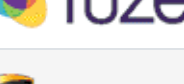


Features	LITE	PREMIUM	ULTIMATE	ZOHO ULTIMATE
# of users	Pay Per User	Pay Per User	Pay Per User	Pay Per User
Monthly pricing (Billed Monthly)	\$20	\$30	\$50	\$65
Monthly pricing (Billed Annually)	\$15	\$25	\$40	\$54
Platform	Cloud	Cloud	Cloud	Cloud
Sales Automation				
Lead list management	Yes	Yes	Yes	Yes
Contact management	Yes	Yes	Yes	Yes
Contact sharing	5x User Count	5x User Count	5x User Count	-
Product catalog	Yes	Yes	Yes	Yes
Deal/Opportunity management	Yes	Yes	Yes	Yes
Tasks, Appointments, and Notes	Yes	Yes	Yes	Yes
Clone records	Yes	Yes	Yes	-
Custom views	Yes	Yes	Yes	Yes
Filters	Yes	Yes	Yes	Yes
Adding and sharing files	Yes	Yes	Yes	Yes
Multiple sales pipeline	Yes	Yes	Yes	-
Custom fields per app	100	250	350	300
Workflows (No. of Triggers per account)	25	50	75	Yes
Marketing				
2-way email sync	Yes	Yes	Yes	Yes
Email integration via IMAP	Yes	Yes	Yes	Yes
Email templates	Yes	Yes	Yes	Yes
Email open and click tracking	Yes	Yes	Yes	Yes
Referral tracking	Yes	Yes	Yes	Yes
Campaigns management	-	Yes	Yes	Yes
Marketing automation	-	Yes	Yes	Yes
Email scheduling	-	Yes	Yes	Yes
Included mass emails (Emails/User/Month)	-	1000	3000	Yes
Business Management Apps				
Project Management	-	Yes	Yes	Yes
Invoicing	-	Yes	Yes	Yes
Field Services/Work Orders	-	Yes	Yes	-
Contract Management	-	Yes	Yes	Yes
Estimates/Proposal	-	Yes	Yes	Yes
Help Desk/Cases	-	Yes	Yes	Yes
Procurement/Purchase Orders	-	Yes	Yes	Yes
Call Center	-	-	Yes	-
Data Management				
File storage	3GB/User	5GB/User	10GB/User	1GB/User
Data import	Unlimited	Unlimited	Unlimited	Yes
Data backup	Yes	Yes	Yes	Yes
Data export	Yes	Yes	Yes	Yes
Migration from other CRMs	Yes	Yes	Yes	Yes
Custom branding	-	-	Yes	Yes
Security				
Field-based security	Yes	Yes	Yes	Yes
Role-based security	Yes	Yes	Yes	Yes
Territory management	-	-	Yes	Yes
Data set access	-	-	Yes	-
Analytics				
Standard reports	Yes	Yes	Yes	Yes
Standard dashboards	Yes	Yes	Yes	Yes
Performance dashboard	Yes	Yes	Yes	Yes
Custom reports	3	15	30	Yes
Schedule reports	-	10	20	Yes
INTEGRATIONS				
 API Calls	3,000 Calls/User/Day	5,000 Calls/User/Day	20,000 Calls/User/Day	Yes
 G Suite	Yes	Yes	Yes	Yes
 Google Tasks	Yes	Yes	Yes	Yes
 Google Contacts	Yes	Yes	Yes	Yes
 Google Calendar	Yes	Yes	Yes	Yes
 Google Drive	Yes	Yes	Yes	Yes
 Office 365	Yes	Yes	Yes	Yes
 OneDrive	Yes	Yes	Yes	-
 Sign.co	Yes	Yes	Yes	-
 Dropbox	Yes	Yes	Yes	Yes
 RingCentral	Yes	Yes	Yes	Yes
 Asterisk	Yes	Yes	Yes	Yes
 Custom Integration	Yes	Yes	Yes	-
 PayPal	-	Yes	Yes	Yes
 stripe	-	Yes	Yes	-
 Authorize.Net	-	Yes	Yes	-
 zipmark	-	Yes	Yes	-
 slack	-	Yes	Yes	Yes
 Bank Accounts	-	Yes	Yes	-
 fuze	-	Yes	Yes	-
 United Parcel Service	-	Yes	Yes	-
 UNITED STATES POSTAL SERVICE	-	Yes	Yes	-
 CANADA POST	-	Yes	Yes	-
 quickbooks	-	No	Yes	Yes
 xero	-	No	Yes	Yes
 nexmo® The Vendor API Platform	-	-	Yes	-
STANDALONE APPS				
iOS	Yes	Yes	Yes	Yes
Android	Yes	Yes	Yes	Yes
Windows	Yes	Yes	Yes	-
MacOS	Yes	Yes	Yes	-
Premium Support				
Email support (hours/days)	24/7	24/7	24/7	Yes
Phone support (hours/days)	24/5	24/5	24/5	Yes
Live chat support (hours/days)	24/7	24/7	24/7	Yes
Training				
Training support	Yes	Yes	Yes	Yes
Knowledge base	Yes	Yes	Yes	Yes
How-To Videos	Yes	Yes	Yes	Yes
Webinars	Yes	Yes	Yes	Yes