

Compare Zoho CRM editions.

	Free	Standard	Professional	Enterprise Most Popular	CRM Plus
Pricing					
Monthly pricing (Billed annually)	Free for 10 users	\$12 /user/month	\$20 /user/month	\$35 /user/month	\$50 /user/month
Monthly pricing (Billed monthly)	Free for 10 users	\$15 /user/month	\$25 /user/month	\$40 /user/month	\$60 /user/month
Sales force automation					
Leads	✓	✓	✓	✓	✓
Contacts	✓	✓	✓	✓	✓
Accounts	✓	✓	✓	✓	✓
Opportunities	✓	✓	✓	✓	✓
Tasks, calendar, call log, and notes	✓	✓	✓	✓	✓
Calendar sync through CalDAV	-	✓	✓	✓	✓
CRM views	✓	✓	✓	✓	✓
Sales forecasting	-	✓	✓	✓	✓
BCC dropbox for email	-	-	✓	✓	✓
Macros	-	-	✓	✓	✓
Multiple currencies	-	-	-	✓	✓
Contextual custom related lists	-	-	-	✓	✓
SalesSignals	-	-	✓	✓	✓
Gamescope	-	-	✓	✓	✓
Advanced filters	✓	✓	✓	✓	✓
Feeds - Team collaboration					

Status updates	✓	✓	✓	✓	✓
Direct messages	✓	✓	✓	✓	✓
Attach files to feeds	✓	✓	✓	✓	✓
Follow-up rules	✓	✓	✓	✓	✓
Groups for team collaboration	-	✓	✓	✓	✓
Social					
Integration with Twitter	✓	✓	✓	✓	✓
Integration with Facebook	✓	✓	✓	✓	✓
Integration with Google+	✓	✓	✓	✓	✓
Social tab	-	-	✓	✓	✓
Capture leads from Twitter/Facebook	-	-	✓	✓	✓
Contextual social interaction with leads/contacts	-	-	✓	✓	✓
Marketing automation					
Email insights	-	-	✓	✓	✓
Email templates	10	100	Unlimited	Unlimited	Unlimited
Email opt-out	✓	✓	✓	✓	✓
Website visitor tracking	✓	✓	✓	✓	✓
Mass email	-	250 emails/day	500 emails/day	1000 emails/day	1000 emails/day
Marketing campaigns	✓	✓	✓	✓	✓
Auto-responders	-	-	-	✓	✓
Zoho CRM for Google AdWords	-	-	✓	✓	✓
Customer support					
Cases	-	-	✓	✓	✓
Solutions	-	-	✓	✓	✓
Inventory management					
Products	-	-	✓	✓	✓
Price books	-	-	✓	✓	✓

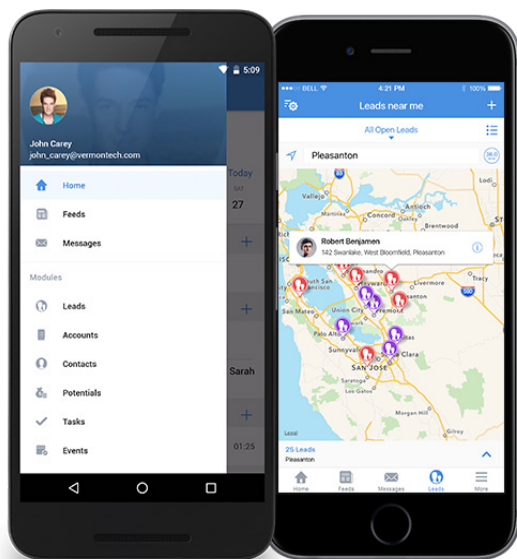
Sales quotes	-	-	✓	✓	✓
Sales orders	-	-	✓	✓	✓
Invoices	-	-	✓	✓	✓
Vendors	-	-	✓	✓	✓
Purchase orders	-	-	✓	✓	✓
Document library					
Folder sharing	✓	✓	✓	✓	✓
Attach documents	✓	✓	✓	✓	✓
File versioning	✓	✓	✓	✓	✓
Reviews	✓	✓	✓	✓	✓
Analytics					
Standard reports	✓	✓	✓	✓	✓
Custom reports	-	✓	✓	✓	✓
Schedule reports	-	✓	✓	✓	✓
Standard dashboards	-	✓	✓	✓	✓
Custom dashboards	-	✓	✓	✓	✓
Web forms					
Web to lead form	✓	✓	✓	✓	✓
Web to contact form	✓	✓	✓	✓	✓
Web to case form	-	-	✓	✓	✓
Notify owner	-	✓	✓	✓	✓
File storage					
Free storage/org	1 GB	1 GB	1 GB	1 GB	1 GB
Free storage/user license	-	512 MB	512 MB	1 GB	1 GB
Additional storage	-	\$4/month/5 GB	\$4/month/5 GB	\$4/month/5 GB	\$4/month/5 GB
Data administration					
Data storage (all modules)	25,000	100,000	Unlimited	Unlimited	Unlimited
Import data (per batch)	1000	10,000	20,000	20,000	20,000

Export module data	✓	✓	✓	✓	✓
API for third-party integration	✓	✓	✓	✓	✓
Data backup	-	2 backups/ month	2 backups/ month	2 backups/ month	2 backups/ month
Additional data backup	\$10/request	\$10/request	\$10/request	\$10/request	\$10/request
De-duplicate data	-	-	✓	✓	✓
Security administration					
Profiles	✓	✓	✓	✓	✓
Organizational hierarchy (Roles)	✓	✓	✓	✓	✓
Field-level security	-	-	✓	✓	✓
Data sharing rules	-	-	-	✓	✓
Groups	-	✓	✓	✓	✓
Record-level sharing	-	-	-	✓	✓
Territory management	-	-	-	✓	✓
Product customization					
Page layouts	-	-	-	✓	✓
Layout editor	✓	✓	✓	✓	✓
Rename tabs	✓	✓	✓	✓	✓
Custom fields	-	10/module	150/module	300/module	300/module
Custom links	-	-	✓	✓	✓
Web tabs	-	-	-	✓	✓
Tab groups	-	-	-	✓	✓
Custom modules	-	-	-	✓	✓
Custom buttons	-	-	-	✓	✓
Workflow management					
Workflow rules	✓	✓	✓	✓	✓
Workflow alerts	✓	✓	✓	✓	✓
Workflow tasks	✓	✓	✓	✓	✓
Assignment rules	-	-	✓	✓	✓
Webhooks	-	-	✓	✓	✓

Approval process	-	-	-	✓	✓
Workflow field updates	-	-	✓	✓	✓
Workflow convert	-	✓	✓	✓	✓
Custom functions using Deluge script	-	-	-	✓	✓
Time-based actions	-	-	-	✓	✓
Schedules	-	-	-	✓	✓
Case escalation rules	-	-	-	✓	✓
Zoho CRM integrations					
Integration with Zoho Motivator	✓	✓	✓	✓	✓
Integration with Zoho Campaigns	✓	✓	✓	✓	✓
Integration with Zoho Reports	✓	✓	✓	✓	✓
Integration with Zoho Projects	✓	✓	✓	✓	✓
Integration with Zoho SalesIQ	✓	✓	✓	✓	✓
Integration with Zoho Support	✓	✓	✓	✓	✓
Integration with Finance Suite	-	-	✓	✓	✓
Integration with Zoho Survey	✓	✓	✓	✓	✓
Integration with Zoho Forms	✓	✓	✓	✓	✓
Integration with Zoho Creator	-	-	-	✓	✓
Zoho Mail add-on	-	-	✓	✓	✓
Zoho Writer add-on	-	-	✓	✓	✓
Plug-in for Microsoft Outlook	-	-	✓	✓	✓
Plug-in for Microsoft Office	-	-	✓	✓	✓
Zoho PhoneBridge for call centers					
Online Connector for RingCentral	-	✓	✓	✓	✓
Online Connector for Twilio	-	✓	✓	✓	✓
Online Connector for Ringio	-	✓	✓	✓	✓
Online Connector for Promero	-	✓	✓	✓	✓

Online Connector for Ozonetel	-	✓	✓	✓	✓
Online Connector for talkdesk	-	✓	✓	✓	✓
On-premise Connector for Avaya	-	✓	✓	✓	✓
On-premise Connector for Asterisk	-	✓	✓	✓	✓
On-premise Connector for Elastix	-	✓	✓	✓	✓
Integration with Google apps					
Zoho CRM contextual gadget for Gmail	✓	✓	✓	✓	✓
Export events to Google Calendar	✓	✓	✓	✓	✓
Export to Google Tasks	✓	✓	✓	✓	✓
Zoho CRM web forms for Google Sites	-	✓	✓	✓	✓
Synchronize Google Calendar	-	✓	✓	✓	✓
Synchronize Google Contacts	-	✓	✓	✓	✓
Zoho Campaigns	-	-	-	-	✓
Zoho SalesIQ	-	-	-	-	✓
Zoho Social	-	-	-	-	✓
Zoho Support	-	-	-	-	✓
Zoho Projects	-	-	-	-	✓
Zoho Reports	-	-	-	-	✓

Mobile features on every plan.



Access customer emails

Locate prospects anywhere across the globe

Manage inventory

Work offline

Log phone calls

Add voice notes

Check-in

View customer location in Google Maps

Collaborate using feeds

Attach files from Zoho Docs



About us.

Zoho CRM is a cloud-based software for managing your customer relationship in a better way. It helps streamline your organization-wide sales, marketing, customer support, and inventory management functions in a single system. We are light on your pocket and the features and integrations we give you are unmatched.

Contact us.

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Useful links.

[Help center](#)

[Watch demo videos](#)

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[Customer stories](#)

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