

Pipeliner CRM – Starter and Business Features Comparison

	PIPELINER STARTER	PIPELINER BUSINESS
Users	Unlimited	Unlimited
Storage	2 GB	5 GB
MANAGEMENT		
Accounts Management	✓	✓
Contacts Management	✓	✓
Leads Management	✓	✓
Opportunities Management	✓	✓
Accounts, Contacts, Leads, Opportunities	Unlimited	Unlimited
Pipeline Management	✓	✓
Archive Management	✗	✓
Tasks Management	✓	✓
Appointments Management	✓	✓
Tasks, Appointments	Unlimited	Unlimited
Task Boards Management	✗	✓
Document Management	✗	✓
Notes Management	✗	✓
Bulk Edits	✗	✓
Merge Contact & Accounts (coming with 10.0)	✗	✓
Accounts Hierarchy (coming with 10.0)	✗	✓
SALES ENABLEMENT		
Alerts & Notifications	✓	✓
Built-in Internal Messaging	✓	✓
Accounts and Contacts Auto Profiling	✓	✓
Accounts and Contacts Maps Profiling (coming with 10.0)	✓	✓
Automatic Task Scheduling	✓	✓
Visual Buying Center	✗	✓
Visual Org Chart	✗	✓
Dynamic Velocity View	✓	✓
Dynamic Opportunity Timeline View	✗	✓
Dynamic Target Views	✓	✓
Target Multiple KPIs	✓	✓
Navigator	✗	✓
COMMUNICATION		
Email Integration	✓	✓
Twitter, Facebook, Google+	✓	✓
Calling Integration (over Mobile) (coming with 10.0)	✓	✓
Mobile Apps (iOS and Android)	✓	✓

	PIPELINER STARTER	PIPELINER BUSINESS
CUSTOMIZATION		
Custom Pipelines	Unlimited	Unlimited
Custom Pipeline Stages	✓	✓
Custom Standard Fields for Opportunity, Lead, Account and Contact Form	✓	✓
Custom Field Description	✓	✓
Custom Products and Services Catalog	✓	✓
Custom Fields per Pipeline Stages (Sales Actions)	✓	✓
Custom Activities per Pipeline Stages (Sales Activities)	✓	✓
Custom Activity and Account Types	✓	✓
Custom Web Resource Fields	✓	✓
Custom Automated Fields Calculation	✓	✓
Custom Validation Rules	✓	✓
Custom Multiple Pick-Lists	✓	✓
Custom Dynamic Dropdowns	✓	✓
MANAGEMENT REPORTING		
Custom Reports	✓	✓
Sales Performance Insights	✗	✓
BI Dashboards	✗	✓
Activities Hit-Rate Reports	✗	✓
Forecast Reports	✗	✓
INTEGRATIONS		
Third-party Apps & Integrations	✓	✓
MS Office AddIn	✗	✓
MS Sharepoint Integration	✗	✓
Google Integration	✓	✓
API Access	20K Actions/month	50K Actions/month
Custom Integration	Upon Request	Upon Request
SECURITY AND ACCESS		
SSL encryption	✓	✓
History Logs	✓	✓
Custom Roles & Permissions	✓	✓
Attachment Limits	30 MB	30 MB
Sandbox Environment	✗	✓
SUPPORT		
Full Knowledge Base	✓	✓
Online Chat Support	16x5	16x5
Email Support	8x5	8x5
Onboarding & Data Import	Learn more	Learn more