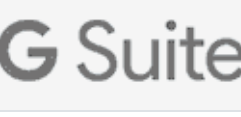
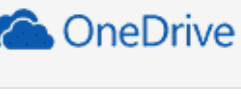
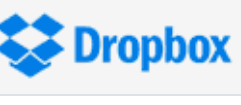
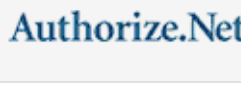
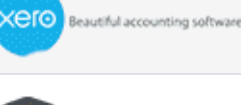
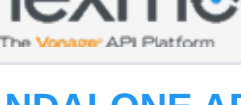


| Features                                                                                                                  | LITE                 | PREMIUM              | ULTIMATE              | INSIGHTLY PROFESSIONAL |
|---------------------------------------------------------------------------------------------------------------------------|----------------------|----------------------|-----------------------|------------------------|
| # of users                                                                                                                | Pay Per User         | Pay Per User         | Pay Per User          | Pay Per User           |
| Monthly pricing (Billed Monthly)                                                                                          | \$20                 | \$30                 | \$50                  | \$49                   |
| Monthly pricing (Billed Annually)                                                                                         | \$15                 | \$25                 | \$40                  | \$49                   |
| 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                   | -                      |
| Deal/Opportunity management                                                                                               | Yes                  | Yes                  | Yes                   | Yes                    |
| Tasks, Appointments, and Notes                                                                                            | Yes                  | Yes                  | Yes                   | Yes                    |
| Notifications                                                                                                             | Yes                  | Yes                  | Yes                   | -                      |
| Clone records                                                                                                             | Yes                  | Yes                  | Yes                   | -                      |
| Custom views                                                                                                              | Yes                  | Yes                  | Yes                   | -                      |
| Filters                                                                                                                   | Yes                  | Yes                  | Yes                   | Yes                    |
| Adding and sharing files                                                                                                  | Yes                  | Yes                  | Yes                   | -                      |
| Multiple sales pipeline                                                                                                   | Yes                  | Yes                  | Yes                   | -                      |
| Custom fields per app                                                                                                     | 100                  | 250                  | 350                   | Yes                    |
| Workflows (No. of Triggers per account)                                                                                   | 25                   | 50                   | 75                    | -                      |
| 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                   | -                      |
| Marketing automation                                                                                                      | -                    | Yes                  | Yes                   | Yes                    |
| Email scheduling                                                                                                          | -                    | Yes                  | Yes                   | Yes                    |
| Included mass emails (Emails/User/Month)                                                                                  | -                    | 1000                 | 3000                  | 5000                   |
| Business Management Apps                                                                                                  |                      |                      |                       |                        |
| Project Management                                                                                                        | -                    | Yes                  | Yes                   | Yes                    |
| Invoicing                                                                                                                 | -                    | Yes                  | Yes                   | -                      |
| Field Services/Work Orders                                                                                                | -                    | Yes                  | Yes                   | -                      |
| Contract Management                                                                                                       | -                    | Yes                  | Yes                   | -                      |
| Estimates/Proposal                                                                                                        | -                    | Yes                  | Yes                   | -                      |
| Help Desk/Cases                                                                                                           | -                    | Yes                  | Yes                   | -                      |
| Procurement/Purchase Orders                                                                                               | -                    | Yes                  | Yes                   | -                      |
| Call Center                                                                                                               | -                    | -                    | Yes                   | -                      |
| Data Management                                                                                                           |                      |                      |                       |                        |
| File storage                                                                                                              | 3GB/User             | 5GB/User             | 10GB/User             | 100GB/User             |
| Data import                                                                                                               | Unlimited            | Unlimited            | Unlimited             | Yes                    |
| Data backup                                                                                                               | Yes                  | Yes                  | Yes                   | -                      |
| Data export                                                                                                               | Yes                  | Yes                  | Yes                   | Yes                    |
| Migration from other CRMs                                                                                                 | Yes                  | Yes                  | Yes                   | -                      |
| Custom branding                                                                                                           | -                    | -                    | 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                   | -                      |
|  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                   | -                      |
|  Custom Integration                    | Yes                  | Yes                  | Yes                   | -                      |
|  PayPal                                | -                    | Yes                  | Yes                   | -                      |
|  stripe                                | -                    | Yes                  | Yes                   | -                      |
|  Authorize.Net                         | -                    | Yes                  | Yes                   | -                      |
|  zipmark                               | -                    | Yes                  | Yes                   | -                      |
|  slack                                 | -                    | Yes                  | Yes                   | Yes                    |
|  quickbooks.                           | -                    | Yes                  | Yes                   | Yes                    |
|  xero<br>Beautiful accounting software | -                    | 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                   | -                      |
|  nexmo®<br>The Volunteer 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 (8 AM to 4 PM)     |
| Phone support (hours/days)                                                                                                | 24/5                 | 24/5                 | 24/5                  | -                      |
| Live chat support (hours/days)                                                                                            | 24/7                 | 24/7                 | 24/7                  | -                      |
| 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                    |