



# Enterprise On Premise CRM Comparison Guide

August 2012

Vendor	Product(s)	Target Environment	Basic Pricing	How To Buy	Year Founded	Financials	Partner Eco System	Product Notes
<b>Avidian Technologies</b>	Prophet 5	SME	Pricing for Enterprise CRM and Ultimate CRM editions, contact vendor.	Direct, Resellers	2002	Privately held	Customer base of 12,000+ companies worldwide	Plug-in built into Outlook with .Net.
<b>CDC Software</b>	Pivotal CRM	SME, Large Enterprise	Contact vendor	Resellers, VARs, Integrators	INP	Privately held	10,000 customers in 50+ countries	Acquired by Vista Equity Partners 4/2012; platform built on the Microsoft .NET framework.
<b>Consona</b>	Consona Enterprise CRM	SME	Contact vendor	Direct	2002	Privately held; Battery Ventures VI L.P., Thoma Bravo and NEA	40 global operating units, 4500 global customers	Service centric CRM software; integrates CRM and knowledge management
<b>Infor</b>	Infor10 CRM Enterprise (Epiphany)	SME	Contact vendor	Direct, Resellers, VARs, Integrators	1979	Golden Gate Capital private equity firm.	1,400 global partners; serves 35 countries; customer base 70,000 in 190+ countries	Markets a comprehensive business/industry solution with 30 software modules available.
<b>Maximizer Software</b>	Maximizer CRM	SME	Contact vendor	Direct, Resellers, VARs	1995	Privately held	Worldwide offices and business partners; 120,000+ global customers	Integrated sales, marketing and customer service and support management solution; accessible via Desktop, Web and Mobile platforms.
<b>Microsoft</b>	Microsoft Dynamics CRM 2011	SME, Large Enterprise	Pricing varies with users and features with aggressive competitive discounts	Direct, Resellers, VARs, Integrators	1975		Global partner network; Technology partners include majority of major hardware companies.	CRM Server 2011; Workgroup Server 2011 also available.
<b>Oracle</b>	Siebel CRM Applications	SME, Large Enterprise	Contact vendor	Resellers, VARs, Integrators	1982		345,000+ customers and partners worldwide	CRM/SFA market leader.
<b>Sage</b>	Sage SalesLogix	SME, Large Enterprise	Starts at \$795 per licensed user	Resellers, VARs, Integrators	1981	Parent: Sage Group plc	28,000 global business partners; over 6.3 million users worldwide	Offers one of the largest selections of integrated software available; Provides a view of customer interactions across sales, marketing, customer service and support functions; includes process automation and customizable platform.
<b>SAP</b>	SAP CRM	SME, Large Enterprise	Contact vendor	Resellers, VARs, Integrators	1972	NYSE: SAP	1,200 global channel partners; 2,400 global business partners	Strong ERP and end-to-end business integration.
<b>Soffront</b>	Soffront CRM Enterprise	SME	Contact vendor for on-premise pricing.	Direct	1992	Privately held	INP	SaaS now available at \$120.00 per user/month; newest versions enhances marketing and sales capabilities, improved customer support functions and advanced security.

INP - Information Not Provided

# Features

Vendor	Product	Current Version	OS/Server(s) supported	Database(s) Supported	Sales Functions	Marketing Functions	Customer Service/Support Functions
<b>Avidian Technologies</b>	Prophet 5	INP	Windows	Microsoft Exchange; SQL Server	Sales automation, Contact management, Lead management, Sales forecasting, Quotes, Mobile access	Campaign management, Email marketing, Marketing reporting	Customer activity management
<b>CDC Software</b>	Pivotal CRM	6	Windows	Microsoft Exchange; SQL Server	Contact management, Lead management, Sales forecasting, Quotes, Proposals, Mobile access, Revenue forecasts, Sales analytics, Territory management	Campaign design, Campaign management, Response tracking, Marketing reporting	Case management, Customer activity management, Workflow management, Service management
<b>Consona Software</b>	Consona Enterprise CRM	INP	Contact vendor	Contact vendor	Contact management, Lead management, Quotes, Pipeline management, Revenue forecasts, Sales analytics	Campaign management, Email marketing, Marketing analytics	Case management, Warranty management, Service management
<b>Infor</b>	Infor10 CRM Enterprise	INP	Windows; Linux	Microsoft SQL Server; Oracle; IBM DB2	Sales automation, Contact management, Lead management, Sales forecasting, Mobile access, Pipeline management, Sales analytics	Campaign management, Email marketing, Response tracking, Marketing reporting	Case management, Customer activity management, Service management
<b>Maximizer</b>	Maximizer CRM	11	Windows	Microsoft SQL Server	Sales automation, Contact management, Lead management, Lead qualification, Sales forecasting, Quotes, Mobile access, Territory management	Campaign management, Email marketing, Response tracking, Marketing analytics, Marketing reporting, Online forms capabilities	Case management, Workflow automation, Analytics, Reporting
<b>Microsoft</b>	Microsoft Dynamics CRM 2011	2011	Windows	Microsoft SQL Server	Contact management, Lead management, Lead qualification, Sales forecasting, Revenue tracking, Mobile access, Pipeline management, Territory management	Campaign design, Campaign management, Email marketing, Event management, Response tracking	Case management, Workflow automation, Workflow management, Activity scheduling, Analytics
<b>Oracle</b>	Siebel CRM Applications	8.1	Windows; Linux; Solaris; HP-UX; IBM AIX	Microsoft SQL Server; IBM DB2; Oracle	Sales automation, Contact management, Lead management, Sales forecasting, Quotes, Mobile access, Sales analytics	Campaign management, Email marketing, Event management, Response tracking, Marketing analytics	Case management, Customer activity management, Workflow automation, Workflow management, Service management
<b>Sage Software</b>	Sage SalesLogix	7.5.4	Windows	Microsoft SQL Server; Oracle	Sales automation, Contact management, Lead management, Lead qualification, Proposals, Mobile access, Pipeline management, Revenue forecasts, Sales analytics, Territory management	Campaign management, Email marketing, Marketing analytics, Marketing reporting	Case management, Customer activity management, Workflow automation, Workflow management, Activity scheduling, Analytics, Reporting
<b>SAP</b>	SAP CRM	INP	Contact vendor	Contact vendor	Sales automation, Contact management, Lead management, Quotes, Sales analytics, Territory management	Campaign management, Marketing analytics	Customer activity management, Warranty management, Service management, Activity scheduling, Analytics, Reporting
<b>Soffront</b>	Soffront CRM Enterprise	9.1	Windows	Microsoft SQL Server; Oracle	Contact management, Lead management, Sales forecasting, Quotes, Proposals, Mobile access, Sales analytics	Campaign management, Email marketing, Marketing analytics	Case management, Customer activity management, Analytics

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