



Zoho CRM Pricing

ENTERPRISE CRM for multi-level organizations	PROFESSIONAL Complete SFA solution for SMBs	STANDARD Sales tracking for small businesses	FREE CRM for entrepreneurs and startups
\$35 /user /month <i>10% discount on yearly subscription</i>	\$20 /user /month <i>10% discount on yearly subscription</i>	\$12 /user /month <i>10% discount on yearly subscription</i>	\$0 <i>Free for 3 users</i>
Professional Edition features PLUS Advanced Security Controls Multiple Currencies Web Tabs Call Center Connectors Custom Related Lists Time-based Actions Help Desk Integration Plan Details	Standard Edition features PLUS Email Integration Customer Support Inventory Management Workflow Automation Role-based Security Mail Merge Unlimited records Plan Details	Free Edition Features PLUS Sales Forecasting Reports & Dashboards Document Library Marketing Campaigns Email Marketing Product Customization 100,000 records Plan Details	Features Lead management Accounts & Contacts Sales Opportunities Social CRM Web Forms Developer API Mobile Access 5000 records Plan Details
TRY NOW!	TRY NOW!	TRY NOW!	SIGN UP FOR FREE!

COMPARE EDITIONS	ENTERPRISE	PROFESSIONAL	STANDARD	FREE
	\$35 /user /month	\$20 /user /month	\$12 /user /month	Free for 3 Users
Sales Force Automation				
Leads	✓	✓	✓	✓
Contacts	✓	✓	✓	✓
Accounts	✓	✓	✓	✓
Opportunities	✓	✓	✓	✓
Tasks, Calendar, Call Log, and Notes	✓	✓	✓	✓
Integration with LinkedIn	✓	✓	✓	✓
Integration with Twitter	✓	✓	✓	✓
Integration with Facebook	✓	✓	✓	✓
Sales Forecasting	✓	✓	✓	-
BCC dropbox for email	✓	✓	-	-
Pulse	✓	✓	-	-
Macros	✓	✓	-	-
Multiple Currencies	✓	-	-	-
Contextual Custom Related Lists	✓	-	-	-



Marketing Automation				
Email Templates	Unlimited	Unlimited	100	2
Email Opt-out	✓	✓	✓	✓
Mass Email	1000 emails/day	500 emails/day	250 emails/day	-
Campaigns	✓	✓	✓	-
Auto-responders	✓	-	-	-
Customer Support				
Cases	✓	✓	-	-
Solutions	✓	✓	-	-
Inventory Management				
Products	✓	✓	-	-
Price Books	✓	✓	-	-
Sales Quotes	✓	✓	-	-
Sales Orders	✓	✓	-	-
Invoices	✓	✓	-	-
Vendors	✓	✓	-	-
Purchase Orders	✓	✓	-	-
Document Library				
Folder Sharing	✓	✓	✓	-
Attach Documents	✓	✓	✓	-
File Versioning	✓	✓	✓	-
Reviews	✓	✓	✓	-
Analytics				
Standard Reports	✓	✓	✓	✓
Custom Reports	✓	✓	✓	-
Schedule Reports	✓	✓	✓	-
Standard Dashboards	✓	✓	✓	-
Custom Dashboards	✓	✓	✓	-
Web Forms				
Web to Lead Form	20	10	5	1
Web to Contact Form	20	10	5	1
Web to Case Form	20	10	-	-
Notify Owner	✓	✓	✓	-



File Storage				
Default Storage	512 MB /User	256 MB /User	256 MB /User	256 MB /Org
Additional Storage	\$4/month/GB	\$4/month/GB	\$4/month/GB	-
Data Administration				
Data Storage (All Modules)	Unlimited	Unlimited	100,000	5000
Import Data (per batch)	20,000	10,000	10,000	1000
Export Module Data	✓	✓	✓	✓
API for Third-party Integration	✓	✓	✓	✓
Monthly Data Backup	✓	✓	✓	-
Additional Data Backup	\$10/request	\$10/request	\$10/request	\$10/request
De-duplicate Data	✓	✓	-	-
Security Administration				
Profiles	25	15	5	-
Organizational Hierarchy (Roles)	250	10	5	-
Field-level Security	✓	✓	-	-
Data Sharing Rules	✓	-	-	-
Groups	✓	-	-	-
Product Customization				
Page Layout	✓	✓	✓	✓
Rename Tabs	✓	✓	✓	✓
Custom Fields	✓	✓	✓	-
Custom Links	✓	✓	-	-
Tab Groups	✓	-	-	-
Web Tabs	✓	-	-	-
Workflow Management				
Workflow Rules	30/module	10/module	3/module	-
Workflow Alerts	✓	✓	✓	-
Workflow Tasks	✓	✓	✓	-
Assignment Rules	✓	✓	-	-
Webhooks	✓	✓	-	-
Field Updates	✓	✓	-	-
Time-based Actions	✓	-	-	-
Automated Pulse Follow-ups	✓	-	-	-
Case Escalation Rules	✓	-	-	-



Zoho CRM Integrations				
Integration with Zoho Campaigns	✓	✓	✓	-
Integration with Zoho Reports	✓	✓	✓	-
Integration with Zoho Projects	✓	✓	✓	-
Zoho Mail Add-on	✓	✓	-	-
Plug-in for Microsoft Outlook	✓	✓	-	-
Plug-in for Microsoft Office	✓	✓	-	-
Zoho CRM for QuickBooks	✓	✓	-	-
Integration with Zoho Support	✓	-	-	-
Zoho PhoneBridge for Call Centers	✓	-	-	-
Integration with Zoho Creator	✓	-	-	-

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