

# NDIS Software Comparison Chart



# Tier Analysis

	Tier 1 - Enterprise - HIGH	Tier 2 - Small/Med - MID	Tier 3 - Small - LOW
Revenue	Over \$500 Mil	\$15-\$500 Mil	Under \$15 Mil
Employees	1000+	50-1000	Under 50
Multi Organisation	Yes	No	No
Cross Industry	Yes	Yes	No
Complexity needs	High complexity	Complex needs	Low complexity <input type="checkbox"/>
*Multi-organisation: describes a holding company that has acquired and manages several other smaller companies. These smaller companies might have vastly different requirements or might be structured and operated in a neatly standardised way.			
** Cross-industry: describes companies that operate across different industries.			
*** Complex needs: describes companies that follow very specific operational processes, unlikely to be adopted by competitors (these are usually tied to their USP).			



# Comparison Chart

Popular CRMs Comparison Chart									
Name	Tier *	Avg. client rating	Customer support	Reporting & analytics	Lead mgmt.	Contacts mgmt.	Marketing	Social & collab.	Mobile friendly
Act! Premium	Low	3.5	No	Yes	Yes	No	Yes	No	Yes
Active Campaign	Low	4.2	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Capsule	Low	4.4	Yes	Yes	Yes	Yes	No	Yes	Yes
Creatio	Mid-High	4.5	No	Yes	No	No	Yes	Yes	Yes
CRM Next	Mid-High	4	Yes	Yes	Yes	Yes	Yes	No	Yes
HubSpot	Low-Mid	4.6	Yes	Yes	Yes	Yes	Yes	Yes	Yes
INFOR Cloudsuite	Mid-High	3.8	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Insightly	Low	4	Yes	Yes	Yes	Yes	No	No	Yes
Keap	Low	4	No	Yes	Yes	Yes	Yes	No	Yes
Marketo	Mid-High	4.2	No	Yes	No	No	Yes	Yes	Yes
Maximizer	Low	3.5	Yes	Yes	Yes	Yes	Yes	No	Yes
MS Dynamics	Mid-High	4	Yes	Yes	Yes	Yes	Yes	Yes	Yes
NetSuite CRM	Mid-High	4.1	Yes	Yes	Yes	Yes	Yes	No	Yes



# Comparison Chart Cont.

Popular CRMs Comparison Chart									
Name	Tier *	Avg. client rating	Customer support	Reporting & analytics	Lead mgmt.	Contacts mgmt.	Marketing	Social & collab.	Mobile friendly
Nimble	Low	4.3	No	Yes	Yes	Yes	No	Yes	Yes
Odoo	Low	3.9	No	Yes	Yes	Yes	No	No	Yes
Oracle CRM	Mid-High	4.2	Yes	Yes	Yes	Yes	Yes	No	Yes
Pipedrive	Low	4.3	No	Yes	Yes	Yes	No	No	Yes
Prospect	Low-Mid	4.8	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Sage CRM	Mid	4.3	Yes	Yes	Yes	Yes	No	No	Yes
Salesforce	Low-Mid-High	4.2	Yes	Yes	Yes	Yes	Yes	Yes	Yes
SAP Cloud	High	4	Yes	Yes	Yes	Yes	Yes	No	Yes
Sugar CRM	Mid-High	4.3	Yes	Yes	Yes	Yes	Yes	No	Yes
Tall EMU	Low-Mid	4.6	No	Yes	Yes	Yes	Yes	No	Yes
Workbooks	Low	4.7	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Zendesk Sell	Low-Mid	4.3	No	Yes	Yes	Yes	No	Yes	Yes
Zoho CRM	Low	4.3	Yes	Yes	Yes	Yes	Yes	Yes	Yes





# Need Help? Let's Chat

**Our team of technology consultants are like digital sherpas, helping to get your NDIS business where it needs to be with skill, expertise and a friendly face.**

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