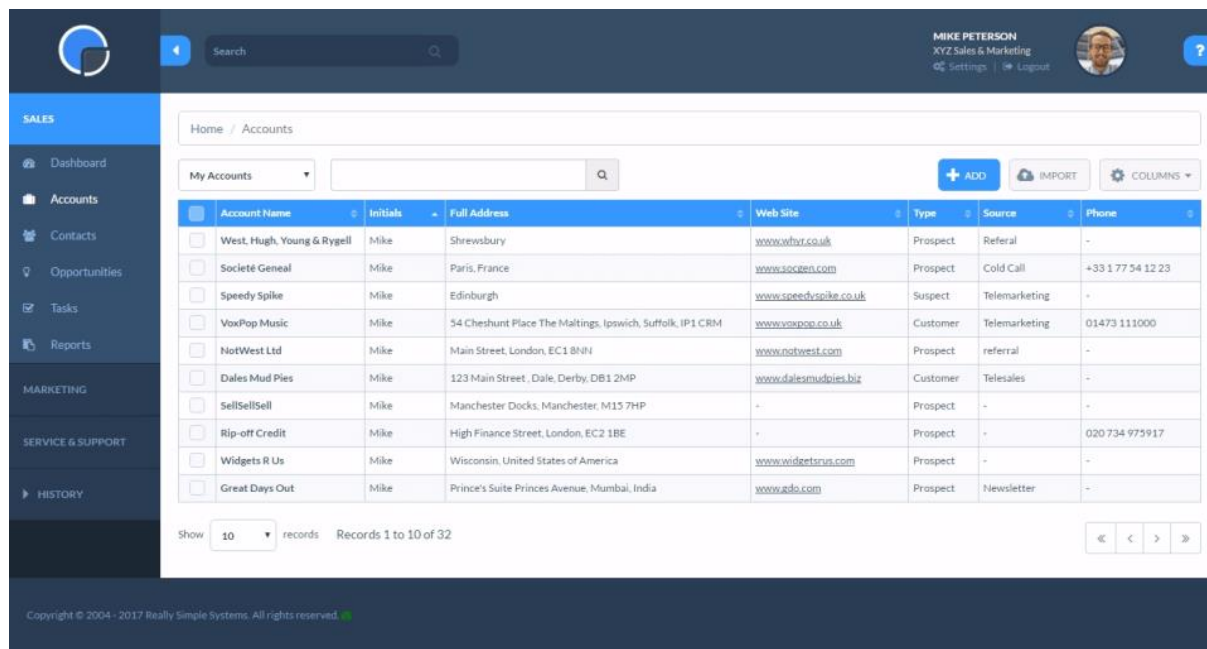
Free plan: No

Trial: 14 days

Capterra description:

Perfect for roofers, remodelers, restoration, and more, [JobNimbus](#) saves you time and money with job, contact, and task management tools wrapped in the most simple-to-use interface. JobNimbus allows you to effortlessly track your sales and jobs pipelines. Create estimates and invoices, take job photos, assign work orders, build and share documents, schedule tasks, see shared calendars, send material orders, track payments, and more. Create powerful live reports to see everything. Web, iOS, Android.

15. Really Simple Systems



The screenshot displays the Really Simple Systems CRM interface. The top navigation bar includes a search bar, the user's name (MIKE PETERSON), and a profile picture. The left sidebar contains a menu with categories: SALES (Dashboard, Accounts, Contacts, Opportunities, Tasks, Reports), MARKETING, SERVICE & SUPPORT, and HISTORY. The main content area shows a list of accounts under the heading 'My Accounts'. The table has columns for Account Name, Initials, Full Address, Web Site, Type, Source, and Phone. The table contains 10 rows of account data.

<input type="checkbox"/>	Account Name	Initials	Full Address	Web Site	Type	Source	Phone
<input type="checkbox"/>	West, Hugh, Young & Rygell	Mike	Shrewsbury	www.wbyr.co.uk	Prospect	Referral	-
<input type="checkbox"/>	Société Générale	Mike	Paris, France	www.socgen.com	Prospect	Cold Call	+33 1 77 54 12 23
<input type="checkbox"/>	Speedy Spike	Mike	Edinburgh	www.speedyspike.co.uk	Suspect	Telemarketing	-
<input type="checkbox"/>	VoxPop Music	Mike	54 Chestnut Place The Maltings, Ipswich, Suffolk, IP1 1BN	www.voxpop.co.uk	Customer	Telemarketing	01473 111000
<input type="checkbox"/>	NotWest Ltd	Mike	Main Street, London, EC1 1BN	www.notwest.com	Prospect	referral	-
<input type="checkbox"/>	Dales Mud Pies	Mike	123 Main Street, Dale, Derby, DB1 2HP	www.dalesmudpies.biz	Customer	Telesales	-
<input type="checkbox"/>	SellSellSell	Mike	Manchester Docks, Manchester, M15 7HP	-	Prospect	-	-
<input type="checkbox"/>	Rip-off Credit	Mike	High Finance Street, London, EC2 1BE	-	Prospect	-	020 734 975917
<input type="checkbox"/>	Widgets R Us	Mike	Wisconsin, United States of America	www.widgetrus.com	Prospect	-	-
<input type="checkbox"/>	Great Days Out	Mike	Prince's Suite Princes Avenue, Mumbai, India	www.gdo.com	Prospect	Newsletter	-

At the bottom of the table, there is a pagination control showing 'Show 10 records' and 'Records 1 to 10 of 32'. The footer of the interface contains the copyright notice: 'Copyright © 2004 - 2017 Really Simple Systems. All rights reserved.'

Who it's for: Small and medium-sized businesses

Capterra rating (based on 243 reviews): 4.5/5

G2 rating (based on 97 reviews): 4.4/5

Pricing: Starts at \$14/user/mo

Free plan: Yes

Trial: 14 days

Capterra description:

[Really Simple Systems CRM](#) helps you work smarter, managing and tracking your sales leads and customers so you can get on with growing your business. Designed for small and mid-sized organizations, this GDPR compliant CRM is easy to set up and simple to use. With

sales, marketing and service, and support built-in, you'll have all your data in one place, enabling team collaboration, better relationships and driving sales growth.

16. Vtiger CRM

The screenshot displays the Vtiger CRM interface with a pipeline view of sales opportunities. The pipeline is divided into six stages: New (11), Open (1), Qualification (6), Needs Analysis (7), Value Proposition (3), and Negotiation (1). Each stage shows a total value and a list of individual opportunities with their respective values, dates, and statuses (Lost, Won).

Stage	Count	Total Value
New	11	\$105,595
Open	1	\$48,500
Qualification	6	\$43,489
Needs Analysis	7	\$154,000
Value Proposition	3	\$65,000
Negotiation	1	\$12,500

Opportunity Name	Value	Expected Close Date	Status
Personal Audio	\$8,000	None	Lost
Head Phones for 12...	\$18,000	Dec 08	None
Daniel Reseller - Op...	\$10,999	Jan 31	None
Building - Surveillan...	\$15,000	Feb 21	None
Request a quote for ...	\$30,000	Jan 16	None
Conf Room - Full	\$12,500	Jun 13	None
Perimeter Surveilla...	\$50,000	Nov 30	None
Conf Room - A/V	\$9,000	None	Won
Speakers for Avvl M...	₹2,590	Jan 28	None
Mansons co	\$1,000	Feb 21	None
Perimeter Surveilla...	\$15,000	None	Won
Perimeter Equipme...	\$18,000	Nov 16	None
Conf Room - A/V	\$9,500	None	Won
Security Cameras fo...	\$30,000	Dec 28	None
Group Dance Perfor...	\$74,000	Dec 27	None
Conf Room - Audio	\$20,000	None	Lost
Lenovo Desktops	₹2,150	Apr 23	None
Building - Surveillan...	\$12,000	None	Lost
Conf Room - A/V	\$64,000	Dec 10	None

Who it's for: Small and medium-sized businesses

Capterra rating (based on 239 reviews): 4.5/5

G2 rating (based 325 reviews): 4.3/5

Pricing: Starts at \$10/user/mo

Free plan: No

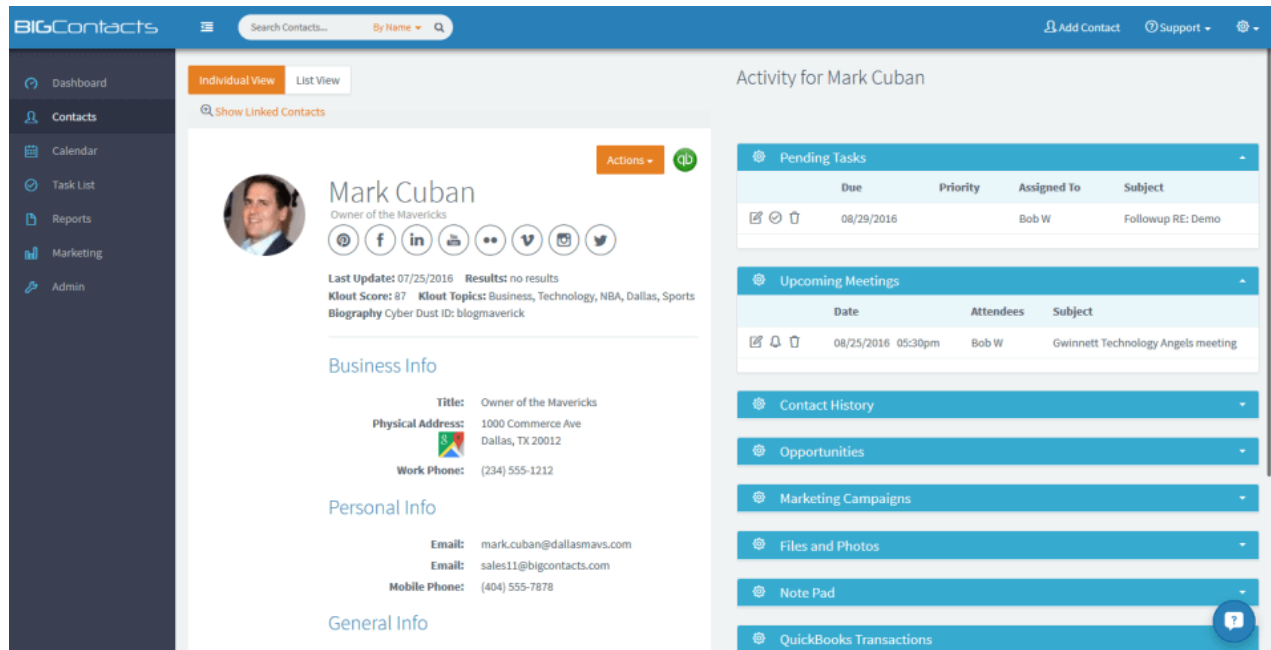
Trial: 15 days

Capterra description:

[Vtiger](#) is an easy-to-use and customisable CRM leveraged by sales teams in over 300,000 companies to boost business revenue and sales performance. Vtiger adds value at all stages of the sales process from helping you capture and identify top leads, nurture deals via automated email and SMS campaigns, collaborate with teammates, analyze and forecast

revenue, streamline meetings, spot deals at risk, manage proposals and quotes, and ultimately win more deals.

17. BigContacts



The screenshot displays the BigContacts CRM interface. The top navigation bar includes the BigContacts logo, a search bar, and options for 'Add Contact' and 'Support'. A left sidebar lists navigation items: Dashboard, Contacts, Calendar, Task List, Reports, Marketing, and Admin. The main content area is titled 'Individual View' and shows the profile for 'Mark Cuban', 'Owner of the Mavericks'. It includes a profile picture, social media icons, and contact details: 'Last Update: 07/25/2016', 'Klout Score: 87', 'Klout Topics: Business, Technology, NBA, Dallas, Sports', and 'Biography Cyber Dust ID: blogmaverick'. The 'Business Info' section lists: 'Title: Owner of the Mavericks', 'Physical Address: 1000 Commerce Ave, Dallas, TX 20012', and 'Work Phone: (234) 555-1212'. The 'Personal Info' section lists: 'Email: mark.cuban@dallasmavs.com', 'Email: sales11@bigcontacts.com', and 'Mobile Phone: (404) 555-7878'. The 'General Info' section is partially visible. On the right, the 'Activity for Mark Cuban' section contains several expandable panels: 'Pending Tasks' (table with columns: Due, Priority, Assigned To, Subject), 'Upcoming Meetings' (table with columns: Date, Attendees, Subject), 'Contact History', 'Opportunities', 'Marketing Campaigns', 'Files and Photos', 'Note Pad', and 'QuickBooks Transactions'.

Who it's for: Small businesses

Capterra rating (based on 189 reviews): 4.5/5

G2 rating (based on 59 reviews): 4.4/5

Pricing: Starts at \$5/user/mo

Free plan: No

Trial: 30 days

Capterra description:

[BigContacts](#) is the #1 rated all-in-one Contact Management and Email Marketing Solution based on ease of implementation. (Source: G2 Crowd). We're unlocking the potential of every small business with an affordable and easy-to-use solution.

18. Hatchback

<input type="checkbox"/>	DUE DATE	TYPES	TASK	STATUS	RELATED TO	ASSIGNED TO
<input type="checkbox"/>	Mar 28, 2017 10:02 AM	Call	call nicci	○	Nicci Troiani, Hatchback	Nicci Troiani
<input type="checkbox"/>	Mar 28, 2017 07:39 AM	Call	Call Debra Murray at and welcome them to the gym!	○	Debra Murray	Lindsay Stroud
<input type="checkbox"/>	Mar 28, 2017 07:39 AM	Call	Call Satya Nandyala at and welcome them to the gym!	○	Satya Nandyala	Lindsay Stroud
<input checked="" type="checkbox"/>	Mar 28, 2017 07:39 AM	Call	Call Roman Portnoi at and welcome them to the gym!	○	Roman Portnoi	Lindsay Stroud
<input type="checkbox"/>	Mar 28, 2017 07:39 AM	Call	Call Jennifer Starr at and welcome them to the gym!	○	Jennifer Starr	Lindsay Stroud
<input type="checkbox"/>	Mar 28, 2017 07:39 AM	Call	Call Sonia Page at and welcome them to the gym!	○	Sonia Page	Lindsay Stroud
<input type="checkbox"/>	Mar 28, 2017 07:39 AM	Call	Call Lori Sease at and welcome them to the gym!	○	Lori Sease	Lindsay Stroud
<input type="checkbox"/>	Mar 28, 2017 07:39 AM	Call	Call Erin Posey at 314-288-0399 and welcome them to the gym!	○	Erin Posey	Lindsay Stroud
<input type="checkbox"/>	Mar 28, 2017 07:39 AM	Call	Call Nicci Troiani at 314-515-5555 and welcome them to the gym!	○	Nicci Troiani	Lindsay Stroud
<input type="checkbox"/>	Mar 28, 2017 07:39 AM	Call	Call Ron Wesley at 2588167121 and welcome them to the gym!	○	Ron Wesley	Lindsay Stroud
<input type="checkbox"/>	Mar 28, 2017 07:39 AM	Call	Call Ruthie Vincill at and welcome them to the gym!	○	Ruthie Vincill	Lindsay Stroud
<input type="checkbox"/>	Mar 24, 2017 10:44 AM	Call	Call Patrick Dorsey to follow-up on Life Wellness Gym Membership	○	Patrick Dorsey	Lindsay Stroud

Who it's for: Marketing agencies and small businesses

Capterra rating (based on 146 reviews): 4.5/5

G2 rating (based on 135 reviews): 4.6/5

Pricing: Starts at \$29/user/mo

Free plan: No

Trial: No

Capterra description:

The easiest way to nurture prospects into customers. Capture leads on your website. Send smarter emails. Nurture prospects ongoing. Deliver hot leads

directly to your sales team through the built-in CRM. Efficiently manage sales and marketing campaigns and workflows. Expensive, robust tools are overkill for smaller businesses. [Hatchbuck](#) has the core tools you need, without expensive bells and whistles that just distract.

19. Scoro

The screenshot displays the Scoro Pipeline interface. At the top, there's a navigation bar with 'scoro' logo and menu items: Calendar, Tasks, Projects, Contacts, Quotes, Invoices, Pipeline, and a user profile for Paul Smith (Sunrise Ltd). Below the navigation, there's a 'Pipeline' header with a 'New quote' button and filters for 'All users', 'Filter', and 'View'. A summary row shows: Total 12 quotes, Average quote 9 730.72, Average discount 1.69 %, Sum 116 768.65, and Margin 84 714.17. The main area is divided into four stages: Opportunity (3 items, 34 620.00), Negotiation (2 items, 11 550.00), Closing (3 items, 29 584.00), and Confirmed (4 items, 41 014.85). Each stage contains cards for individual projects with details like company name, project type, and value.

Opportunity	Negotiation	Closing	Confirmed
3	2	3	4
34 620.00	11 550.00	29 584.00	41 014.85
Grease Inc. Brand analysis 2d 12 000.00	Optimist Group Rebranding 17d 1 200.00	Concept LLC Consultancy 58d 10 800.00	Optimist Group Rebranding 25d 6 954.65
Captive Inc. Web app design 24d 19 200.00	Fresh House Design Customer event 58d 10 350.00	Optimist Group Online store 119d 9 504.00	Aligned Designs Brand analysis 29d 7 160.00
Bayern Media Consultancy 25d 3 420.00		Luminous Group Brand analysis 127d 9 280.00	Aligned Designs Brand analysis 87d 15 180.00
			Prone & Partners 121d 11 720.00

Who it's for: Professional and creative services businesses

Capterra rating (based on 135 reviews): 4.5/5

G2 rating (based 117 reviews): 4.4/5

Pricing: Starts at \$26/user/mo

Free plan: No

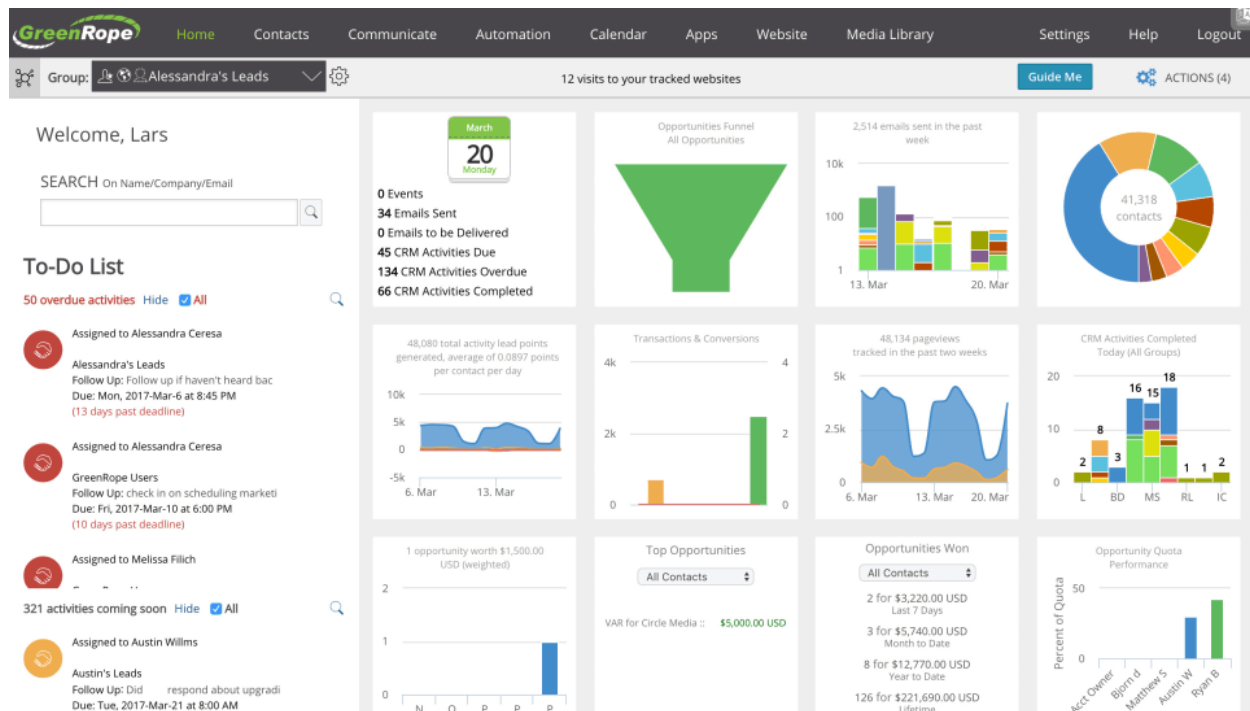
Trial: 14 days

Capterra description:

[Scoro](#) is an end-to-end project and business management solution that allows professional and creative services to control their entire workflow from one place. In addition to project

management features, Scoro provides all the tools you need to fully manage your business: work and task scheduling and tracking, collaboration, contact database and CRM, quoting and billing, advanced reporting, real-time dashboards, and much more. Sign up for a 14-day free trial to see for yourself!

20. GreenRope



Who it's for: Small and medium-sized businesses

Capterra rating (based on 133 reviews): 4.5/5

G2 rating (based on 146 reviews): 4.3/5

Pricing: Starts at \$149/mo (unlimited users)

Free plan: No

Trial: 14 days

Capterra description:

[GreenRope](#) complete CRM and marketing automation delivers a comprehensive solution to help your team do more with less. With sales, marketing, and operations all built-in to the same system, you become a lean, data-driven organization. Increase collaboration, drive sales, build better relationships, and deliver optimized omnichannel customer experiences.

21. amoCRM

The screenshot displays the amoCRM pipeline interface. At the top, it shows '19 leads: \$5,750' and a 'NEW LEAD' button. The pipeline is divided into four stages:

- INITIAL CONTACT** (6 items: \$700):
 - Ann Moore, CreativeHub (Lead #47457845, \$150, Easy, Today)
 - John Leon, ElectroTech (Lead #47457845, Demo, Urgent, Important, Today)
 - Ojel Pie, REGI (Lead #47457845, Demo, 5d)
 - Steve Late, LSTimes (Lead #47457845, \$550, Easy, Important, Today)
 - Mary Rogerson, Loft Airlines (Lead #47457845, Urgent, Tech Support, Today)
 - Hank Johnson, Propane Spot (Lead #47457845, Demo, Important, Today)
- DISCOVERY** (3 items: \$3,550):
 - Muriel Doe, Edge (Lead #47457845, \$3,550, Important)
 - Joshua Rait, Rait Works (Lead #47457845, Demo, No To-dos)
 - Mike Chuklomin, OLsoft (Lead #47457845, Urgent, Tech Support, 1d)
- OFFER MADE** (7 items: \$1,200):
 - Summer Lin, Sun (Lead #47457845, Urgent, Tech Support)
 - Lisa Runner, Tile (Lead #47457845, Demo, Important)
 - Alex Johnson, Tesla Networks (Lead #47457845, Demo, Urgent, No To-dos)
 - Mary Chan, Round Works (Lead #47457845, \$1,200, Important)
 - Jimmy Rosen, HomeBrew (Lead #47457845, Demo, Urgent, No To-dos)
 - Wall Li, Lane Echo (Lead #47457845, Urgent, Tech Support, Today)
 - Bob Eagle, Dalichi Word (Lead #47457845, Urgent, Tech Support, Today)
- NEGOTIATION** (3 items: \$300):
 - Nick White, X.O. Project (Lead #47457845, \$200, Easy, 3d)
 - Den Jackson, Atlas (Lead #47457845, \$100, Easy)
 - Lane Creamer, Perpetuum (Lead #47457845, Demo, Important)

Who it's for: Small businesses and entrepreneurs

Capterra rating (based on 133 reviews): 4.5/5

G2 rating (based on 21 reviews): 4.1/5

Pricing: Starts at \$15/user/mo

Free plan: No

Trial: 14 days

Capterra description:

[amoCRM](#) is the world's first messaging-powered CRM. Multi-channel communication lets you converse through messengers, emails, and calls from a single app. Now every interaction with your customers can be a personalized one-on-one dialogue. Plus managers love our powerful analytics, reporting, and automation tools. It's the perfect messenger-based sales solution for entrepreneurs and SMBs.

22. Close

The screenshot displays the amoCRM interface for a user named Brianna Lawson at Sitwell Enterprises. The main view is for a contact named 'Gob Bluth' from 'The Bluth Company', a real estate development company located in Newport Beach, CA. The contact's profile includes a website link (bluthcompany.tumblr.com), a phone number, and two opportunities, both valued at \$1,000 and marked as 'WON'. The communication history shows a series of interactions: a note added, an email from Brianna Lawson, a call, an SMS, and another call. The interface also features a sidebar with navigation options like 'Inbox', 'Opportunities', 'Leads', and 'Reporting', along with 'SMART VIEWS' for various lead lists and employee counts.

Who it's for: Small and medium-sized businesses

Capterra rating (based on 126 reviews): 4.5/5

G2 rating (based on 80 reviews): 4.3/5

Pricing: Starts at \$35/user/mo

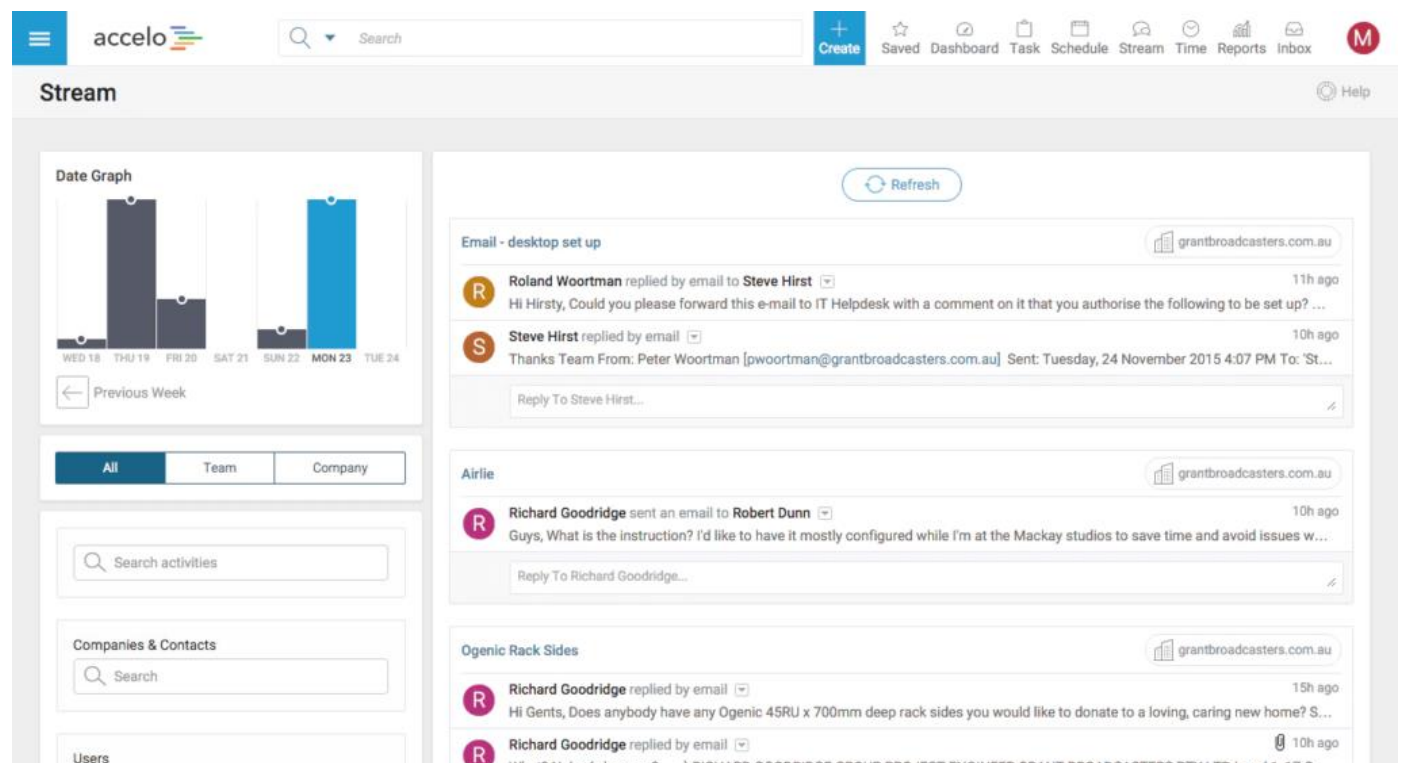
Free plan: No

Trial: 14 days

Capterra description:

[Close](#) is a sales productivity platform built to help you close more deals. With built-in calling, SMS, and email, your team can communicate with prospects and customers all in one place. It's an all-in-one platform you can use standalone without needing any other sales emails tools or calling products. Close is cloud-based, affordable, easy to learn, and comes with straightforward pricing, which makes it the perfect fit for small and midsize businesses.

23. Acceleo



The screenshot displays the Acceleo user interface. At the top, there is a navigation bar with the 'acceleo' logo, a search bar, and a 'Create' button. To the right of the 'Create' button are several icons for 'Saved', 'Dashboard', 'Task', 'Schedule', 'Stream', 'Time', 'Reports', and 'Inbox'. Below the navigation bar, the main content area is titled 'Stream'. On the left side of the 'Stream' view, there is a 'Date Graph' showing activity levels for the week of November 18th to 24th, 2015. Below the graph are filters for 'All', 'Team', and 'Company'. There are also search bars for 'Search activities', 'Companies & Contacts', and 'Users'. The main 'Stream' area on the right shows a list of email activities. The first activity is titled 'Email - desktop set up' and shows a conversation between Roland Woortman and Steve Hirst. The second activity is titled 'Airrie' and shows an email from Richard Goodridge to Robert Dunn. The third activity is titled 'Ogenic Rack Sides' and shows an email from Richard Goodridge. Each activity includes a 'Refresh' button and a 'Reply' field.

Who it's for: Professional service organizations

Capterra rating (based on 121 reviews): 4.5/5

G2 rating (based on 96 reviews): 4.3/5

Pricing: Starts at \$195/mo (up to 5 users)

Free plan: No

Trial: 14 days

Capterra description:

[Accelo](#) combines the key needs of your sales, project management, retainers, service tickets, and collaboration in one platform for small to medium sized service businesses; and then makes it easy to assign work, track progress, see budgets and profitability in real time. Accelo helps you to gain visibility into the performance of your entire business so that you can easily deliver the work your clients love.

24. RepairShopr

The screenshot shows the RepairShopr software interface. At the top, there is a navigation bar with the title 'RepairShopr Demo', a search bar, and user information 'Demo Admin'. Below this is a dark navigation menu with icons for Customers, Tickets, Invoices, Estimates, Parts, Leads (with a red notification badge '10'), Inventory, Calendar, Customer Purchases, POS, Marketr, and More. The main content area is titled 'Customers' and includes a search bar, a '+ New Customer' button, and a 'Customer Modules' dropdown. Below this is a section for 'UNREAD REPLIES' with a 'Clear All' button. It contains two email entries with columns for LINK, DATE, ENVELOPE, and SUBJECT. The bottom section is a table of customer records with columns for NAME/BUSINESS, EMAIL, PHONE, and CREATED.

LINK	DATE	ENVELOPE	SUBJECT
A1 Computer Parts, Douglas Jameson	Sat 03-24-18 06:54 AM	Customer/External From: postmaster@repairshopr.com	Postmaster: error emailing dj@a1computersparts.com
Bob's Burgers	Wed 04-04-18 06:38 AM	Customer/External From: postmaster@repairshopr.com	Postmaster: error emailing bob@bob.com

NAME/BUSINESS	EMAIL	PHONE	CREATED
8499 - Optical Distributor	optical@rs.com	Mobile 867-5309 Phone 867-5309	Fri 05-20-16 10:31 AM
A1 Computer Parts, Douglas Jameson	dj@a1computersparts.com	Phone 234-018-4555	Fri 03-23-18 11:29 AM
Aaron3 Aaronville3	aaronville6@hotmail.com	Mobile 259-356-9854 Phone 259-356-9854	Mon 03-09-15 03:15 PM

Who it's for: Repair shops and field-service businesses

Capterra rating (based on 107 reviews): 4.5/5

G2 rating (based 19 reviews): 4.4/5

Pricing: Starts at \$49.99/mo

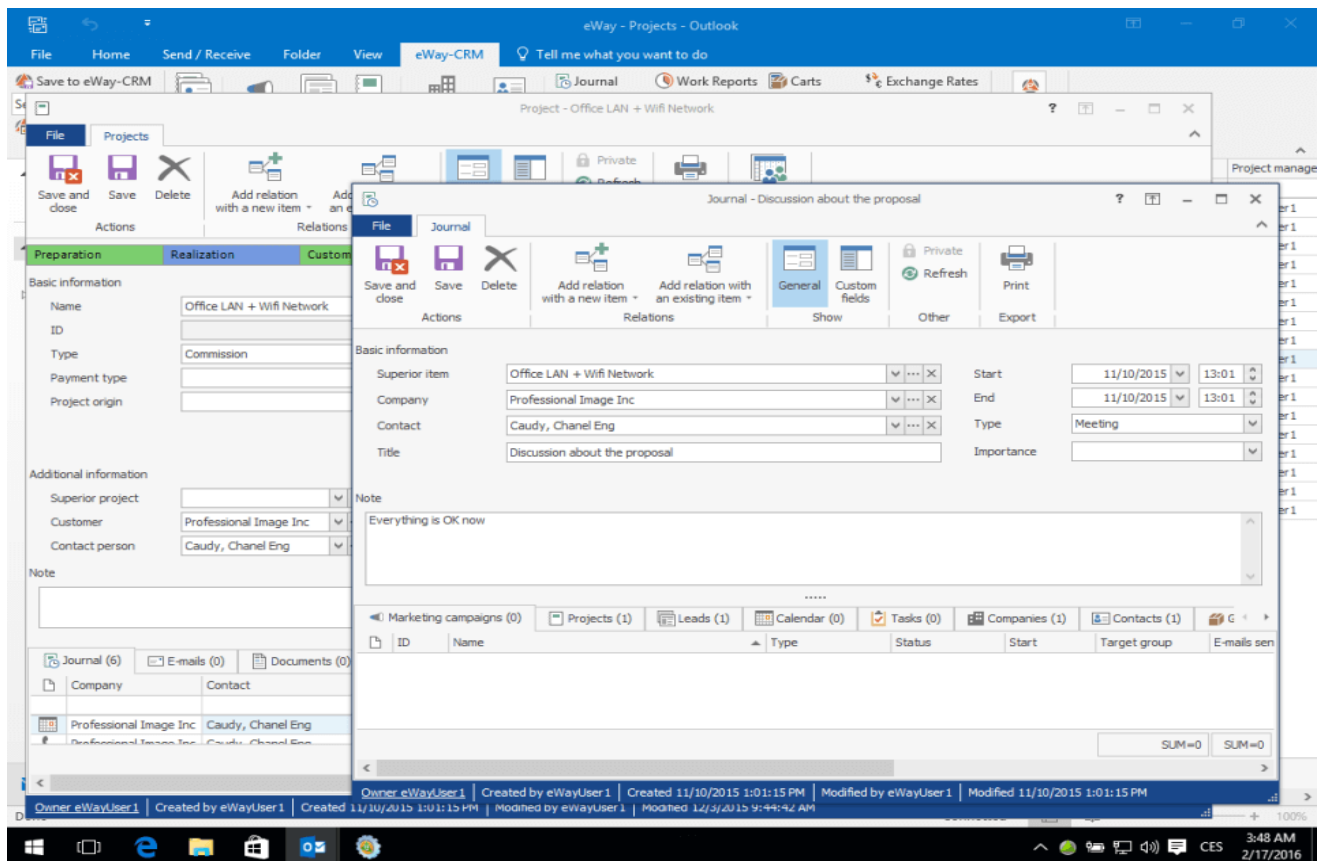
Free plan: Yes

Trial: Free plan

Capterra description:

Robust ticketing and invoicing system, CRM, POS, and marketing platform for repair shops.

25. eWay-CRM



Who it's for: Businesses of all sizes using Microsoft Outlook

Capterra rating (based on 106 reviews): 4.5/5

G2 rating (based on 3 reviews): 4.5/5

Pricing: Starts at \$28/user/mo

Free plan: Yes

Trial: Free plan

Capterra description:

The best CRM Add-in for Outlook, available now on iOS / Android. It helps manage customers, sales, projects and mail merges. With [eWay-CRM](#), you can share your Outlook with your team, track communication history, plan follow-ups, automate company processes and thus, run your business efficiently. The software is also highly customizable—it allows you to create user fields, design form layouts, customize workflows, and user permissions.

26. kvCORE

The screenshot displays the kvCORE CRM interface. At the top, there is a navigation bar with tabs for Leads & Contacts, Transactions (highlighted with a 'NEW' badge), Marketing, Website, and Performance. Below the navigation bar, the main content area is titled 'Transactions'. It features a search bar with a 'Quick Search' field and a 'More Filters' button. Below the search bar, there are 'Bulk Actions' and 'Sort by' options. The main part of the interface is a table listing various transactions. Each row includes a status icon, the transaction details (address and type), source, client, assigned agents, price/commission, tasks, documents, and milestones.

Status	Transaction	Source	Client	Assigned	Price/Comission	Tasks	Docs	Milestones
UNDER CONTRACT	12743 S 2295 W Listing	Google	Will Davis	Stephanie Bates Michael Lenderman	\$380,400.87 \$11,412.03 / 3%	50% 2/4	2	Offer: 8/7/15 Contract: 8/20/15 Closing: 9/30/15
CLOSED	371 E Woodlake Drive Purchase	Google	Eve Wolfe	Omar Hassan Chris Troy	\$1,421,933.74 \$42,658.01 / 3%	50% 3/6	4	Offer: 9/10/15 Contract: 9/22/15 Closing: 10/5/15
CLOSED	251 W Coatsville Ave Listing	Google	Chris Benoit	Jean Judd Michael Lenderman	\$938,542.09 \$28,156.26 / 3%	14% 1/7	2	Offer: 8/1/15 Contract: 8/15/15 Closing: 9/10/15
CLOSED	3900 South 900 East Purchase	Google	Dallin Ricks	Jean Judd Michael Lenderman	\$1,220,446.59 \$36,613.40 / 3%	10% 1/10	5	Offer: 4/3/15 Contract: 4/20/15 Closing: 5/9/15
OFFER	7811 Ustick Rd Purchase	Google	Leticia Bufoni	Omar Hassan Chris Troy	\$784,768.44 \$23,543.05 / 3%	75% 3/4	1	Offer: 9/9/15 Contract: 10/1/15 Closing: 10/10/15
CLOSED	3784 W Rock Garden Lane Purchase	Google	Silas Baxter	Brent Blackburn Chris Troy	\$1,320,721.05 \$39,621.63 / 3%	67% 2/3	1	Offer: 8/8/15 Contract: 8/29/15 Closing: 9/3/15
UNDER CONTRACT	13161 Via Mesa Dr. Lease	Google	Ellisa Steamer	Ishod Wair Vanessa Torres	\$384,303.01 \$11,529.09 / 3%	25% 2/8	3	Offer: 5/21/15 Contract: 6/6/15 Closing: 6/16/15
CLOSED	7232 Canyon Glen Court Listing	Google	Cody McEntire	Stephanie Bates Michael Lenderman	\$810,711.09 \$24,321.33 / 3%	7% 1/15	5	Offer: 10/2/15 Contract: 10/9/15 Closing: 10/15/15

Who it's for: Real estate brokerages

Capterra rating (based on 101 reviews): 4.5/5

G2 rating (based on 14 reviews): 4/5

Pricing: Custom

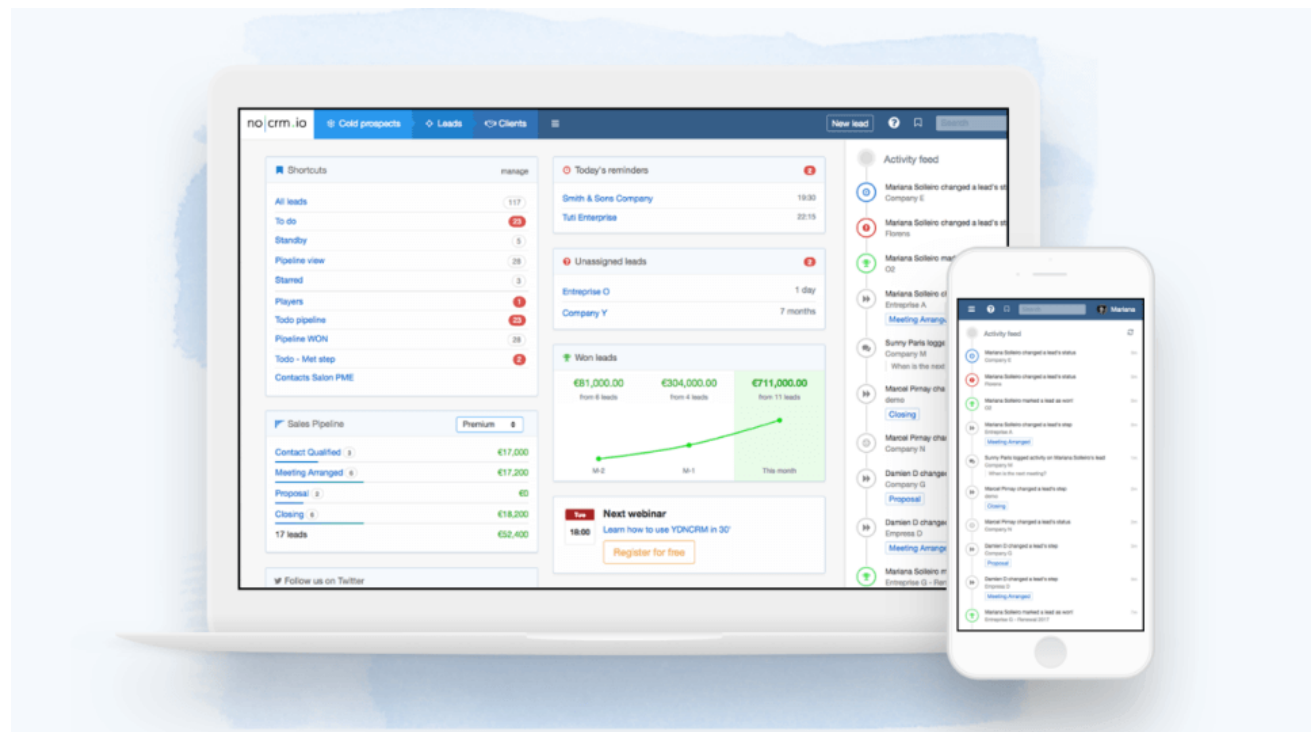
Free plan: No

Trial: No

Capterra description:

[kvCORE](#) is an all-inclusive real estate platform for the modern brokerage. The lead engine helps you get high-quality leads and the Smart CRM nurtures those leads until they are ready to buy. Our business analytics lets you know which efforts are giving you the best results. Reports allow insight into traffic, marketing, lead-gen, behavior, agent accountability, profitability, and more. kvCORE is truly built to power your entire business on one platform.

27. Nocrm.io



Who it's for: Small and medium-sized businesses

Capterra rating (based on 100 reviews): 4.5/5

G2 rating (based 19 reviews): 4.5/5

Pricing: Starts at \$14/user/mo

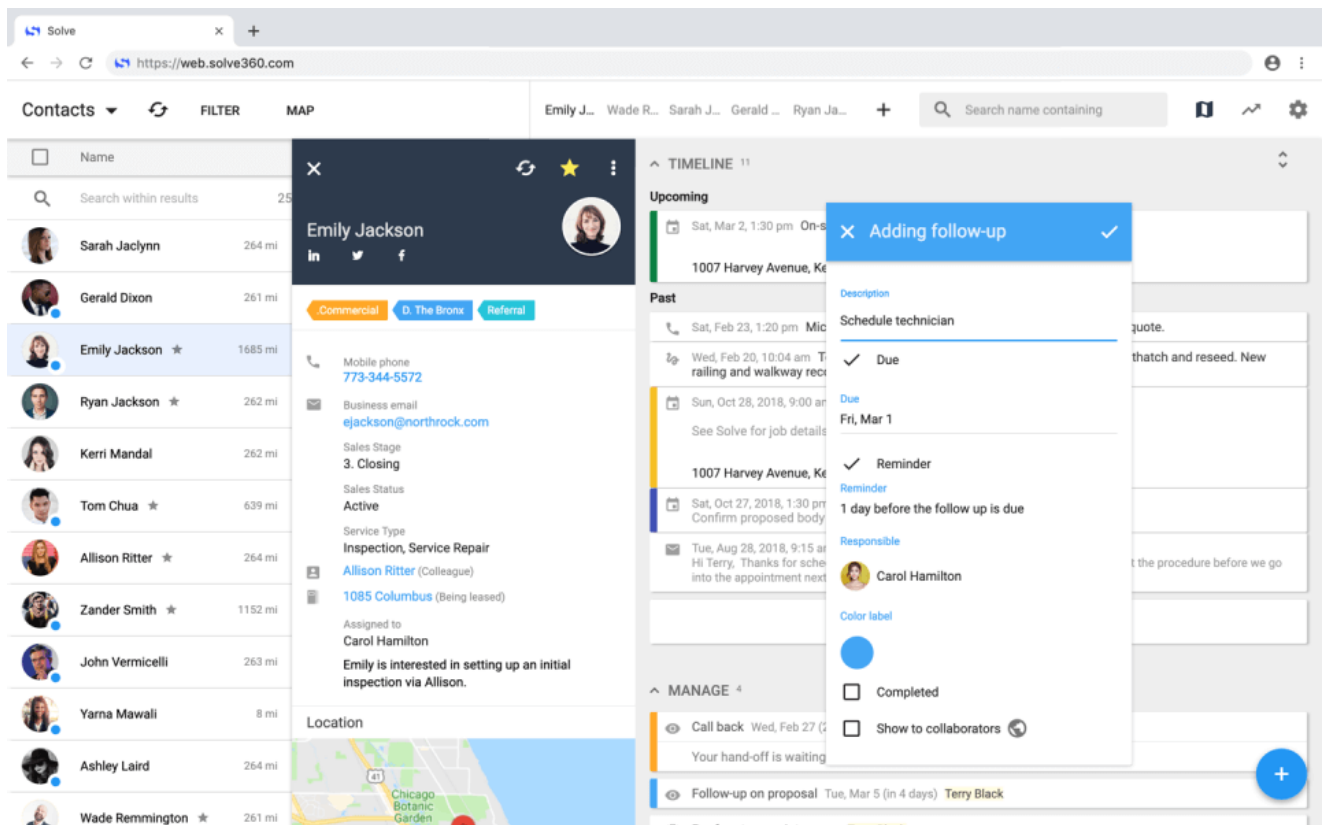
Free plan: No

Trial: 15 days

Capterra description:

Lead management software (SaaS) built for salespeople. Unlike a traditional CRM system, [noCRM](#) boosts productivity by allowing sales reps to create leads in seconds (email, mobile, business card, websites, spreadsheet) and manage their sales cycle from end to end. Managers and reps can monitor the health of their pipeline with our visual sales pipeline and synchronize reminders with their calendars ensuring no follow-up is missed and no important lead is dropped.

28. Solve CRM



Who it's for: Service businesses

Capterra rating (based on 97 reviews): 4.5/5

G2 rating (based 14 reviews): 3.7/5

Pricing: Starts at \$25/user/mo

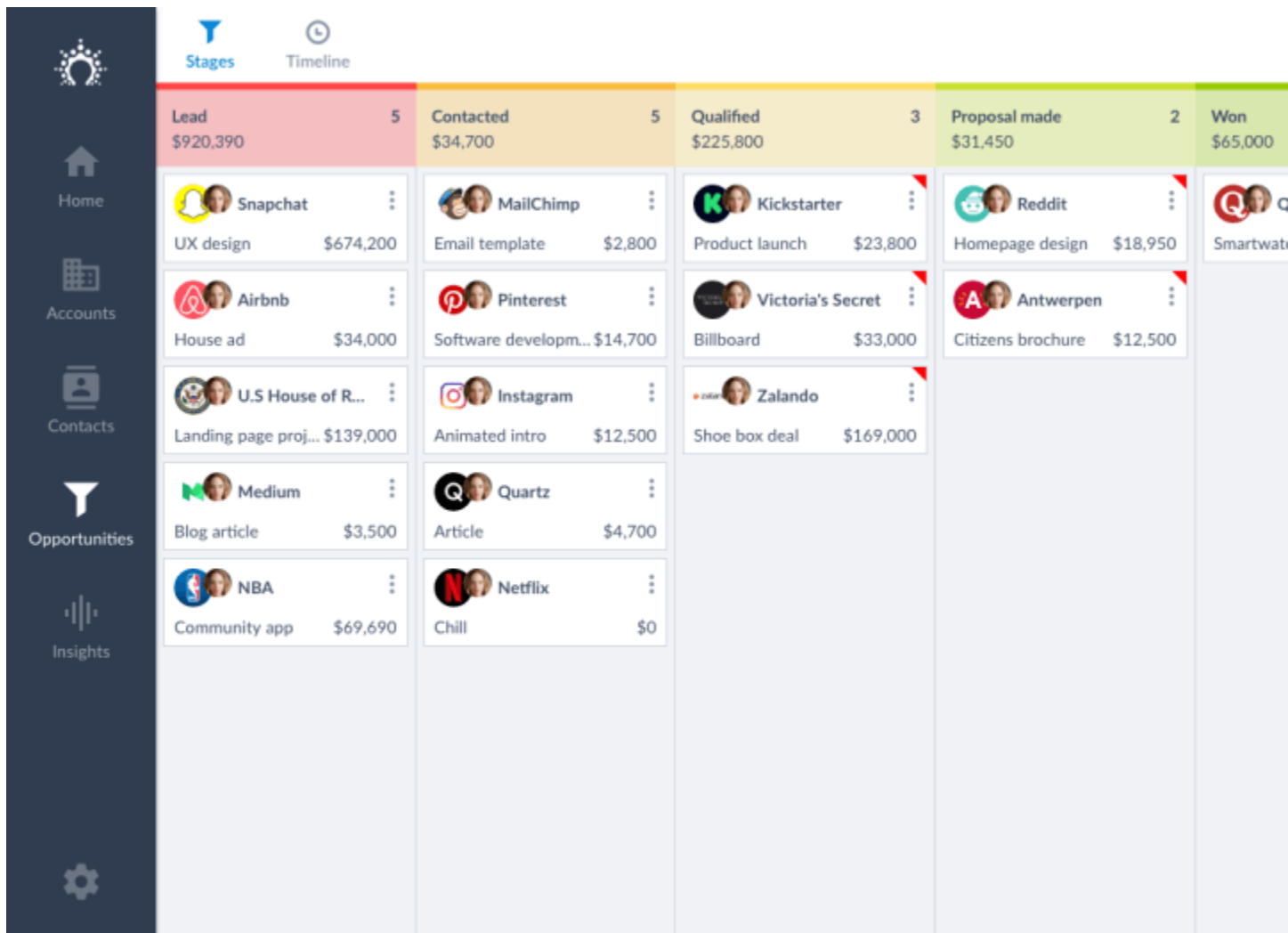
Free plan: No

Trial: 14 days

Capterra description:

A mobile productivity CRM for teams to manage customer workflows, field service, and projects. Simplify all record keeping, scheduling, communication, and information sharing—especially when mobile. Incredibly flexible and secure, with straightforward controls over specific field data and who can access. Boasting robust Google Calendar and Gmail integrations. Recognized for outstanding customer support by thousands of service businesses.

29. Salesflare



Who it's for: B2B small businesses and startups

Capterra rating (based on 93 reviews): 4.5/5

G2 rating (based 110 reviews): 4.7/5

Pricing: Starts at \$30/user/mo

Free plan: No

Trial: 14 days

Capterra description:

[Salesflare](#) is the intelligent CRM for small B2B businesses and startups that want to sell more with less work. Salesflare automatically fills out your address book and keeps track of all interactions with the people you're in contact with. It takes data from email, social media, company databases, phone, and calendars and hands it to you in automated customer timelines that tell you everything you need to know. You just have to write the emails, make the calls, and have the coffee.

30. Zola Suite

The screenshot displays the Zola Suite calendar interface. The main calendar area shows a weekly view from Monday, November 05, 2018, to Friday, November 09, 2018. The calendar is populated with various events, including 'Lunch with Joan Miller' (green), 'Mumroe Consultation' (purple), 'Deposition' (yellow), 'Charlie Bloom Consultation' (cyan), 'Balme Closing' (teal), 'Hearing - Motion to Renew' (orange), 'Smith Hearing' (yellow), 'File Jones Motion' (orange), and 'Consultation' (cyan). The interface includes a sidebar with navigation options like Dashboard, Email, CRM, Matters, Calendar, Contacts, Tasks, Documents, Time, and Accounting. On the right side, there are sections for Timers, User List (with Robert E. Dupont selected), Categories Filter, and Recent Matters/Leads.

Who it's for: Professional service businesses

Capterra rating (based on 88 reviews): 4.5/5

G2 rating (based 45 reviews): 4.9/5

Pricing: Starts at \$59/user/mo

Free plan: No

Trial: 10 days

Capterra description:

See why [Zola](#) is the fastest-growing practice management software. Built-in CRM, email, and robust trust and business accounting. Zola Suite sports best-in-class case management features, sophisticated bulk billing, document management, task management and much more through a modern and intuitive interface. Zola is cloud-based and is accessible through any browser as well as native iOS and Android apps. Integrations include LawPay, Quickbooks, and DropBox.

31. WORK[etc]

The screenshot displays the WORK[etc] software interface. At the top, there is a navigation bar with tabs for Dashboard, Contacts, Discussions, Calendar, Documents, Work, Sales, Finances, Reports, and Settings. Below the navigation bar, the main content area is titled 'People' and contains a search bar, filter options, and a table of contacts. The table has columns for Name, Company, Job Title, E-mail, Phone, and Mobile/Cell Phone. A 'Quick Add Contact' form is visible on the right side of the interface, with fields for Name, Company, E-mail, and Mobile/Cell, along with an 'Add' button. The footer of the interface shows the copyright information: © 2015 WORK[etc] | UI v4.0 | Privacy Policy.

Name	Company	Job Title	E-mail	Phone	Mobile/Cell Phone
Michael Davenport	Acme Marketing	Operations ...	mike@acmemarketin...	212-629-6409	315-616-6683
Daniel Johnston	Acme Marketing	CEO	dan@acmemarketin...	518-563-3275	518-548-8832
David Martinez	Acme Marketing	Graphics / UI...	dave@acmemarketin...	716-664-4345	716-465-0742
Grace O'Neil	Acme Marketing	Graphics / UI	grace@acmemarketin...	631-423-3055	631-618-9298
Terry Wilson	Acme Marketing	Lead Designer	terry@acmemarketin...	914-557-2307	914-710-3412
Genevieve Andersen	Andersen-Kleinfort...	Senior Partner	gen.andersen@akb-l...	916-717-5040	916-577-8819
Callum Bernal	Andersen-Kleinfort...	Senior Partner	cal.bernal@akb-law...	818-586-4205	818-902-7844
Iris Peterson	Brooklyn Greats LLC	Chief Market...	admin@brooklyngre...	718-945-5768	718-768-8849
James Madison	Horizon Consolidated	CFO	james@horizoncons...	+44 1632 960725	+44 1632 960725
Carrie Smith	Horizon Consolidated	CEO	carrie@horizoncons...	+44 1632 960350	+44 1632 960350

Who it's for: Small businesses

Capterra rating (based on 87 reviews): 4.5/5

G2 rating (based 52 reviews): 4.6/5

Pricing: Starts at \$78/user/mo

Free plan: No

Trial: 14 days

Capterra description:

With integrated CRM, projects, billing, help desk, reporting, and collaboration, [WORK\[etc\]](#) is the all-in-one cloud-based software solution to manage your growing business. WORK[etc] goes beyond what the average CRM can do by letting you manage and track all aspects of the entire customer lifecycle. WORK[etc] is there every step of the way—from the initial sale through to quotes, projects, product delivery, invoicing, customer support, and that all-important follow up sale.

32. Capsule CRM

The screenshot shows the 'Users and Teams' management interface in Capsule CRM. The top navigation bar includes a search bar and user profile for 'Chloe Lloyd'. The left sidebar lists various settings categories. The main area is titled 'Users and Teams' and contains a sub-header 'Teams allow you to group users together to control access to records, assign records to teams and report on team performance.' Below this, there are tabs for 'Users', 'Teams', and 'Recent Logins'. A blue 'Add new Team' button is visible. Five team cards are displayed, each showing the team name and member count. The 'Teams and Roles' sidebar on the right provides detailed information about team management and access control.

Teams and Roles

Create teams and add users as team members. Users can belong to more than one team.

You can assign your contacts, opportunities and cases to users in teams or to the teams themselves.

Access control

Access is controlled through assignment and team membership. Contacts, opportunities and cases assigned into a team will not be accessible to other teams. Individual user roles dictate if a user can access records outside of their teams.

Roles

User roles help to define what level of access users have to your contacts, opportunities and cases. Roles are edited in user preferences.

- **Admin**
Admin users have access to all records in your account regardless of team membership.
- **Standard**
Standard users can only access records assigned to teams they belong to and to any records that are unassigned or not assigned to a team.
- **Restricted**
Restricted users cannot access any records unless they are assigned directly to them.

Who it's for: Small businesses

Capterra rating (based on 82 reviews): 4.5/5

G2 rating (based on 44 reviews): 4.2/5

Pricing: Starts at \$18/user/mo

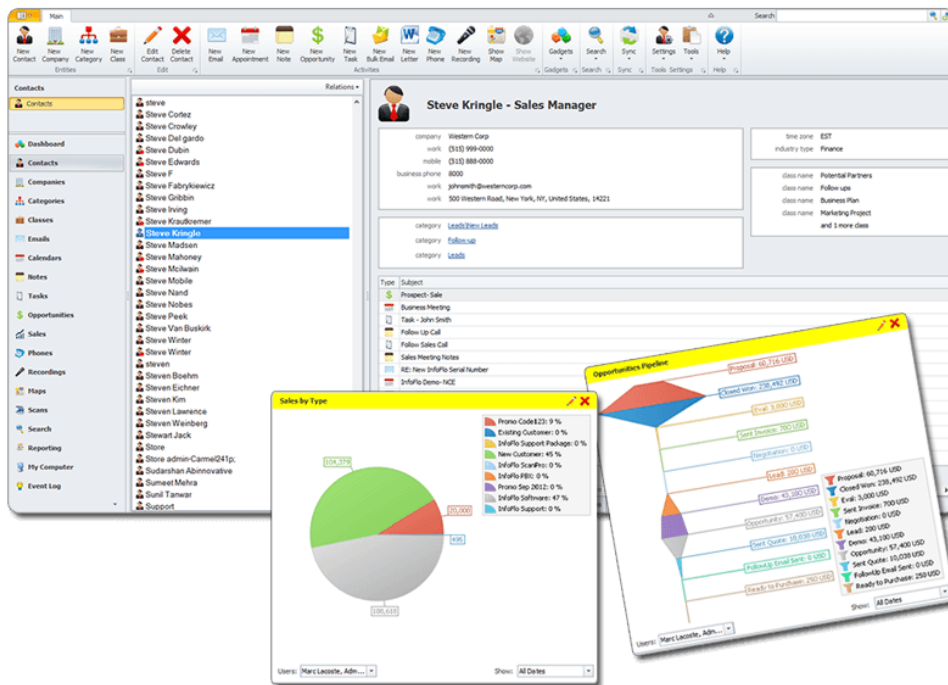
Free plan: Yes

Trial: 30 days

Capterra description:

The ideal CRM tool for companies with 10-1000 employees. Over 15,000 customers across the globe use [Capsule](#) to better organize their customer facing and sales activities. Capsule is easy to use, yet powerful and customizable so you can adapt it to your business. It integrates with other popular apps such as Google G Suite, Google Data Studio, MailChimp, and Zapier for advanced sales automation. Starting from as little as \$18 per user, you can get started in just a few minutes on our free trial.

33. InfoFlo



Who it's for: Businesses of all sizes

Capterra rating (based on 67 reviews): 4.5/5

G2 rating (based on 75 reviews): 4.6/5

Pricing: \$99 (one-time cost)

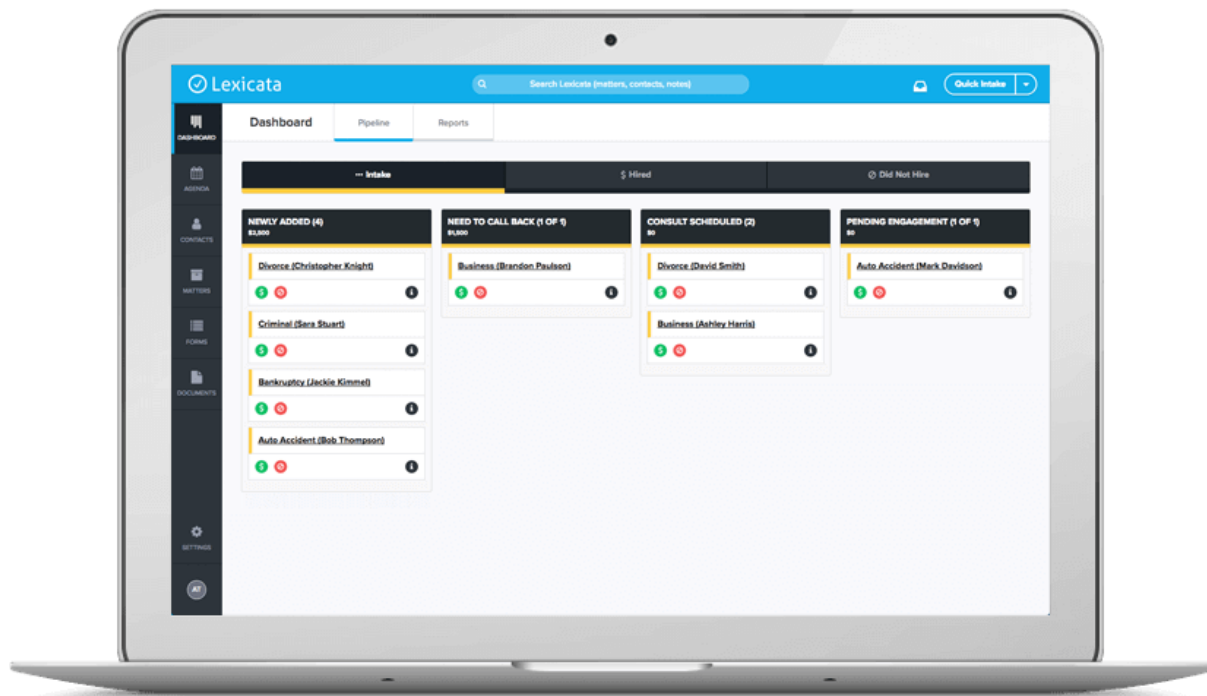
Free plan: No

Trial: No

Capterra description:

[Infoflo](#) is an easy-to-use CRM that is perfect for managing customer relationships and includes the most robust Outlook sync on the market! It is a fully integrated contact, relationship, email, calendar, document, sales, task management solution and VoIP. It includes a Quick Books, Outlook and Google Sync.

34. Lexicata



Who it's for: Small and medium-sized law firms

Capterra rating (based on 64 reviews): 4.5/5

G2 rating (based on 15 reviews): 4.1/5

Pricing: Starts at \$49/user/mo

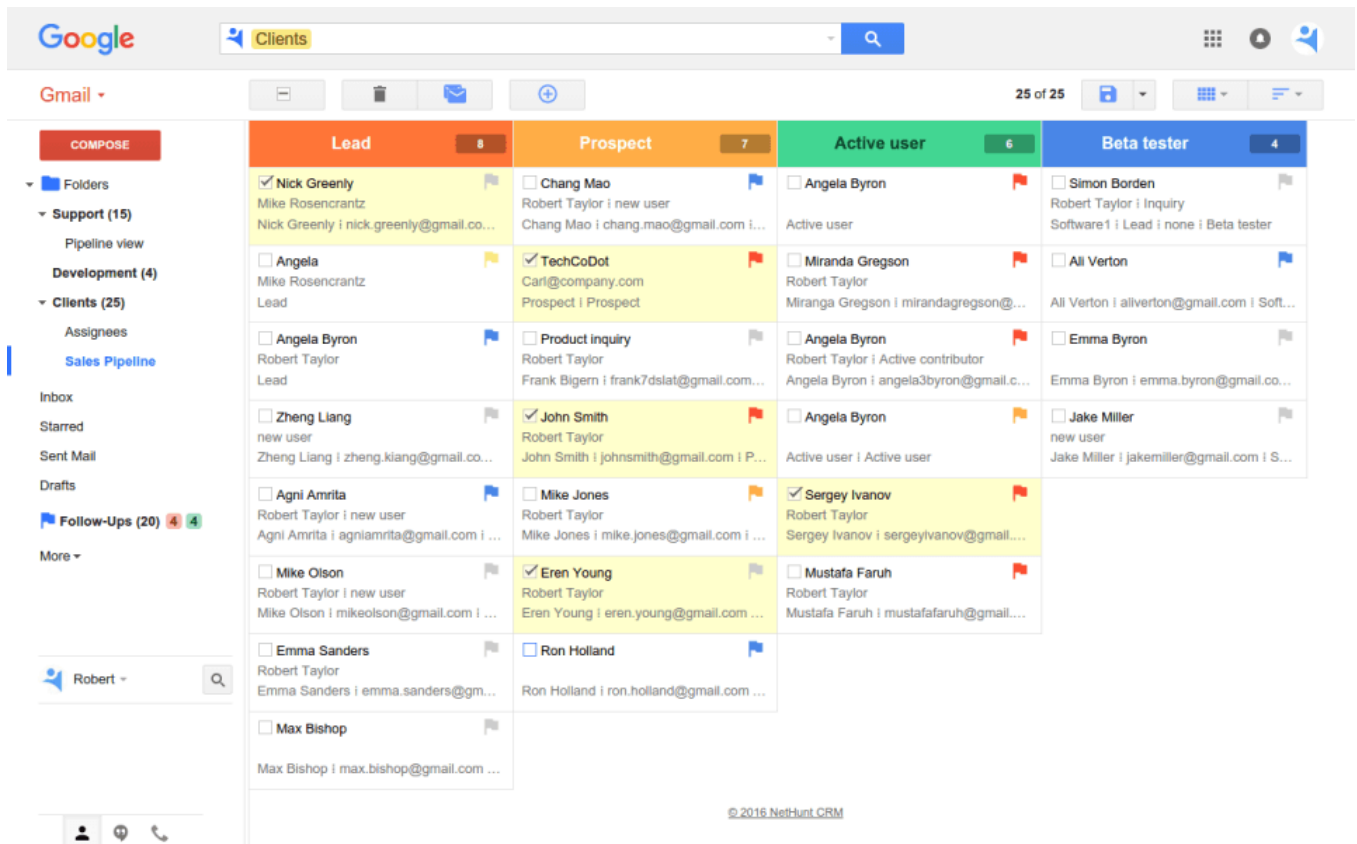
Free plan: No

Trial: No

Capterra description:

Streamline your operations and grow your practice with this CRM and client intake solution for lawyers.

35. NetHunt CRM



Who it's for: Small businesses using Gmail and G Suite Apps

Capterra rating (based on 61 reviews): 4.5/5

G2 rating (based 58 reviews): 4.6/5

Pricing: Starts at \$24/user/mo

Free plan: Yes

Trial: 14 days

Capterra description:

[NetHunt](#) is a smart CRM for Gmail and Google Apps users. It turns emails into CRM records to let you manage your business using only the Gmail inbox. This smart inbox can be used to empower salespeople, provide them with relevant customer and lead data inside every email, allows project managers to use Gmail as their ultimate tool for work, organize customer support, streamline your human resource management procedures and carry out marketing campaigns with mass mailing and email tracking.

36. 1CRM

The screenshot displays the 1CRM System interface. The top navigation bar includes 'Today's Activities', 'Sales & Marketing', 'Order Management', 'Project Management', 'Customer Service', and 'Reports & Settings'. The main content area is titled 'Accounts - Browse All' and features a table of account records. The table columns are Account Name, Location, Email and Phone, Svc. Contract, Balance, and User. Below the table is a 'Mass Update' form with various fields for configuration.

Account Name	Location	Email and Phone	Svc. Contract	Balance	User
1CRM Corp Supplier	Victoria, BC, Canada	sales@1crm.com +1 778-432-2761	Z0001	—	admin
2 Big Consolidation Corp Customer	Salt Lake City, CA, USA	hr96@example.de +1 (212) 622-1906		\$ 737.43	slouis
2 Tall Stores Customer	Persistance, NY, USA	fitness.pale...@example.edu +1 (207) 826-5790		—	slouis
2 Tall Stores 2 Customer	Salt Lake City, CA, USA	my.books.mobi...@example.de +1 (952) 230-3803		—	admin
24/7 Couriers Customer	Santa Fe, CA, USA	qa44@example.edu +1 (581) 423-0628		—	admin

Mass Update

Type: **Analyst**

Assigned to: **(none)**

Reassign Related Objects: **Contacts**, **Activities**, **History**

Default Price Book: **(none)**

Default Purchasing Discount: **(none)**

Default Purchasing Terms: **Due on Receipt**

Default Sales Discount: **(none)**

Default Sales Terms: **Due on Receipt**

Email Opt-Out: **(none)**

Industry: **Not For Profit**

Member of: **(none)**

Tax Code: **Standard Tax Code**

Temperature: **Hot**

Via Partner: **(none)**

Teams: **No Action**

Who it's for: Small and medium-sized businesses

Capterra rating (based on 54 reviews): 4.5/5

G2 rating (based on 5 reviews): 4.4/5

Pricing: Starts \$12/user/month

Free plan: No

Trial: 30 days

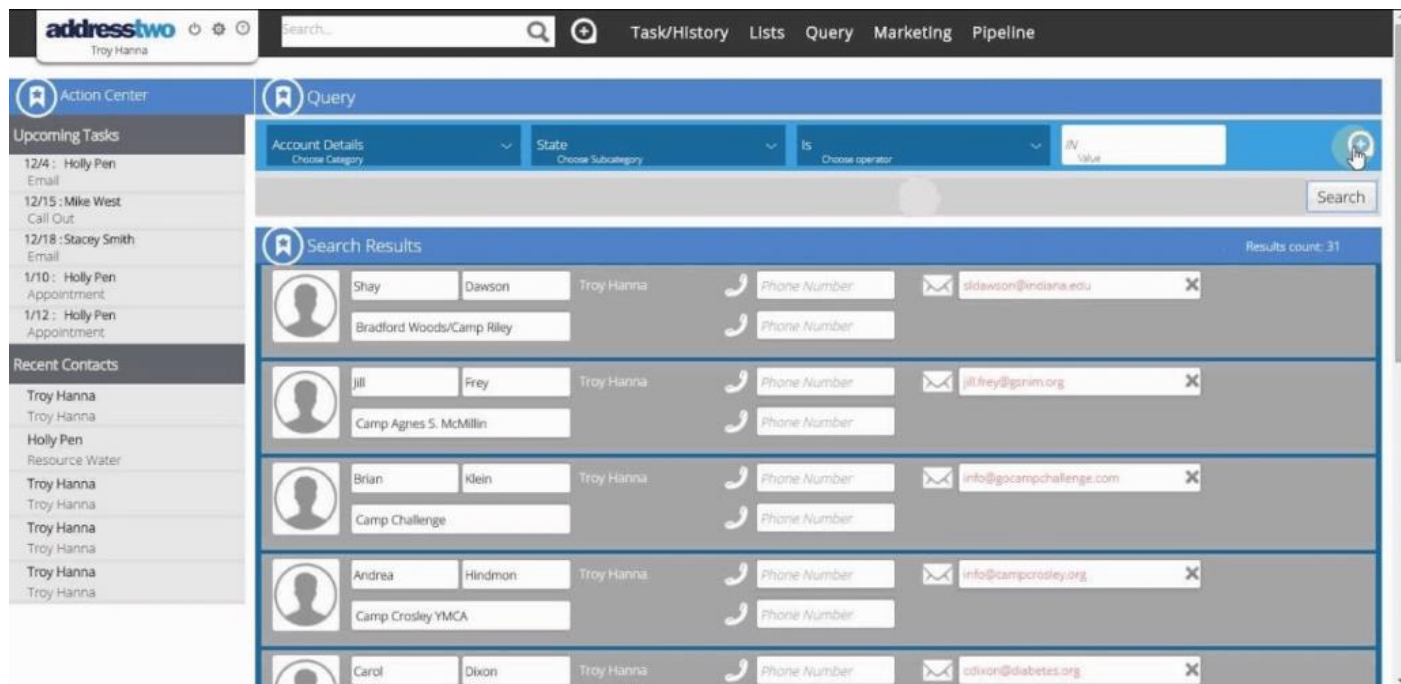
Capterra description:

[1CRM](#) enables businesses to create long-lasting customer relationships with the most intuitive, customizable and cost-effective customer relationship management solution on the market.

By focusing on a comprehensive and easy to customize CRM solution, 1CRM is putting tailored-fit CRMs within reach of businesses everywhere.

1CRM stands out for its inclusion of order management, service management, and Project Management within its CRM framework—including timesheets and expense reports.

37. AddressTwo



Who it's for: Small businesses

Capterra rating (based on 50 reviews): 4.5/5

G2 rating (based on 47 reviews): 4.7/5

Pricing: Starts at \$14.95/mo (up to 10 users)

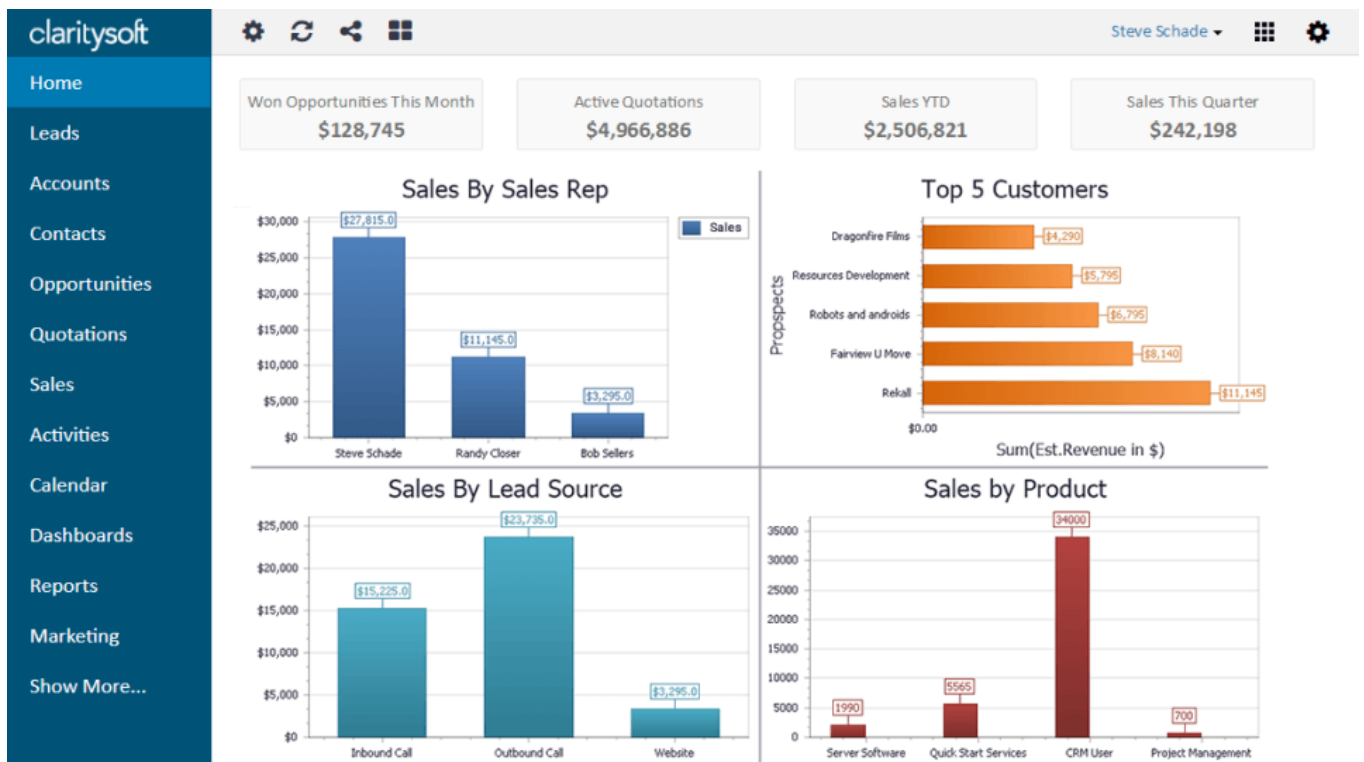
Free plan: No

Trial: 14 days

Capterra description:

[AddressTwo](#) is a simple CRM system specially designed for the needs of small businesses. As an all-in-one solution, AddressTwo combines both the relational, outbound selling tools such as contact management, tasks, and follow-up tracking with the marketing tools such as email marketing, inbound capturing through webforms, and autoresponders. Use marketing analytics to see who your most engaged leads are at any time and then follow up.

38. Claritysoft



Who it's for: Businesses of all sizes

Capterra rating (based on 50 reviews): 4.5/5

G2 rating (based on 68 reviews): 4.3/5

Pricing: Starts at \$39/user/mo

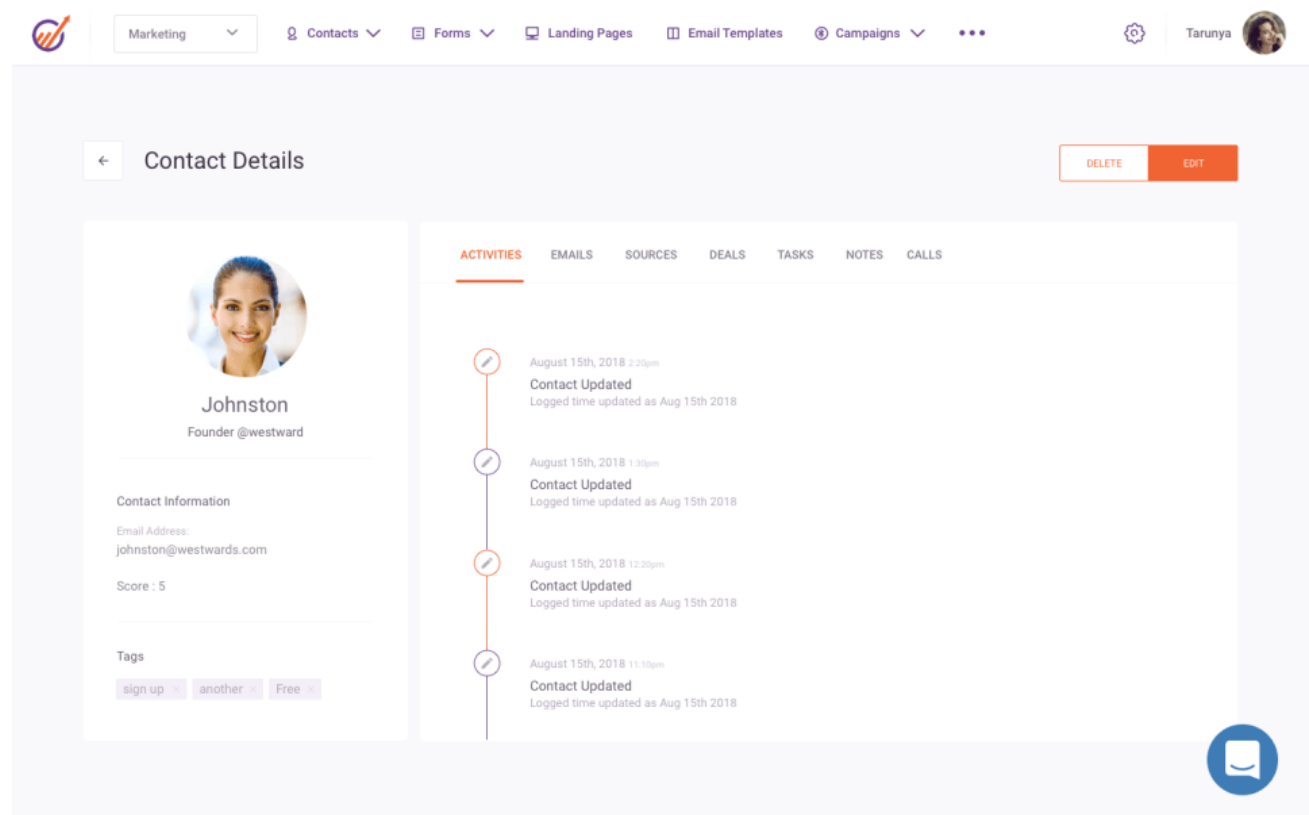
Free plan: No

Trial: No

Capterra description:

[Claritysoft CRM's](#) unique blend of simplicity, utility, and flexibility delivers powerful marketing automation, sales automation, customer service tools, and much more in an intuitive, completely customizable interface. Claritysoft was designed with considerable focus on usability and built to enhance the user experience and maximize user adoption. Claritysoft CRM gives you enterprise power and functionality at a fraction of the cost.

39. EngageBay



The screenshot displays the EngageBay CRM interface. At the top, there is a navigation bar with a logo on the left and a user profile 'Tarunya' on the right. The main navigation menu includes 'Marketing', 'Contacts', 'Forms', 'Landing Pages', 'Email Templates', and 'Campaigns'. The current view is 'Contact Details' for a contact named 'Johnston', identified as 'Founder @westward'. The contact information section shows an email address 'johnston@westwards.com' and a score of 5. Below this, there are tags: 'sign up', 'another', and 'Free'. To the right of the contact information is a timeline of activities, with the 'ACTIVITIES' tab selected. The timeline shows four entries, all dated 'August 15th, 2018', each labeled 'Contact Updated' and 'Logged time updated as Aug 15th 2018'. The times for these updates are 2:20pm, 1:30pm, 12:20pm, and 11:10pm. At the bottom right of the interface, there is a blue chat icon.

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Who it's for: Small and medium-sized businesses

Capterra rating (based on 48 reviews): 4.5/5

G2 rating (based on 61 reviews): 4.6

Pricing: Starts at \$8.99/user/mo

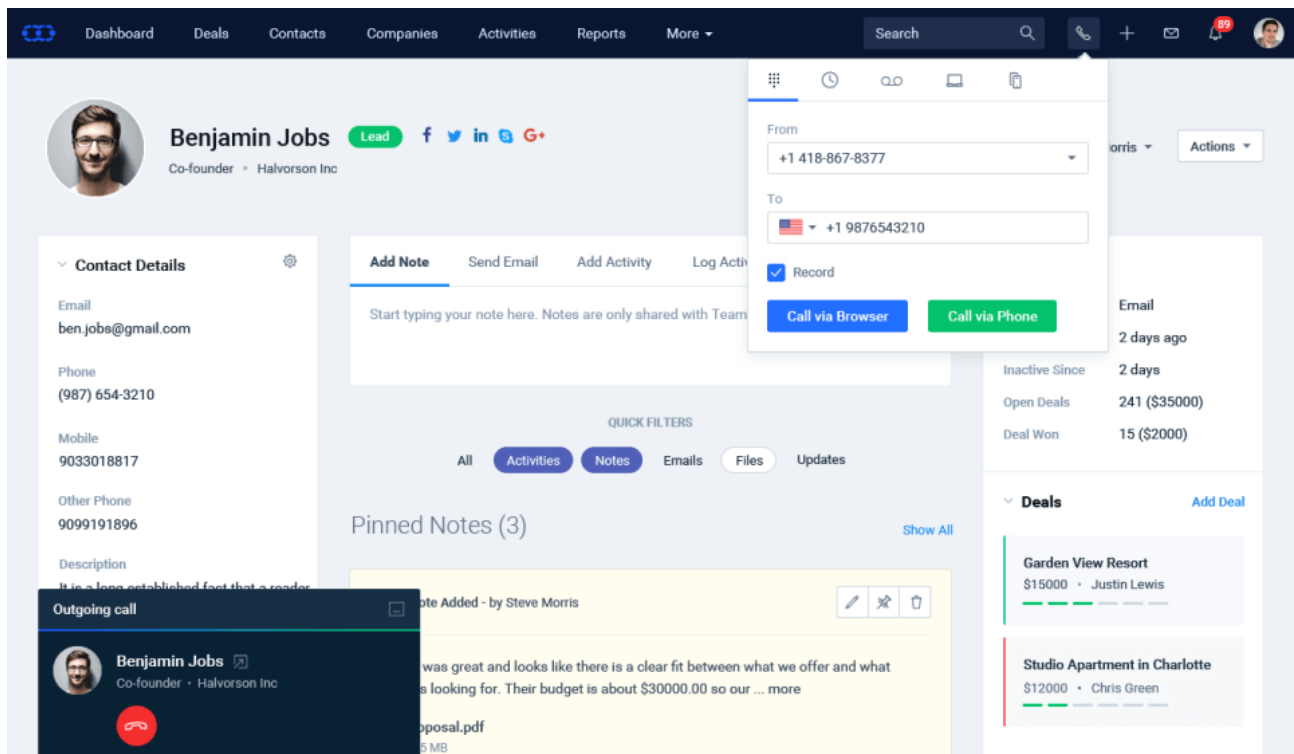
Free plan: Yes

Trial: Free plan

Capterra description:

[EngageBay](#) is a simple, affordable, all-in-one marketing automation platform built for small businesses and startups to acquire, engage, nurture web visitors, and convert them to happy customers. Acquire leads through lead generation forms and popups, engage web visitors through beautiful landing pages, nurture them through engaging emails, and automate your marketing funnel through marketing automation—all from one easy-to-use platform.

40. Salesmate



The screenshot displays the Salesmate CRM interface. At the top, there is a navigation bar with tabs for Dashboard, Deals, Contacts, Companies, Activities, Reports, and More. A search bar and user profile are also visible. The main content area shows a contact profile for Benjamin Jobs, Co-founder of Halvorson Inc. The profile includes contact details such as email (ben.jobs@gmail.com), phone numbers, and a description. A call log shows an outgoing call to Benjamin Jobs. A deals list on the right includes Garden View Resort (\$15000) and Studio Apartment in Charlotte (\$12000). A modal window for adding a note is open, showing fields for From (+1 418-867-8377) and To (+1 9876543210), with options to Record, Call via Browser, or Call via Phone.

Who it's for: Small and medium-sized businesses

Capterra rating (based on 48 reviews): 4.5/5

G2 rating (based 12 reviews): 4.6/5

Pricing: Starts at \$12/user/mo

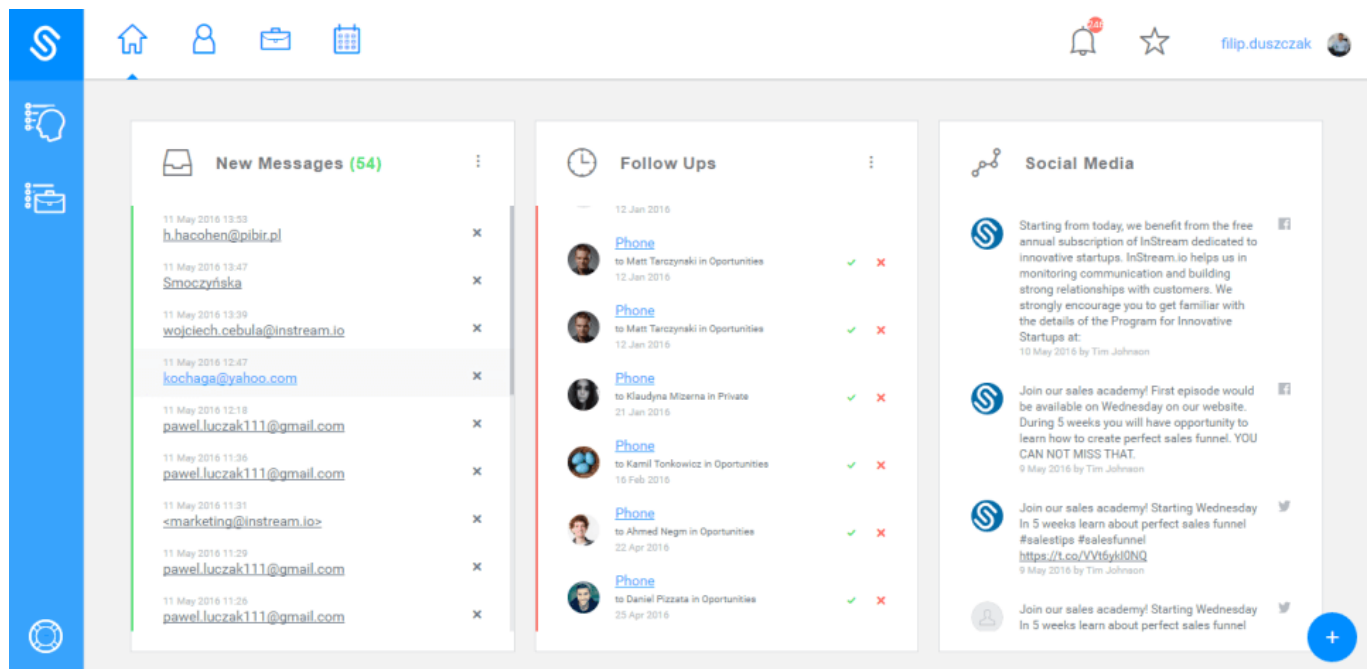
Free plan: No

Trial: 15 days

Capterra description:

[Salesmate](#) helps businesses close more deals faster. Our easy-to-use interface and automated workflows let your sales team focus on the right deals at the right time. Never miss a beat and start closing more deals. Give us a free test ride today and our friendly staff is ready to help you!

41. InStream



Who it's for: Small and medium-sized businesses

Capterra rating (based on 40 reviews): 4.5/5

G2 rating (based on 108 reviews): 4.2/5

Pricing: Starts at \$6/user/mo

Free plan: Yes

Trial: 14 days

Capterra description:

[InStream](#) is a personable CRM platform which is considered a perfect match for small and medium-sized businesses from different market sectors. The system provides you with an opportunity to build an unlimited number of lists tailored to specific needs so it can be freely adjusted to the profile of your company. This makes InStream a suitable solution for all companies that rely on long-term relationships with customers and do not focus only on one-time sales.

42. Chime

The screenshot displays the Chime CRM interface. At the top, there is a navigation bar with the Chime logo, a search bar, and several utility icons. Below the navigation bar, the main content area is divided into a left sidebar and a main workspace. The sidebar contains a 'My Tasks' section with a list of filters: Showing Request (0), All Tasks (3), Scheduled (1), Today (1), This Week (1), This Month (1), Overdue (2), and Finished (0). Below this is a 'Team Tasks' section with filters: Showing Request (0), All Tasks (8), Scheduled (1), Today (1), This Week (1), This Month (1), Overdue (2), and Finished (5). The main workspace is titled 'My Tasks > All Tasks' and includes a '+ Add New' button and three dropdown filters: Task Type, Pipeline, and Task Origin. The tasks are categorized into 'Scheduled' (1), 'Overdue' (2), and 'Finished' (0). The 'Overdue' section lists three tasks: a 'Call' for Cici Small (Nurture) due today, an 'Email' for Yvain Cashaw (Pending) due Feb 20, and an 'Other' task for Jen Walt (Pending) due Feb 16. A right-hand panel provides details for the selected 'Call' task, including the time 'Today 07:00 AM', the lead 'Charles Smith', and the agent 'Dan Ramsey'. The panel also has a 'Description' field with 'sample text' and three action buttons: 'Action', 'Postpone', and 'Complete'. A floating chat button is visible in the bottom right corner.

Who it's for: Real estate agents, teams, and brokers

Capterra rating (based on 33 reviews): 4.5/5

G2 rating (based on 12 reviews): 4.5/5

Pricing: Starts at \$499/mo

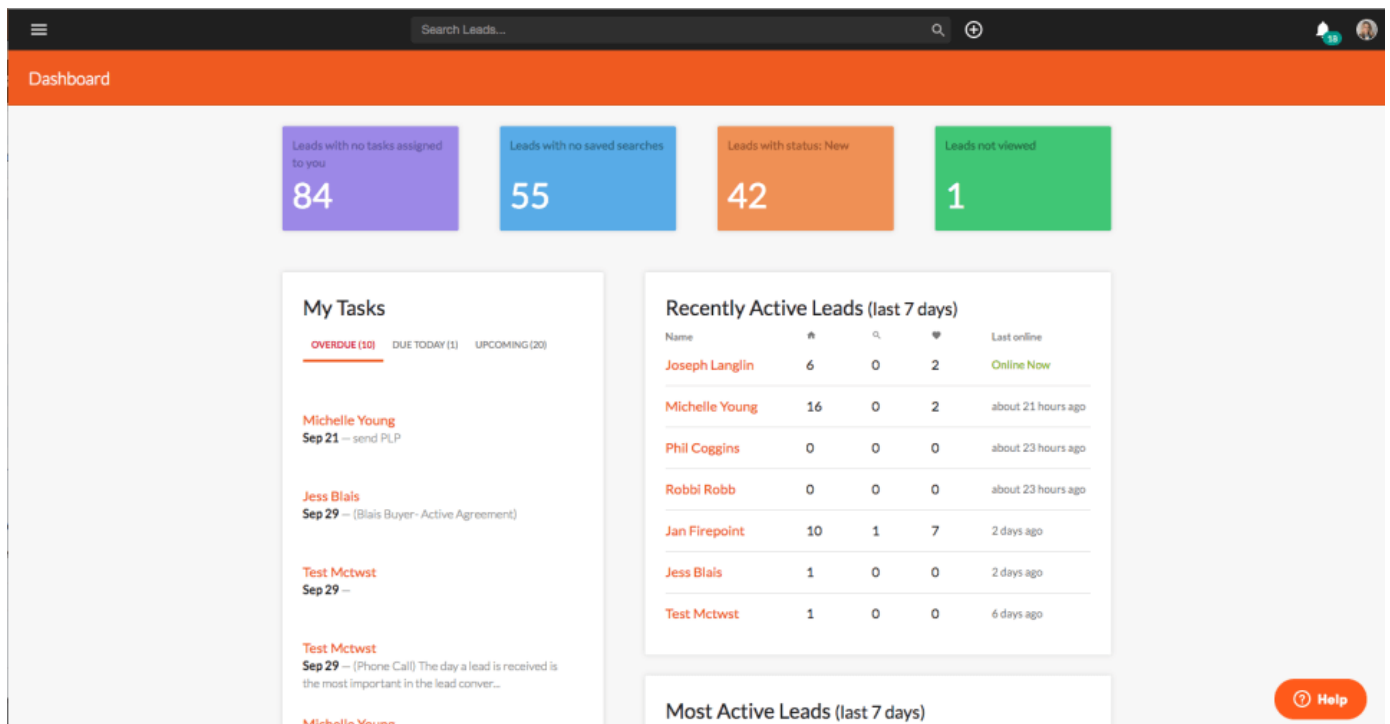
Free plan: No

Trial: No

Capterra description:

[Chime](#) is an all-in-one CRM solution suite. We offer help in generating leads, cultivating relationships, encouraging leads to close, and more. We offer many solutions for agents and teams of all sizes.

43. Firepoint



Who it's for: Real estate agents

Capterra rating (based on 19 reviews): 4.5/5

G2 rating (based on 9 reviews): 3.9/5

Pricing: Starts at \$499/mo (5 users)

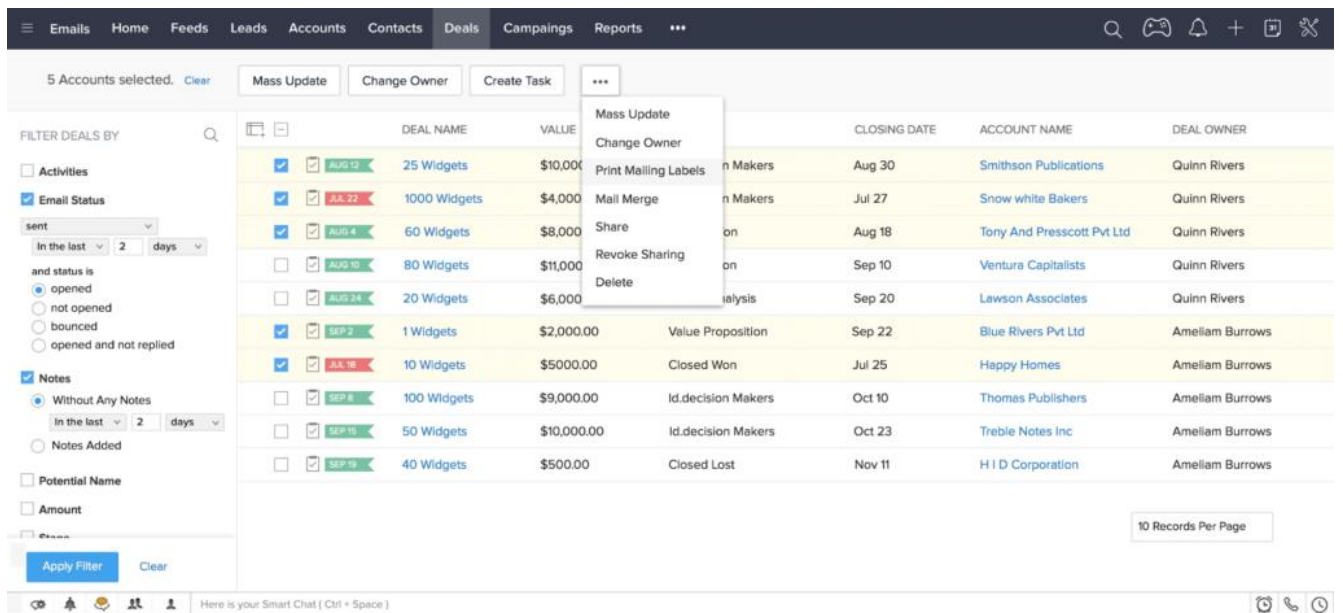
Free plan: No

Trial: No

Capterra description:

[Firepoint](#) was created by realtors like you. We listen to agents, team leads, brokers, and loan officers to develop a one-stop resource that provides business performance insights, manages client relationships, and keeps teams of any size connected and productive. Whether you're a single agent starting your team or a firm closing hundreds of transactions a year, Firepoint has the solutions to help you manage and grow your business. Schedule your personal consultation today.

44. Zoho CRM



The screenshot displays the Zoho CRM interface. At the top, there is a navigation bar with tabs for Emails, Home, Feeds, Leads, Accounts, Contacts, Deals, Campaigns, and Reports. Below this, a toolbar shows '5 Accounts selected.' and buttons for 'Mass Update', 'Change Owner', and 'Create Task'. A search bar is also present. The main area is a table of deals with columns for DEAL NAME, VALUE, CLOSING DATE, ACCOUNT NAME, and DEAL OWNER. A context menu is open over the first row, listing actions like 'Mass Update', 'Change Owner', 'Print Mailing Labels', 'Mail Merge', 'Share', 'Revoke Sharing', and 'Delete'. On the left, there are filter options for 'Email Status' and 'Notes'. At the bottom, there is a 'Smart Chat' bar.

DEAL NAME	VALUE	CLOSING DATE	ACCOUNT NAME	DEAL OWNER
25 Widgets	\$10,000	Aug 30	Smithson Publications	Quinn Rivers
1000 Widgets	\$4,000	Jul 27	Snow white Bakers	Quinn Rivers
60 Widgets	\$8,000	Aug 18	Tony And Presscott Pvt Ltd	Quinn Rivers
80 Widgets	\$11,000	Sep 10	Ventura Capitalists	Quinn Rivers
20 Widgets	\$6,000	Sep 20	Lawson Associates	Quinn Rivers
1 Widgets	\$2,000.00	Sep 22	Blue Rivers Pvt Ltd	Ameliam Burrows
10 Widgets	\$5000.00	Jul 25	Happy Homes	Ameliam Burrows
100 Widgets	\$9,000.00	Oct 10	Thomas Publishers	Ameliam Burrows
50 Widgets	\$10,000.00	Oct 23	Treble Notes Inc	Ameliam Burrows
40 Widgets	\$500.00	Nov 11	H I D Corporation	Ameliam Burrows

Who it's for: Businesses of all sizes

Capterra rating (based on 3,156 reviews): 4/5

G2 rating (based 1,255 reviews): 3.9/5

Pricing: Starts at \$12/user/mo

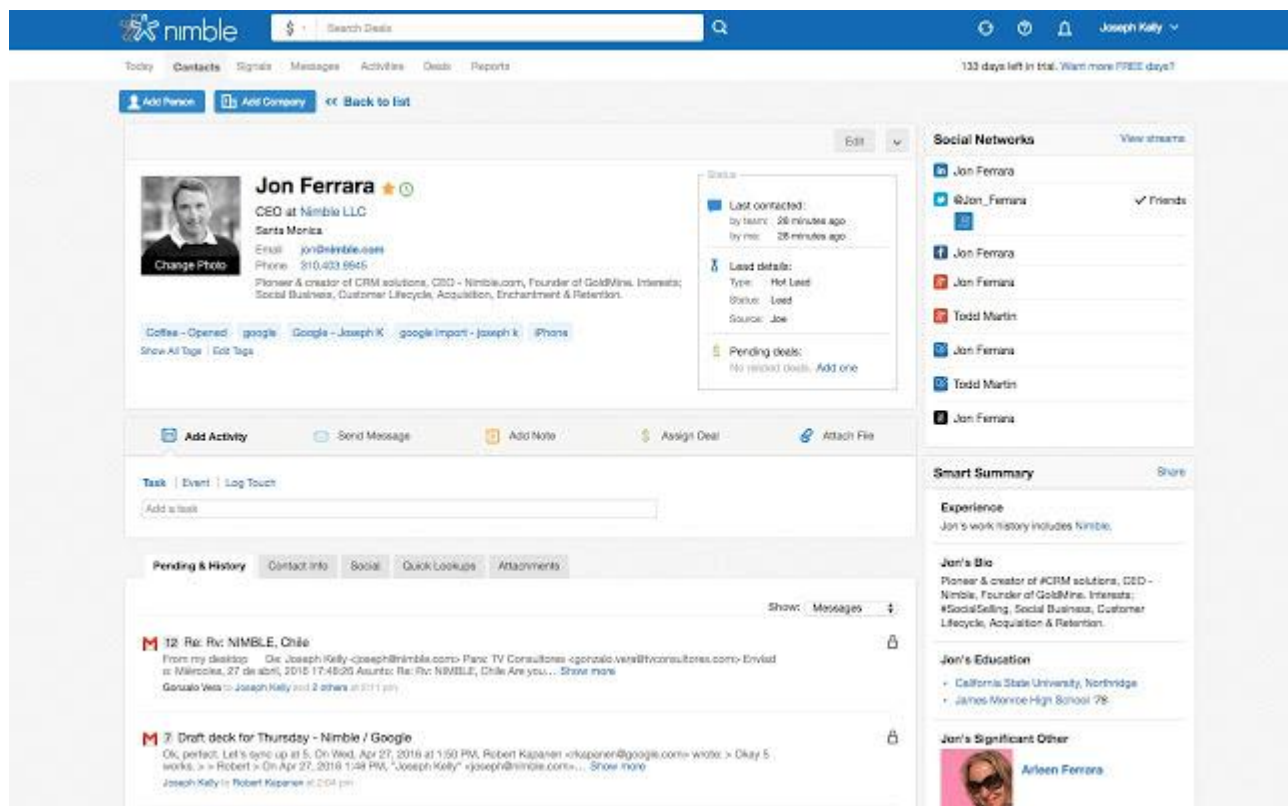
Free plan: No

Trial: 15 days

Capterra description:

[Zoho CRM](#) empowers small to large-sized organizations with a complete customer relationship lifecycle management solution for managing organization-wide sales, marketing, customer support and service and inventory management in a single business system.

45. Nimble



The screenshot displays the Nimble CRM interface for a contact named Jon Ferrara. The contact's profile includes a photo, name, title (CEO at Nimble LLC), location (Santa Monica), email (jon@nimble.com), and phone number (310.433.8845). It also lists his role as a pioneer and creator of CRM solutions, CEO of Nimble.com, and founder of GoldMine, Intersta, Social Business, Customer Lifecycle, Acquisition, Enchantment & Retention. The interface shows various actions like 'Add Activity', 'Send Message', 'Add Note', 'Assign Deal', and 'Attach File'. A 'Pending & History' section displays two recent messages: one from Gonzalo Vera and another draft from Google. The right sidebar features 'Social Networks' (Facebook, Twitter, LinkedIn), 'Smart Summary' (Experience, Bio, Education, Significant Other), and 'Lead details' (Type: Hot Lead, Status: Lead, Source: Joe).

Who it's for: Small and medium-sized businesses using G Suite or Office 365 email

Capterra rating (based on 1,298 reviews): 4/5

G2 rating (based 860 reviews): 4.5/5

Pricing: Starts at \$19/user/mo

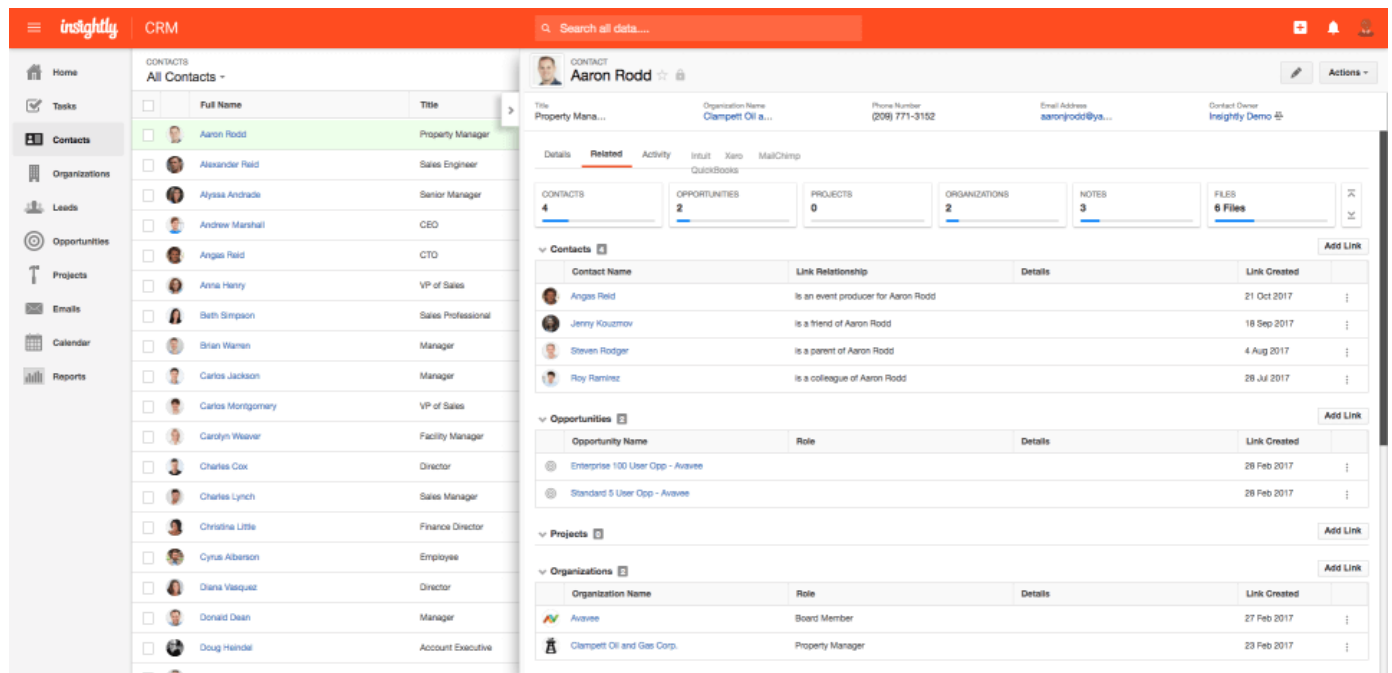
Free plan: No

Trial: 14 days

Capterra description:

[Nimble](#) is the simple, smart CRM for Office 365 and G Suite that works for you by automatically combining your contacts, communication histories, email inboxes, and calendar appointments with over 160 SaaS business app contacts and social media connections (including LinkedIn, Twitter, Facebook) into one unified team relationship manager.

46. Insightly



Who it's for: Businesses of all sizes

Capterra rating (based on 437 reviews): 4/5

G2 rating (based on 481 reviews): 4.1/5

Pricing: Starts at \$29/user/mo

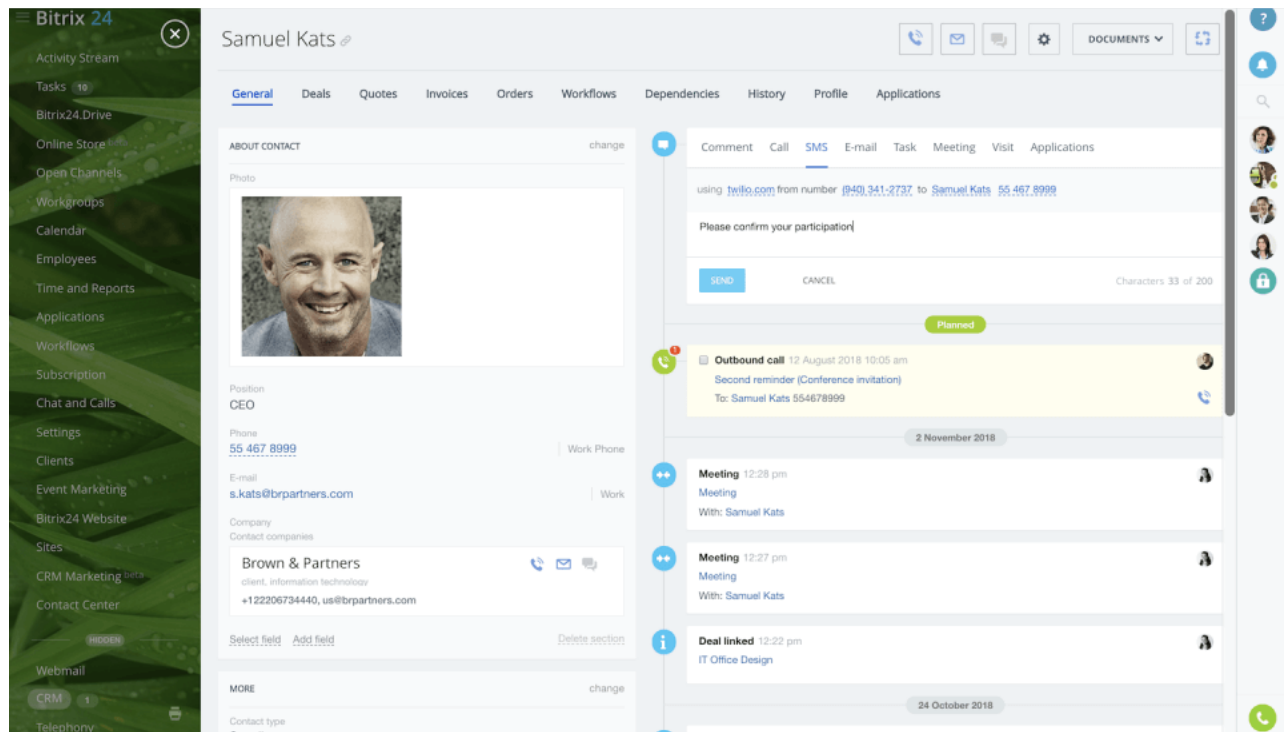
Free plan: Yes

Trial: Free plan

Capterra description:

[Insightly](#) is a powerful, easy-to-use CRM software with native integrations to Gmail, Office 365, MailChimp, and other popular applications. With more than 1.5 million users worldwide in a variety of industries, small to mid-sized businesses use Insightly to manage opportunities at every stage of the sales process, link customer relationships, deliver projects, build quotes, and more.

47. Bitrix24

The screenshot shows the Bitrix24 CRM interface for a contact named Samuel Kats. On the left is a green sidebar with a menu of options including Activity Stream, Tasks, Bitrix24 Drive, Online Store, Open Channels, Workgroups, Calendar, Employees, Time and Reports, Applications, Workflows, Subscription, Chat and Calls, Settings, Clients, Event Marketing, Bitrix24 Website, Sites, CRM Marketing, Contact Center, Webmail, CRM, and Telephony. The main content area is titled 'Samuel Kats' and has tabs for General, Deals, Quotes, Invoices, Orders, Workflows, Dependencies, History, Profile, and Applications. Under the 'General' tab, there is an 'ABOUT CONTACT' section with a photo of Samuel Kats, his position as CEO, phone number (55 467 8999), and email (s.kats@brpartners.com). Below this is a section for 'Brown & Partners' with contact information. To the right, there is a communication log with options for Comment, Call, SMS, E-mail, Task, Meeting, Visit, and Applications. It shows a message from 'hello.com' to Samuel Kats with a 'SEND' button. Below that is a 'Planned' status indicator, an 'Outbound call' reminder for August 12, 2018, and two 'Meeting' entries for November 2, 2018. At the bottom, there is a 'Deal linked' entry for 'IT Office Design' dated October 24, 2018. A vertical toolbar on the far right contains icons for help, notifications, search, and user avatars.

Who it's for: Small and medium-sized businesses

Capterra rating (based on 355 reviews): 4/5

G2 rating (based on 257 reviews): 4/5

Pricing: Starts at \$69/mo (for up to 6 users)

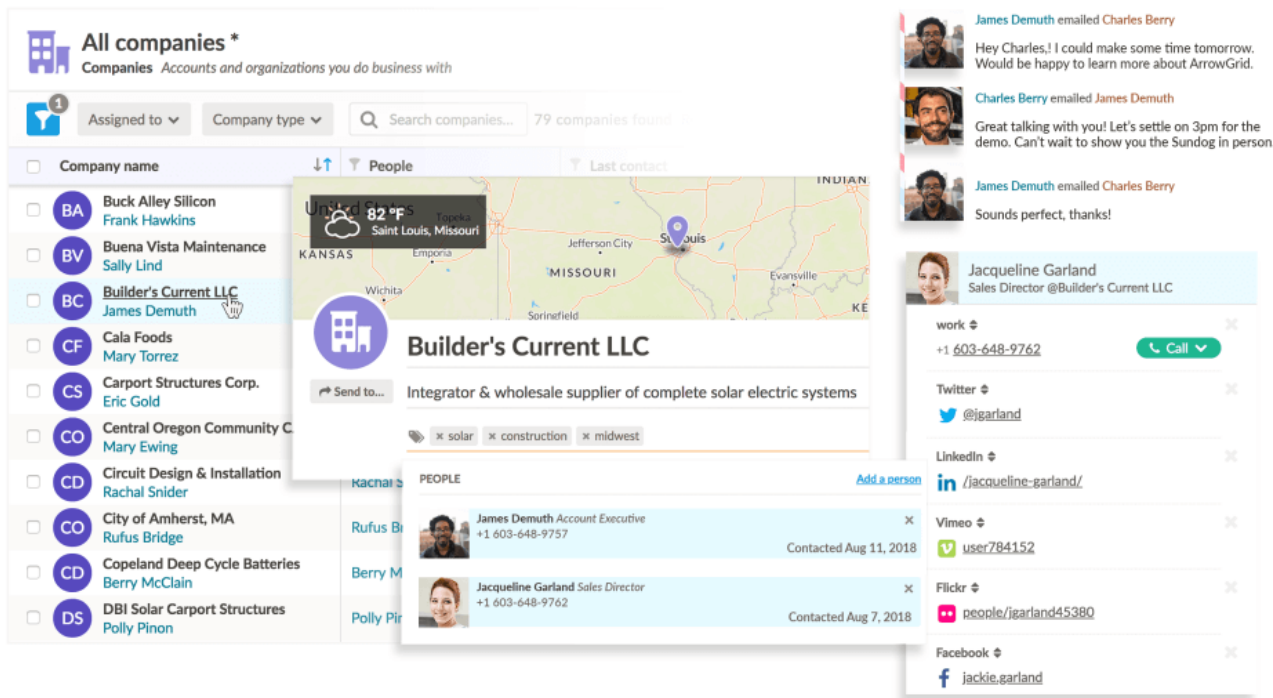
Free plan: Yes

Trial: 30 days

Capterra description:

[Bitrix24](#) is a highly secure, turnkey intranet solution for small and medium-sized businesses designed for effective collaboration, communication, social networking, business process and knowledge management. Allows better knowledge continuity by moving data from network silos and local drives to a well-protected centralized repository. Wikis, blogs and forums ensure social-enabled knowledge bases for improved teamwork.

48. Nutshell CRM



Who it's for: Small businesses

Capterra rating (based on 341 reviews): 4/5

G2 rating (based 404 reviews): 4.1/5

Pricing: Starts at \$19/user/mo

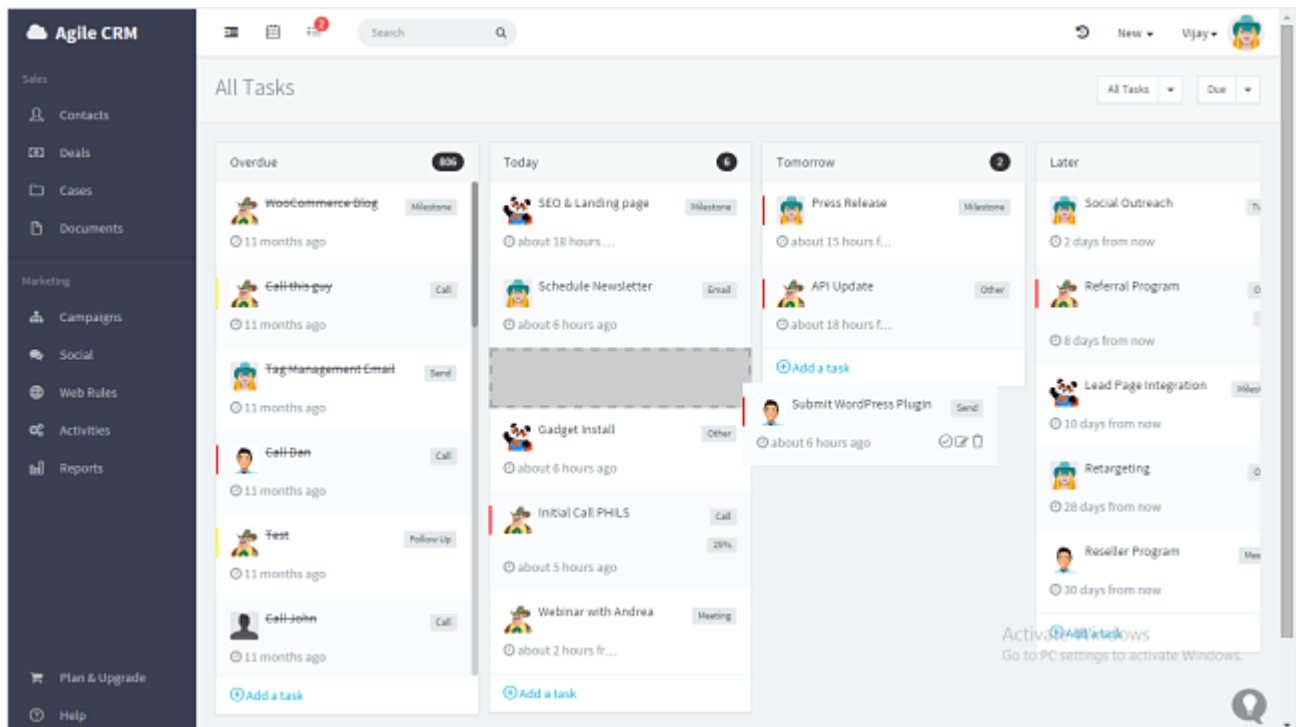
Free plan: No

Trial: 14 days

Capterra description:

[Nutshell](#) is the sales team's essential CRM. Move faster, work smarter, and close more deals with best-in-class tools, time-saving integrations, sales automation, and world-class live support. We love sales teams and sales teams love Nutshell. Don't take it from us, take it from thousands of companies growing every day with Nutshell. We just need a CRM that gets it and does it right, and that's Nutshell. – Kristen Hay, Bloomerang.

49. Agile CRM



Who it's for: Small and medium-sized businesses

Capterra rating (based on 327 reviews): 4/5

G2 rating (based on 248 reviews): 4.1/5

Pricing: Starts at \$8.99/user/mo

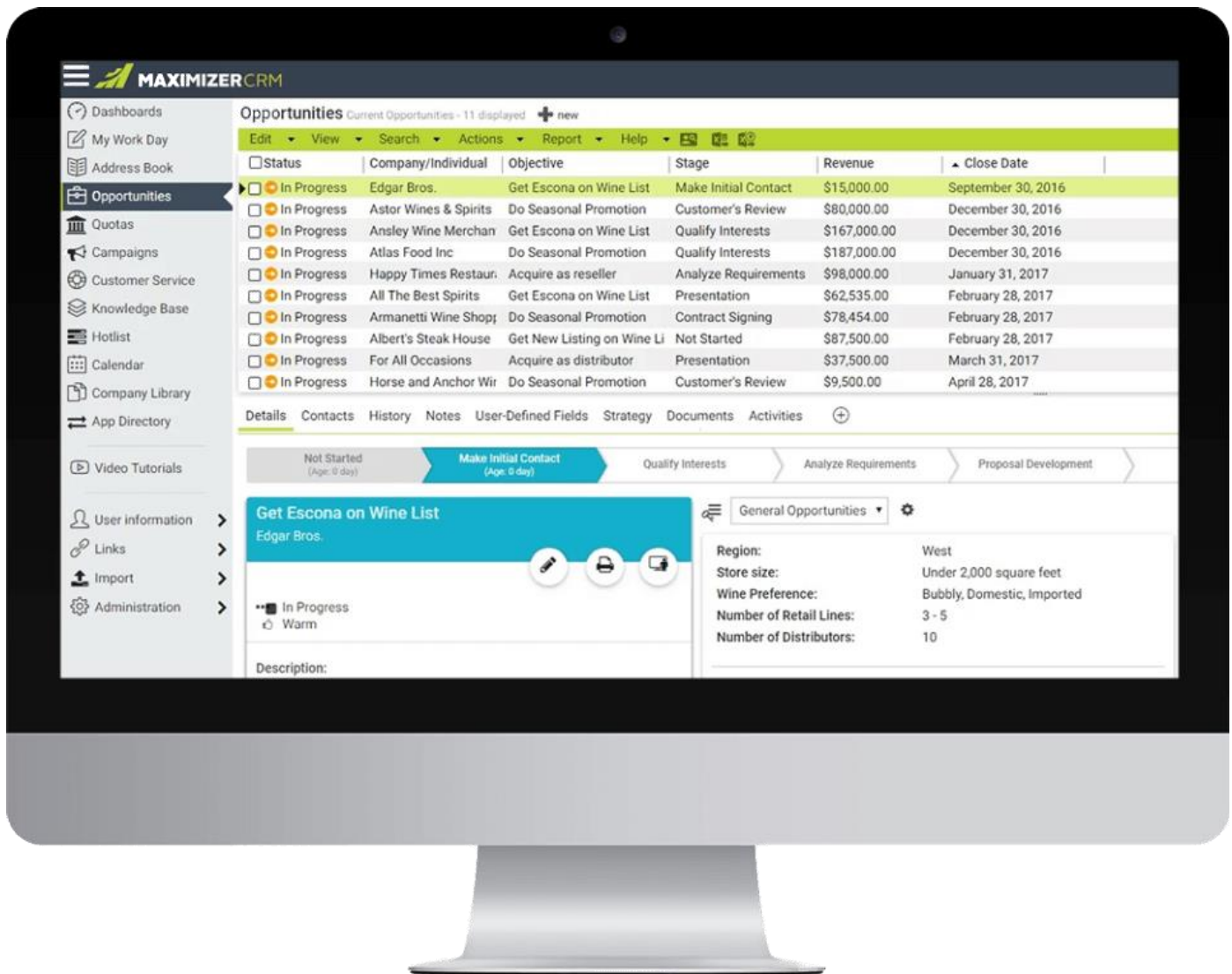
Free plan: Yes

Trial: 14 days

Capterra description:

[Agile CRM](#) is a all-in-One CRM with sales, marketing, and service automation in a single platform. It has sales tracking, contact management, marketing automation, web analytics, two-way emails, telephony, and helpdesk with a simple, clean, and modern interface.

50. Maximizer CRM



Who it's for: Small and medium-sized businesses

Capterra rating (based on 266 reviews): 4/5

G2 rating (based 421 reviews): 3.9/5

Pricing: Starts at \$65/user/mo

Free plan: No

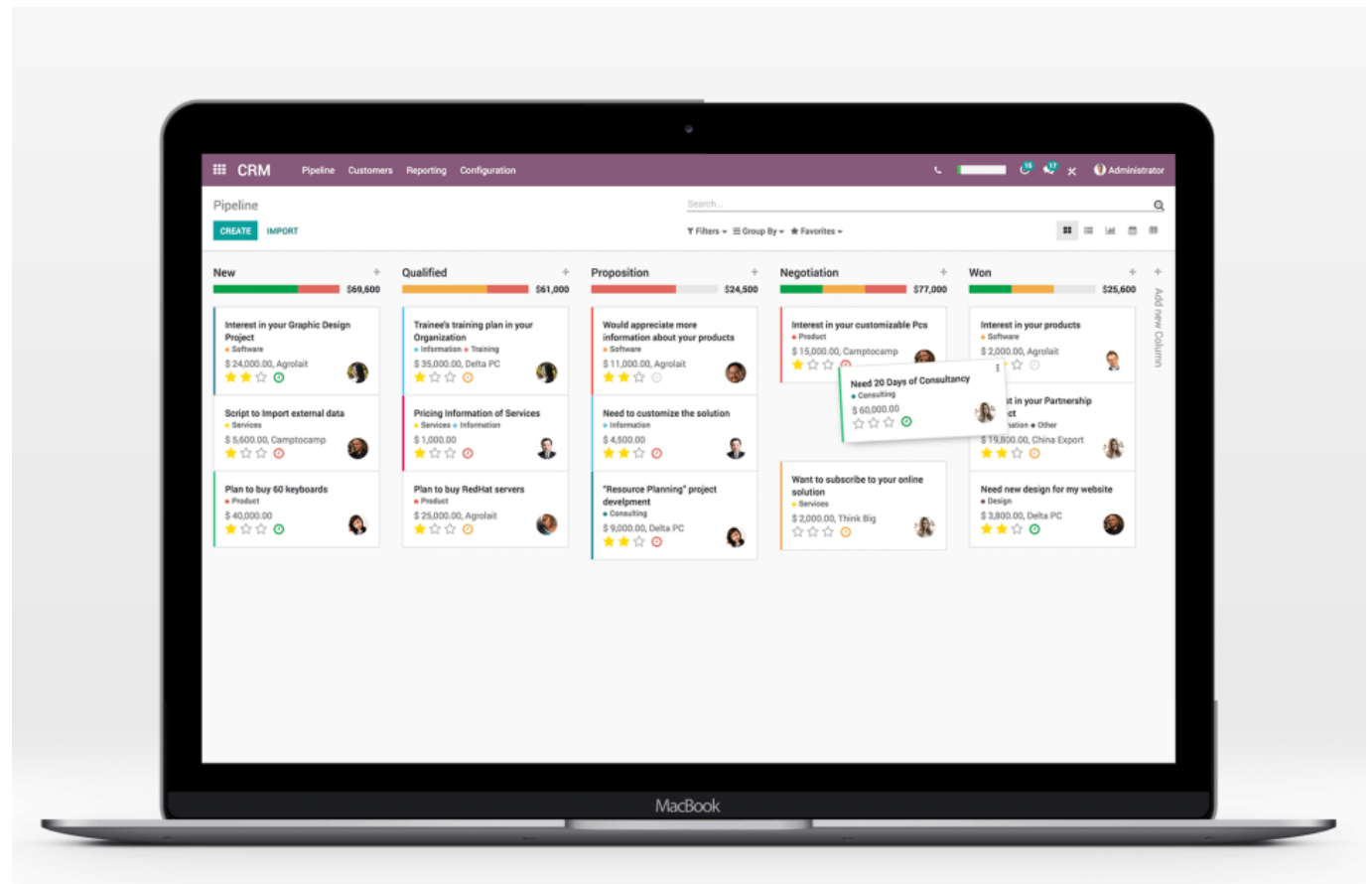
Trial: 30 days

Capterra description:

With offices in Canada, England, and Australia, as well as business partners in the United States and around the world, Maximizer has helped over 120,000 companies increase sales,

build relationships, and boost their bottom line. [Maximizer CRM](#) comes loaded with features, all at one simple price. We include modules for sales, marketing and customer support, as well as must-haves such as customization and mobile access.

51. Odoo



Who it's for: Businesses of all sizes

Capterra rating (based on 242 reviews): 4/5

G2 rating (based 46 reviews): 4.1/5

Pricing: Starts at \$20/user/mo

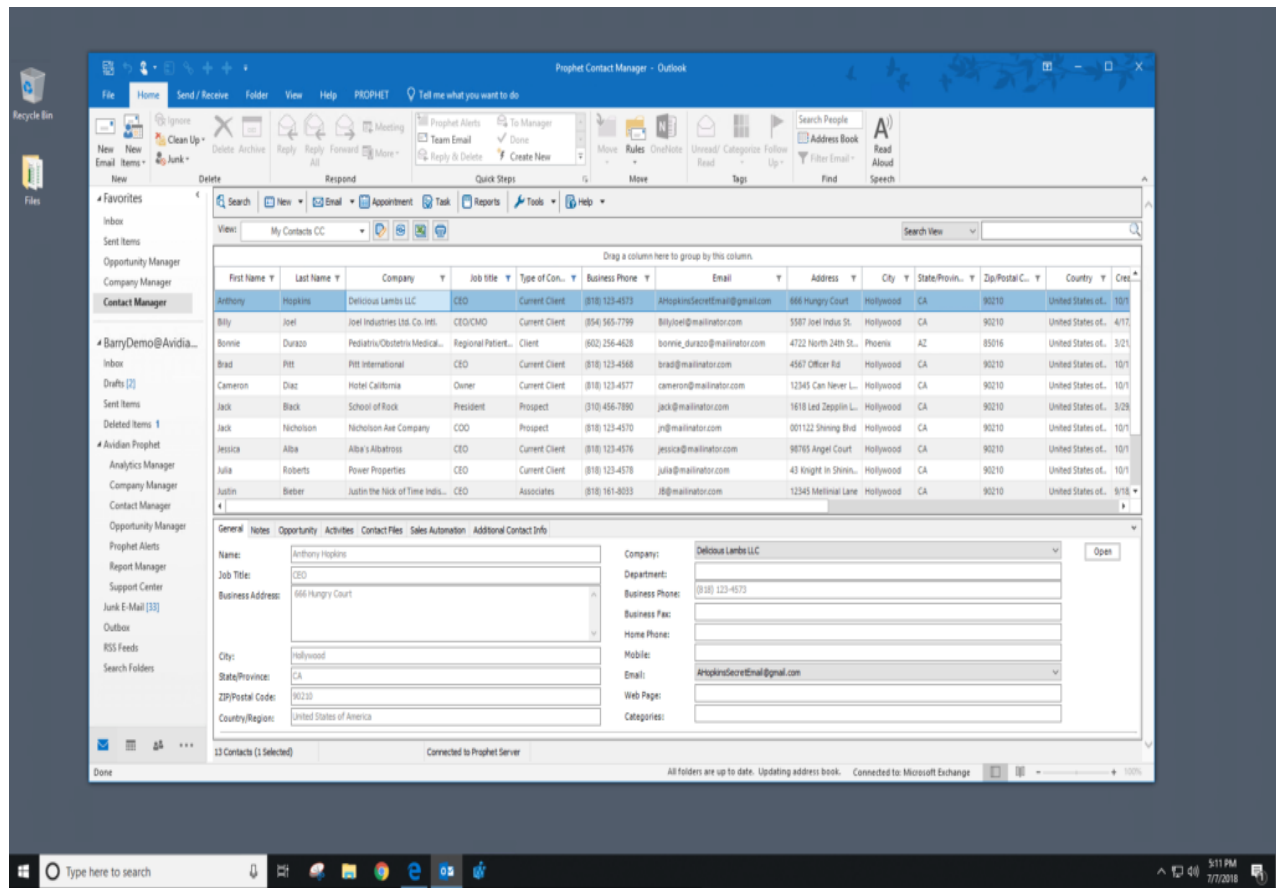
Free plan: No

Trial: 15 days

Capterra description:

[Odoo](#) is a fully-integrated, customizable, and open-source suite of business applications. A majority of the business needs such as CRM, sales, project, manufacturing, inventory, and accounting are met through this all-in-one software solution. Odoo is designed to meet the needs of companies regardless of size and budget.

52. Prophet CRM (by Avidian)



Who it's for: Small businesses that use Microsoft Outlook

Capterra rating (based on 74 reviews): 4/5

G2 rating (based 143 reviews): 4.1/5

Pricing: Starts at \$22.50/user/mo

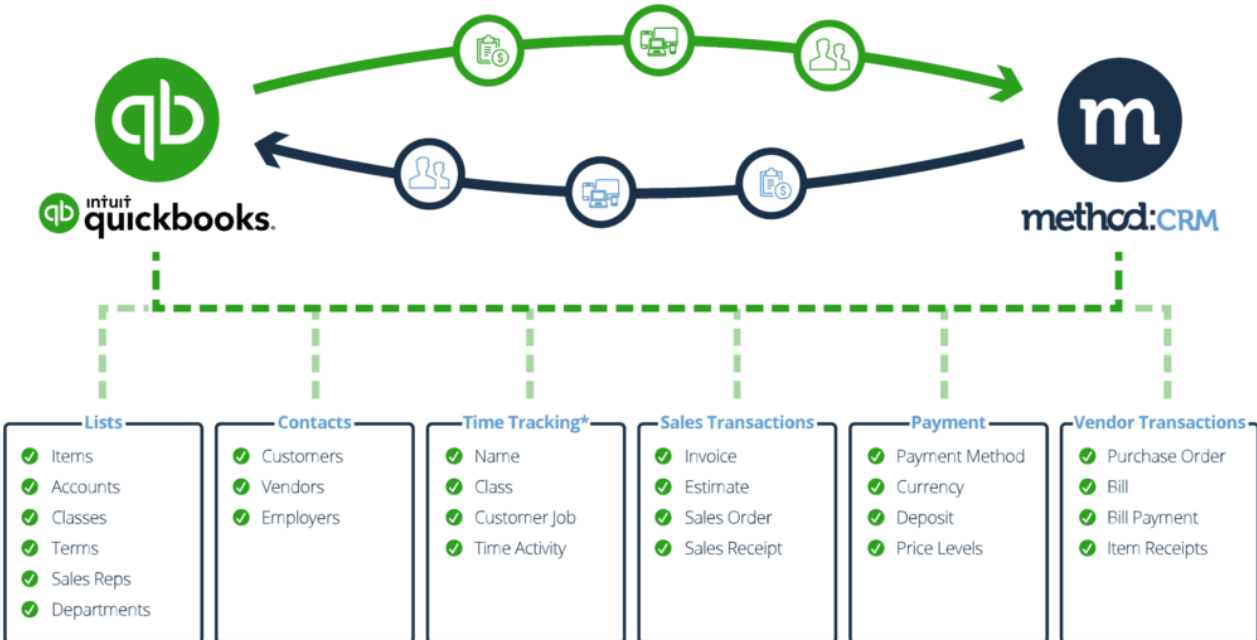
Free plan: No

Trial: No

Capterra description:

[Avidian](#) transforms Microsoft Outlook into a customer relationship management solution that sales and business teams actually use. Redundant data-entry, time away from selling, and lack of user adoption all lead to CRM failure. Why not combine the familiarity and ubiquity of Microsoft Outlook with a CRM? Avidian enables businesses to stay focused and in control of their data entry while capturing what's needed to manage customers and grow the business.

53. Method CRM



Who it's for: Small and medium-sized businesses that use QuickBooks Desktop or QuickBooks Online.

Capterra rating (based on 56 reviews): 4/5

G2 rating (based 34 reviews): 4/5

Pricing: \$44/user/mo

Free plan: No

Trial: 30 days

Capterra description:

A CRM designed specifically for QuickBooks users, [Method](#) streamlines your business from lead to repeat and anything in between. #1 rated CRM by QuickBooks users, Method empowers thousands of SMBs that have outgrown their processes by streamlining their

operations and increasing their sales. Unlike other CRMs, the combination of Method's deep QuickBooks sync and no-code customization engine enables businesses to achieve their optimal workflows.

54. LeadMaster

The screenshot displays the LeadMaster CRM interface. At the top, the logo 'LEADMATER Exceed Your Goals' is visible alongside the tagline 'All-In-1 Sales & Marketing Automation'. The navigation bar includes links for Home, Companies, Contacts, Deals, Add, Marketing, Library, Calendar, Reports, and Admin. The main content area is titled 'Company View' for 'Wawa, Inc.' and shows a lead score of 2 out of 56914. The lead is currently in the '3 - LOOKING' stage of a 4-stage pipeline (0 - DAYS OLD, 1 - MILD INTEREST, 2 - AWARENESS, 3 - LOOKING, 4 - QUALIFIED). Key details include the contact name 'Scott Smith', phone number '2017-10-12 12:14:03', and a lead status of 'MADE CONTACT'. The interface also features a 'Quick Actions' section with options like 'Not Reached', 'Phone Call', 'Appt Booked', 'Nurture', 'Add Note', 'Demo Completed', 'Lost', 'Intro eMail', and 'POC'.

Who it's for: Small and medium-sized businesses

Capterra rating (based on 33 reviews): 4/5

G2 rating (based on 13 reviews): 4.1/5

Pricing: Starts at \$150/mo (3 users)

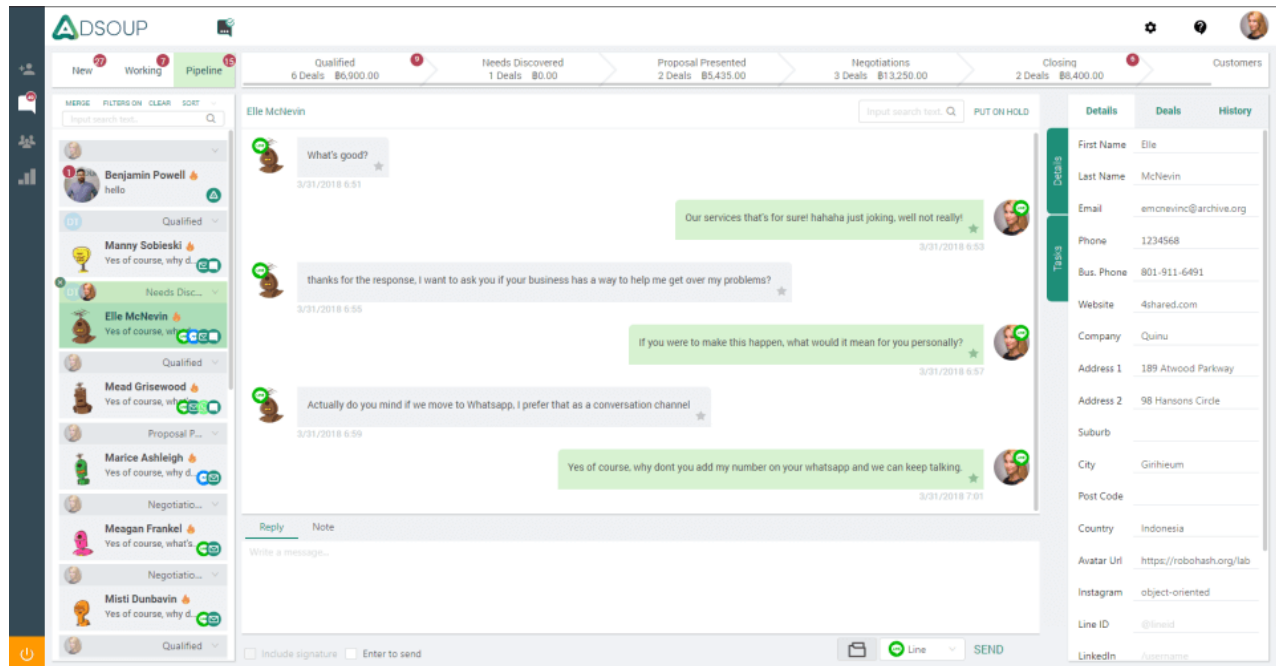
Free plan: No

Trial: 30 days

Capterra description:

Competitive prices for small to medium businesses (10-250 employees) with an intuitive design that's easy-to-use and personalized for your particular vertical. [LeadMaster](#) helps you understand where leads are coming from, analyze effective marketing reports, collect and track leads, and move them from the bottom of the funnel to the top with powerful automation and workflow actions like email marketing, landing pages, and marketing automation. Track information in real time with dashboards.

55. Adsoup



The screenshot displays the Adsoup CRM interface. At the top, a sales pipeline is shown with stages: New (27), Working (7), Pipeline (15), Qualified (6 Deals, \$6,900.00), Needs Discovered (1 Deal, \$0.00), Proposal Presented (2 Deals, \$5,435.00), Negotiations (3 Deals, \$13,250.00), Closing (2 Deals, \$8,400.00), and Customers. Below the pipeline, a list of contacts is visible, including Benjamin Powell, Manny Sobieski, Elle McNevin, Mead Grisewood, Marice Ashleigh, Meagan Frankel, and Misti Dunbavin. The main area shows a chat conversation with Elle McNevin. The chat history includes messages such as "What's good?", "Our services that's for sure! hahaha just joking, well not really!", "thanks for the response, i want to ask you if your business has a way to help me get over my problems?", "If you were to make this happen, what would it mean for you personally?", "Actually do you mind if we move to Whatsapp, i prefer that as a conversation channel", and "Yes of course, why dont you add my number on your whatsapp and we can keep talking". On the right side, a contact details panel for Elle McNevin is shown, including fields for First Name, Last Name, Email, Phone, Bus. Phone, Website, Company, Address 1, Address 2, Suburb, City, Post Code, Country, Avatar Url, Instagram, Line ID, and LinkedIn.

Who it's for: Small and medium-sized businesses

Capterra rating (based on 4 reviews): 4/5

G2 rating (based on 6 reviews): 3.3/5

Pricing: Starts at \$5/user/mo

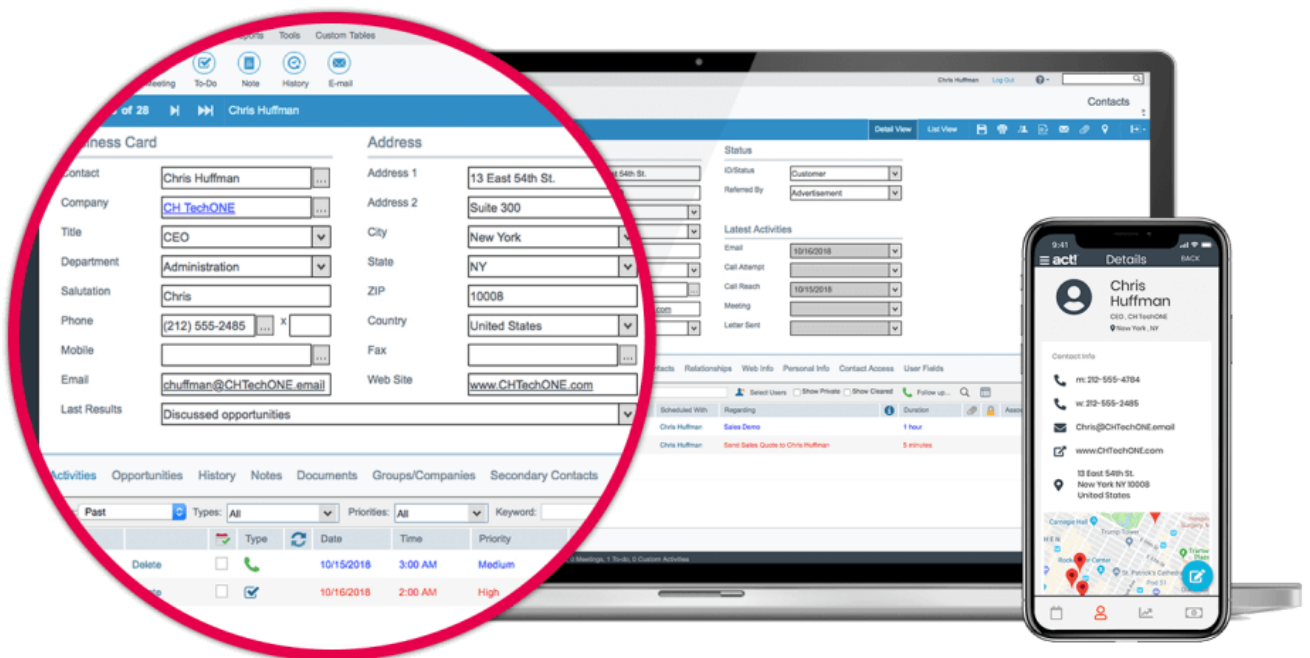
Free plan: No

Trial: 7 days

Capterra description:

[Adsoup](#) is the ultimate unified inbox for Facebook messenger, Line, Livechat, Whatsapp, Email, Twitter direct messaging and more. By building the conversation directly into your sales pipeline and customer data, you can reduce the number of products you use while increasing the revenue attribution clarity. Make your sales relationship easy with Adsoup.

56. Act! CRM



Who it's for: Small businesses

Capterra rating (based on 551 reviews): 3.5/5

G2 rating (based on 306 reviews): 3.9/5

Pricing: Starts at \$35/user/mo

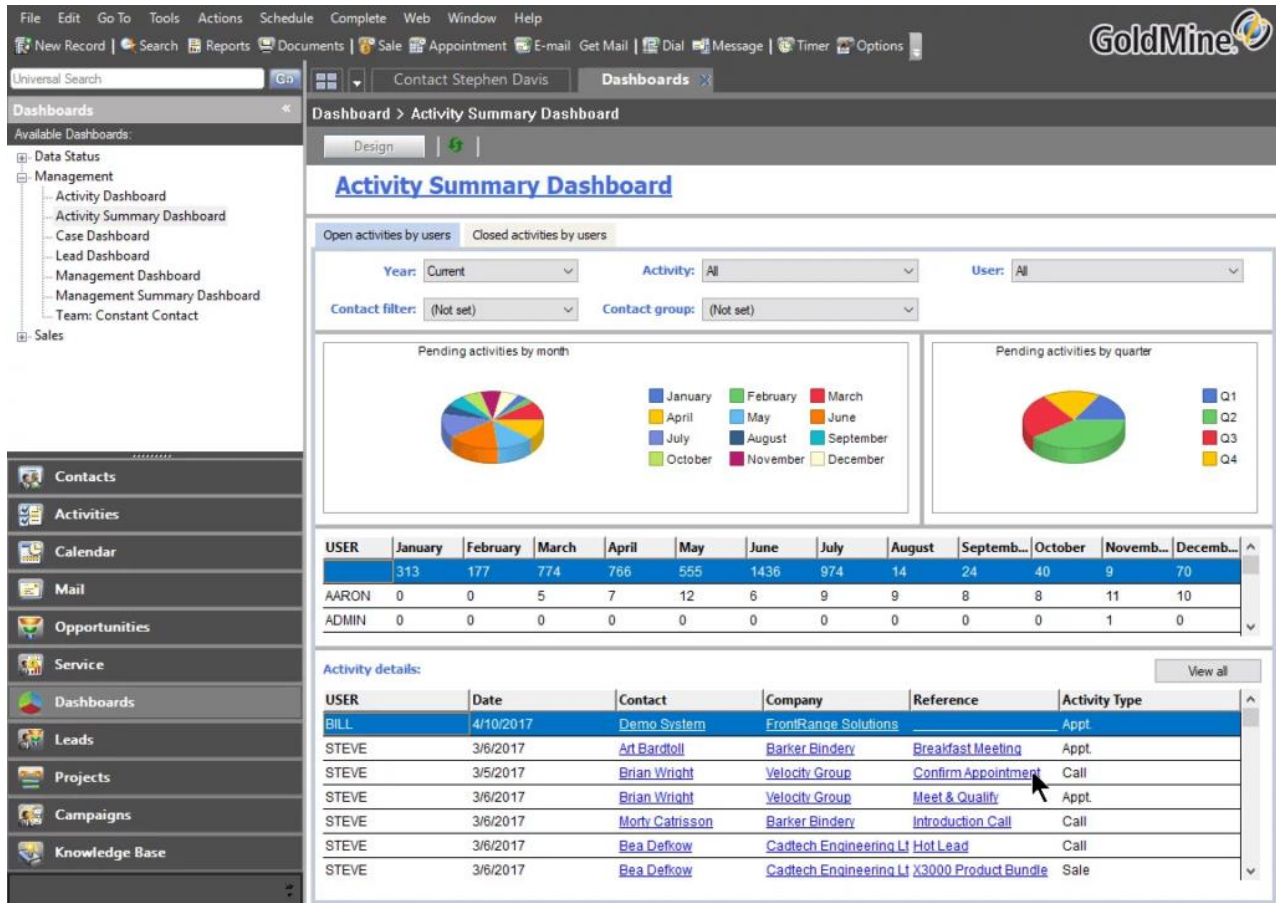
Free plan: No

Trial: 14 days

Capterra description:

[Act!](#) makes it easy for businesses to grow, delivering proven CRM and powerful Marketing Automation in the ultimate tool set. The Act! portfolio also includes Act! 365, purpose-built for Microsoft Office 365 users looking for simple CRM with integrated email marketing. For over 30 years, Act! has been a pioneer in the small and mid-sized business software market and today offers the rich functionality, unparalleled flexibility, and exceptional value that enables a perfect fit for every customer.

57. GoldMine



Who it's for: Businesses of all sizes

Capterra rating (based on 54 reviews): 3.5/5

G2 rating (based on 5 reviews): 3.6/5

Pricing: \$55/user/mo

Free plan: No

Trial: No

Capterra description:

[GoldMine CRM](#) is one of the only CRM systems that you can own. Save up to 70% from most typical SaaS CRMs, and you can even take advantage of shared seats! GoldMine CRM is simple, affordable, and proven. Sales, marketing, and customer support needs are all met with GoldMine CRM, plus we even integrate with many popular business apps. Our CRM

solution works on premise, in the cloud, and even on mobile devices. We are feature rich, not feature overload. Don't pay for things you won't use.

58. HubSpot

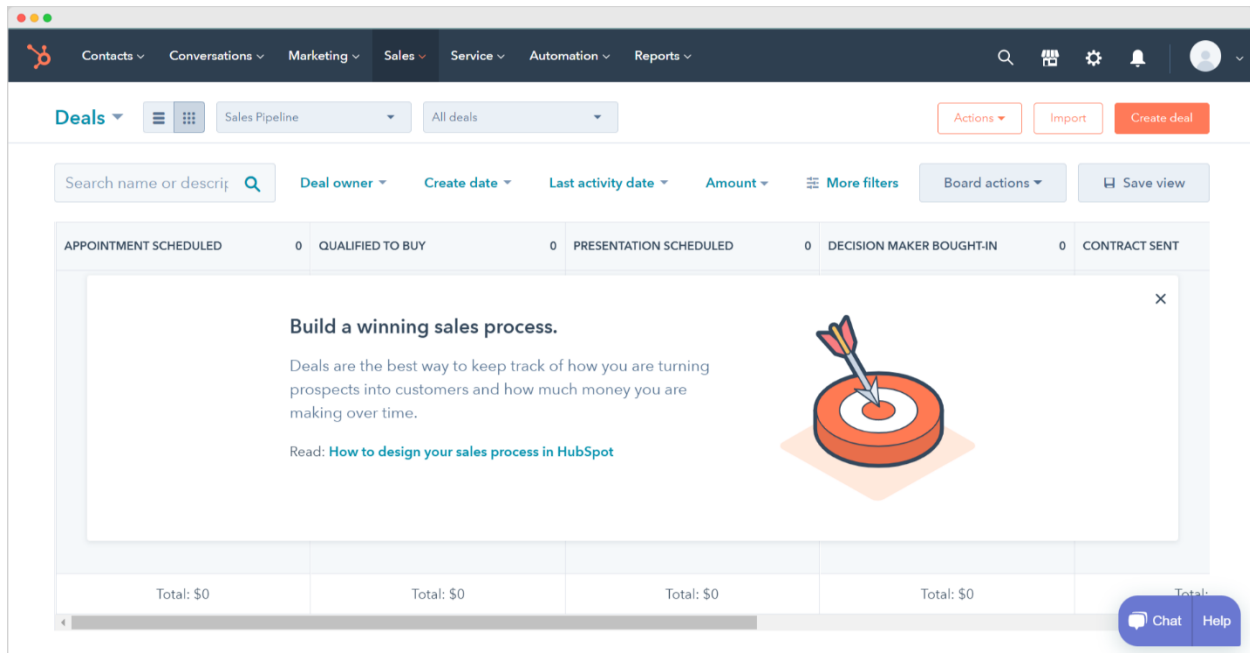


Image Source: HubSpot

Pros

Understands the needs of salespeople

Powerful features

Well integrated with Hubspot's other tools

Easy to use

Free (basic) version available

Good customer support

Cons

Paid version of CRM software can be costly

Designed for marketers, then adapted for salespeople

Price

HubSpot has four pricing plans.

The first plan of HubSpot's CRM is free and includes all the basics you need to get started.

The second plan starts at \$45 per month and focuses on more in-depth marketing and sales strategies with additional features.

The third plan covers professional business needs and starts at \$800 per month with 2,000 marketing engagements.

The fourth plan covers enterprise business needs and starts at \$3,300 per month with 10,000 marketing engagements.

Capterra Score

HubSpot has a high user rating of 4.5/5 stars, making it one of the best starter CRM tools on the market. Users like the features that come with the free version.

HubSpot is a name in the sales and marketing world, and their CRM software is one of the best inbound tools for any type of business.

In fact, HubSpot is one of the best types of CRM software created for inbound marketing. The tool allows you to manage your social media presence and content, streamline your sales funnel, and perform other digital activities. It is also easy to use and scalable.

CRM software is suitable for salespeople, operations managers, marketers, sales leaders, customer support teams, business owners, and the list goes on.

HubSpot is ideal for SaaS companies, while its ease of integration with other applications makes it an attractive option for integrated marketing and sales teams.

HubSpot may be your first experience with a customer relationship management system.

60. Salesforce

Salesforce is a leading customer relationship management (CRM) platform for businesses. It can be attractive to both large-scale companies and small businesses. Here are some benefits of Salesforce for small businesses and how to use it:

1. Advantages of Salesforce:

- o Scalability: Salesforce can scale as your business grows. You can add or remove modules according to your needs.

o Data-Centered Decisions: Salesforce allows you to monitor your business performance with data analytics and reporting capabilities.

o Integration Options: Can be integrated with third-party applications. It offers a wide range of applications via AppExchange.

o Customer Support Module: Provides a powerful module for customer service and support.

2. How to Use Salesforce:

o Sales Management: Used to track potential customers, manage deals and optimize sales processes.

o Marketing Automation: Useful for managing marketing campaigns and automating lead generation processes.

o Customer Service: Used to quickly resolve customer issues and provide personalized service.

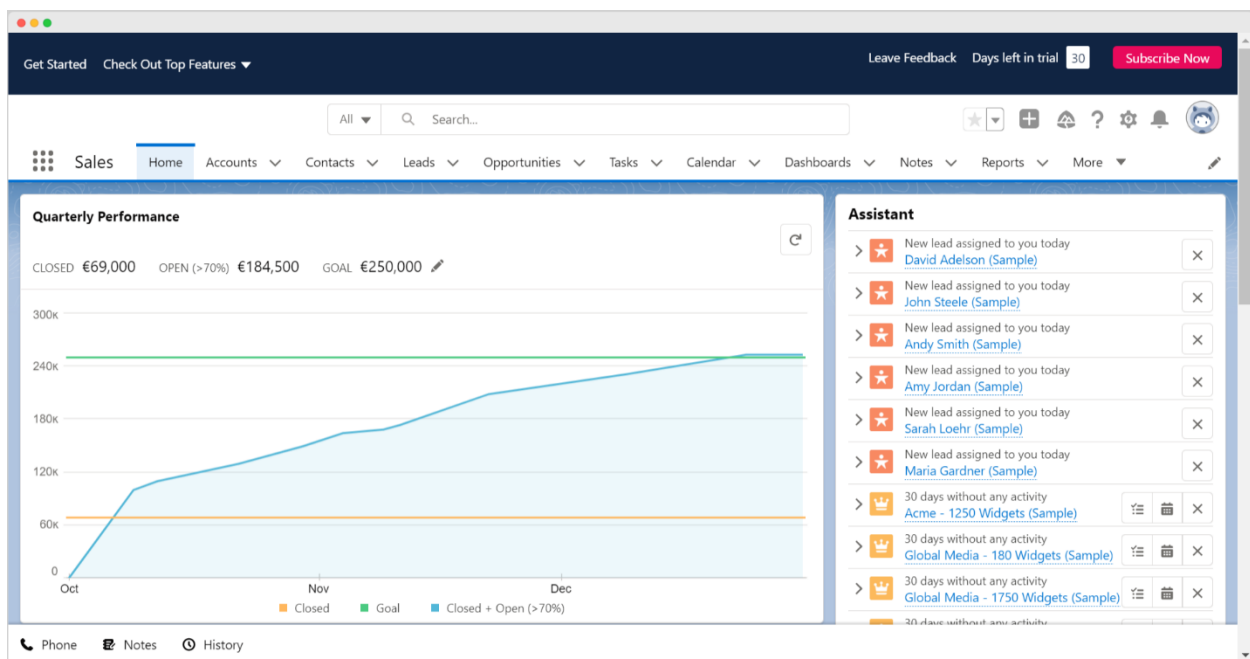


Image Source: Salesforce

3. Steps to Use Salesforce:

o Create a Salesforce account or log in to an existing account.

o Configure modules based on your business needs (e.g. sales, marketing, customer service).

o Enter data and track customer information.

o Monitor your business performance using analytics and reporting tools.

Salesforce is a leading platform for customer relationship management (CRM) and can be integrated with many software. Here are some popular software that can integrate with Salesforce:

1. HubSpot: HubSpot is a platform for marketing automation, customer relationship management and sales tracking.

2. Einstein Analytics: It is a platform that combines Salesforce's artificial intelligence and data analytics capabilities.

3. Zoho CRM: Zoho CRM is a software tool used to manage sales, marketing and customer service processes.

4. ExactTarget (Now Salesforce Marketing Cloud): It is a platform used for email marketing and digital campaigns.

5. Pardot: It is a software used for B2B marketing automation. It can be integrated with Salesforce to track leads and manage marketing campaigns.

It can be integrated with other software.

Pros

Customizable and powerful

Indefinitely scalable

Seamless integrations (including third-party integrations)

Great customer tracking

Effective email marketing tools

Good customer support

Cons

Long and expensive installation

Cost effective and suitable for large companies

Price

Salesforce has four pricing plans.

It also has a 30-Day Free Trial.

The first plan is \$29 per month and is ideal for small businesses with up to 10 users.

The second plan is \$89 per month and is ideal for any team size with a full CRM.

The third plan is \$176 per month, has more customizable features, and is the most popular option.

The fourth and final plan is \$351 with unlimited CRM feature.

Capterra Score

Salesforce has impressive user ratings of 4.5/5 stars. All users praise the software for its features, customizations and functionality.

If you're looking for CRM software that you can customize and optimize to fit any business size, look no further than Salesforce.

Salesforce is a cloud CRM tool and is currently used by more than 150,000 businesses as it comes with numerous CRM features that will help you build a good relationship with customers and grow your business from scratch.

Salesforce CRM software is versatile and works best for all your business needs.

Salesforce Sales Cloud, also called Customer 360, is an integrated CRM platform used for marketing, sales, service, IT and more. This CRM platform allows all team members to view forecasts, track insights, and have a 360-degree view of the customer and their needs.

That's not all, Salesforce also offers detailed analytics, consulting services, product tools and the list goes on. This CRM platform offers solutions for small businesses, SaaS, sales, marketing, commerce and more.

TURKISH AND OTHER LANGUAGE VERSION PROGRAMS

Some CRM programs with Turkish and other language versions are:

HubSpot: HubSpot is a platform for marketing and sales management.

Salesforce: Salesforce is a leading platform for customer relationship management (CRM).

Pipedrive: Pipedrive is a CRM platform designed for small businesses.

Zoho CRM: Zoho CRM is a software used for sales and customer relationship management.

Zendesk: Zendesk is a platform for customer service and support management.

Microsoft Dynamics 365

Freshsales

Insightly

These CRM software are designed to meet the needs of users who speak Turkish and other languages by providing user interface and support in Turkish and other languages.

These platforms can be selected according to the needs of your business and can be used with alternative language support.

61.Oracle CRM

CRM software solutions are primarily used to manage customer relationships and sales interactions. Still, many businesses use these systems as a sales force automation tool. However, Oracle's solutions offer more valuable features that span many marketing and **sales functions, including marketing, customer service, sales, and partner channel management.**

Oracle Advertising and Customer Experience (CX) offers a connected suite of applications that go beyond traditional CRM to help you create, manage, serve, and grow lasting customer relationships. Oracle connects customer experience systems with finance, supply chain, and HR on a unified cloud platform for a single, dynamic 360-degree view of the customer. Featured Products

Sales Force Automation, Sales Planning, Sales Performance Management, Customer Data Management

Prices are determined according to operating capacity and customer demands.

QuickBooks,

Although QuickBooks is best known for its accounting software, it offers a variety of accounting and finance solutions for small businesses. You can easily access all general financial statements such as balance sheet, profit and loss (P&L) statement, cash flow statements, and taxes filed. You can print these statements for your accountant and send

them to your accountant during the application, or invite your accountant to view these statements without needing a login ID or password.

Here are some examples:

QuickBooks Payroll: Available as a self-service or full-service solution, this payroll allows businesses to pay up to 50 employees via check or direct deposit. If you choose the full service package, your year-end W-2 tax forms for local, state, and federal taxes are automatically calculated and filed.

QuickBooks Commerce: Brings all your orders and inventory into a central dashboard, giving you real-time status of each order. QuickBooks Commerce is highly scalable, and you can use it to quickly add new sales channels or build out your B2B commerce platform and integrate with online marketplaces.

QuickBooks Online: Using QuickBooks Online, you can keep your accounting books in the cloud, where you can access them anytime, anywhere. This service also has billing capabilities.

QuickBooks Live: Using QuickBooks Live, you can partner with an expert accountant to help you meet all your accounting needs.

QuickBooks Payments: QuickBooks payments allow you to create payment-enabled invoices, create recurring invoices, and receive payments digitally on the go. Your customers can make digital payments using any method they wish.

QuickBooks Time: Track billable hours for your employees, clients, or projects using QuickBooks Time. Keeping track of time is easy with QuickBooks Payroll and payments.

All of these applications integrate seamlessly with each other and with QuickBooks accounting software, creating a versatile accounting and payments ecosystem for your small and medium-sized business.

How Does QuickBooks Work?

While there are many options available, you don't need to sign up for all QuickBooks services at once. You can start with a single application, such as accounting or payroll software, and add others as you expand. If any service becomes outdated, you can choose to remove or upgrade it as required.

A typical QuickBooks setup might look like this: you start by signing up for the accounting software, and then add QuickBooks Live to help you completely customize your setup. As your business grows, you'll hire full-time employees, contractors, and freelancers. You can then sign up for QuickBooks Payroll to streamline monthly payments and QuickBooks Time to track billable hours.

How Can Quickbooks Benefit Your Business?

As one of the biggest names in the accounting software industry, signing up for QuickBooks greatly increases the likelihood that other platforms your business may use, such as customer relationship management software (CRM), will integrate with it and streamline processes.

Here are some software programs and businesses outside of QuickBooks that you can integrate with or install separately:

1.Operations Management Software:

oTrello: Useful for task management, workflow, and team collaboration.

oAsana: Ideal for project management and work tracking.

oMonday.com: Suitable for team collaboration and task tracking.

2.Marketing Software:

oHubSpot: Used for marketing automation, customer relationship management and sales tracking.

oMailchimp: Popular for email marketing and campaign management.

oHootsuite: Suitable for social media management and content sharing.

3.Human Resources Software:

BambooHR: Used for personnel management, recruitment and performance evaluation.

Gusto: Ideal for payroll management, tax returns and employee benefits.

Zenefits: Useful for business insurance, leave management and personnel information.

4.Social Media Management Software:

oBuffer: Used to schedule and track social media posts.

oSprout Social: Suitable for social media analytics, follower management and content planning.

oLater: Provides visual content planning and automation for Instagram.

5.Other Software Areas:

oSalesforce: Used for customer relationship management (CRM) and sales tracking.

oSlack: An instant messaging platform for communication and collaboration.

oGoogle Workspace (formerly G Suite): Includes email, document sharing, calendar, and collaboration tools.

These software can be chosen depending on your business needs and priorities. Each supports different business areas and can be integrated with QuickBooks.

Generally easy to use for business owners and financial users

Integrating the 33 operating-management software programs mentioned above with QuickBooks makes your business processes more efficient.

Integration Advantages:

o Synchronizing Customer Data: You can share customer information in support software programs with QuickBooks.

o Creating Invoices: You can create invoices directly from agreement records in support software programs.

o Payment Tracking: You can view payment events in the agreement timeline.

ERP (Enterprise Resource Planning)

Enterprise Resource Planning (ERP) is a type of software that businesses use to manage daily business activities such as accounting, purchasing, project management, risk management, regulatory compliance and supply chain operations.

A complete ERP suite also includes Enterprise Performance Management (EPM) software that helps plan, budget, forecast and report financial results.

ERP systems bring together multiple business processes and provide data flow between these business processes. It also maintains data integrity and collects common transactional data of the organization.

- ERP systems are critical for thousands of businesses from every sector.
- Enterprise resource planning (ERP) system is the heart of a modern business. Data travels throughout the organization as employees use the system to conduct common business operations. Insights that help measure business performance and drive decision-making flows out of the ERP system.

- ERP functions are organized around specific offerings, often called modules. These modules are designed to serve specific departments of the business, such as finance, procurement, supply chain and human resources. Distributed teams access a central ERP platform and everyone uses the same system. This creates a shared view of business operations and a single source of truth from data collected in a central repository.

Directly, there is the Offer Module, Order Module, Shipment and Delivery Note Module, Invoice Module and Collection Module. When we go into detail, all these modules basically work in relation to the stock module, current module, check-note-bank-cash module.

Financial management is the core module. There are also closely related modules such as procurement, supply chain and corporate performance management. You can strengthen the basic modules with software with more specialized capabilities such as sales (CRM), human resources or analytics.

Finance, a subset of modules within ERP, refers to business functions related to the organization's finance department. These functions include financial accounting, subledger accounting, accounting center, payables and receivables, revenue management, invoicing, grants, expense management, project management, asset management and joint venture accounting.

Finance software uses reporting and analytics capabilities to comply with governing bodies' reporting requirements. ERP (Enterprise Resource Planning) software is a critical system used to integrate different business functions of an organization.

Here are some sectors where ERP use is common:

1. Production (Manufacturing) Sector:

- o Manufacturing companies are the sector that most commonly uses ERP software. This sector represents 47% of the ERP market.

- o Manufacturing businesses adopt ERP systems for supply chain management, inventory tracking, production planning and financial transactions.

2. Distribution and Wholesale Sector:

- o Distributors and wholesalers also frequently use ERP systems. This sector accounts for 18% of the ERP market.

- o ERP solutions are preferred for stock management, order tracking and customer relationship management.

3. Service Sector:

o The service sector uses ERP systems to optimize business processes and increase efficiency. The ERP usage rate of this sector is 12%.

o ERP applications are common in areas such as human resources management, financial accounting and project management.

4. Construction Sector:

o Construction companies adopt ERP software to manage projects, track costs and use resources effectively.

o The construction industry constitutes 4% of the ERP market.

5. Health Sector:

o Healthcare organizations use ERP systems for hospital management, patient information, inventory tracking and financial transactions.

o The healthcare sector has increased its use of ERP in recent years.

6. Information Technologies (IT) Sector:

o IT companies prefer ERP software to integrate business processes and ensure data management.

o ERP is an important tool for IT service providers.

Everything is Ready

There you have it – 60 great CRM software options to choose from. Frankly, all of these options are great, and when it comes to choosing one, determine what your business needs right now.

Need more sales force automation?

Personalized customer sales reports?

Email marketing campaigns?

Native integrations?

Whatever your needs, there is a CRM tool for you.

Most of the CRM tools mentioned above have excellent campaign management and effective sales CRM software features that will put your startup on the map, along with an affordable price tag.

Which type of CRM is best for you?

The answer may be a little more complicated than "A" or "B" or "C," and there is no such thing as a "best CRM." The solution that's best for you will depend on your company's size, budget, and needs now and in the future. In the long run, The most effective CRM needs to be operational, collaborative, and analytical. It must support both B2B and B2C sales environments. It needs embedded AI, machine learning capabilities, and the necessary data base to support it. It requires a mobile workforce and those who work with customers, but your sales team (It also needs to support employees who are not formally involved in it. It may not need all these functions at the same time.

A small business just starting out may need a contact/engagement management system just to track customers and prospects. But as you grow, CRM will need to grow as well. Maybe in a year or two the company may need to start using sales and customer service automation.

Customer relationship management for small businesses is possible.

I hope this list has given you some new options in your search for customer relationship management software.

Be sure to grab the companion sortable spreadsheet that comes with this file. It has all 62 platforms listed above, including pricing, ratings, and built-in filters, so you can quickly sort your options.

ELIT TECHNOSOFT Group installs the programs you choose and provides training and technical support.

Installation in our CRM software programs consultancy for companies usually includes the following steps:

1. Needs Analysis: The needs of the company are determined (via the order information form and preliminary interviews) and which CRM program is most suitable is determined.
2. Software Selection: The CRM software that best suits the company's needs is selected. This choice is based on factors such as features, cost, availability and scalability.

3. **Installation Plan:** A plan is created for the installation process. This plan includes software installation, data transfer, user training and testing processes.
4. **Installation:** The selected CRM software is configured and installed according to the company's requirements. This step is carried out under the guidance of our experts and the software provider.
5. **Data Transfer:** Existing customer data is transferred to the CRM system. This step is done carefully to ensure accurate and reliable migration of customer relationship data.
6. **User Training:** Company employees are trained to use CRM software effectively. User training is important to unlock the full potential of the software.
7. **Testing and Verification:** Once the installation is completed, the CRM system is tested and verified. This step is necessary to ensure that the system is working correctly.

The most used CRM software programs we've listed offer different features and pricing options, so it's important to choose the one that best suits the company's needs.

Installation can generally be done in two ways: online remote installation or in-person installation from the company's computer.

1. **Online Remote Installation:** In this method, since the CRM software is cloud-based, the installation is usually done remotely. The software provider or a specialist logs into the company's system via remote access and installs and configures the CRM software and provides training as needed. This method can speed up the installation process and allows installation without being tied to the physical location.
2. **Installation from the Company's Computer:** In some cases, due to the company's security policies or data privacy concerns, installation can be done directly from the company's computers. In this case, the software provider or expert may need to physically come to the company's office and perform the installation on-site. This method can increase the company's internal control, but may increase setup time and require additional costs.

Which installation method is preferred depends on the company's needs, security policies, and resources.

Cloud-based CRM software generally supports online remote installation, while local server-based software may more often require on-site installation.

CRM installation, training, and technical support fees often depend on many variables and can vary widely from company to company in the US market. However, in general the following factors can affect prices:

1. **Number of Users:** Installation, training and technical support are generally priced according to the number of users. There may be higher costs for more users.
2. **CRM Software:** The brand, features and license costs of the CRM software used affect the prices.

3. Customization: Customizing CRM software to the company's needs may result in additional costs.

4. Remote or Onsite Installation: Remote or onsite installation options have different costs. On-site installation usually costs more.

5. Training: Duration and extent of user training affects prices. More comprehensive training generally costs more.

6. Technical Support: The scope of technical support services may vary depending on factors such as hourly or monthly pricing.

To get an exact price, you can fill out the attached order form. In this way, a special pricing will be sent to you.

ELITTECHNOSOFT group will help you increase the return you get from your customer relationships. We provide your company with CRM solutions that support winning customer experience strategies and automate your workflows for marketing execution, lead generation, sales enablement, customer loyalty building and customer contact center.

Our installation, training and technical support partners;

He has 20 years of experience in the field of CRM/ERP/QUICKBOOKS and digital technologies. We provide CRM consultancy services to guide you to the most suitable CRM solution requested by our customers or recommended by our experts.

Our portfolio of more than 100 CRM projects includes migration from disparate data stores to an enterprise-wide CRM, customization of CRM platforms, custom CRM development, and CRM integration with distributed multi-channel data sources. Our solid background in data analytics helps us effectively organize and securely store copious amounts of CRM data; Our team has been involved in the development of CRM systems for a bank with over 7 million customers and a media company with over 5 million readers. Their team now consists of 650 full-time employees in US-EU-Gulf Countries indexed offices worldwide.

The company produces software for businesses and small companies, provides reliable software integration, produces effective mobile applications suitable for every sector and applies new technologies.

ELITTECHNOSOFT is a business and technology consulting company that partners with organizations to transform sales, marketing and customer service operations and processes powered by core technologies such as Customer Relationship Management (CRM) and Marketing Automation.

Our ELITTECHNOSOFT group provides support services in the following areas.

SERVICES

IT consulting
software
engineering
Application services
Managed IT services
DevOps
Quality assurance &
testing
Maintenance &
Support
smart teams

SOLUTIONS

ERP
CRM
digital commerce
eLearning
Artificial
intelligence
robotic process
automation
Cloud
cyber security
AR & VR
Internet of Things

TECHNOLOGIES

Salesforce
NetSuite
SAP Commerce
Adobe Commerce
(Magento)
Odo
Atlassian
AWS
azure
Power BI

The preliminary order form is attached. Our experts regarding the requested programs will meet with the applicants one-on-one and discuss the details of the procedures. Our experts receive installation training and technical support fees according to program capacity and numbers. Program fees are as stated in the list.

(For detailed information, you can send an e-mail to advisor@globalfinanceplatform.com, and financialservices@investorconnectus.com)

For the first information meeting, you can use the Information Meeting Appointment form, which will be sent to the e-mail of those who request it.

For text message +1737-302-4017

Thank you for your interest in ELIT TechnoSoft Programs.

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