

Find the Right Plan for Your Business

A Rich Suite of AI, CRM, Local, and Social Marketing features to fit your business needs.



Discover powerful features

Ignite

Unleash

Thrive

Conquer

Customer Relationship Management

Pipeline & Deal Management

Context-Sensitive Notifications and Alerts

AI reminds users to follow up based on recent interactions.

**Multi-Pipeline Management**

Handle multiple sales pipelines for different teams or products.

**Automated Deal Progression**

Moves deals through stages based on specific actions.

**Time-in-Stage Analysis**

Suggests when and how to follow up with leads based on engagement.

**AI-Suggested Next Actions**

Predicts the best next step to close a deal.

**Collaboration Tools**

Assign deals, add internal notes, and tag team members.



Contacts Management

360-Degree Customer View

Full history of interactions, emails, calls, and deals.

**Dynamic Segmentation**

Categorize contacts based on criteria like engagement, industry, or deal stage.

**Contact Lists**

Create lists based on a wide range of criteria.



Duplicate Management

Automated Duplicate Detection

Identifies and merges duplicate contacts and leads.

**Smart Merge Suggestions**

Recommends which fields to keep when merging duplicates.



Notes Management

Voice-to-Text Notes

Convert spoken notes into structured text.

**Smart Search & Tags**

Quickly find past notes with keyword search.



Tasks Management

AI-Generated Task Prioritization

Recommends the most urgent tasks.

**Smart Task Assignments**

Automatically routes tasks to the right team members.





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Email & SMS Tracking

Read Receipts & Click Tracking

Know when emails are opened.

**Reply Analysis**

AI categorizes responses for easy follow-up

**Automated Follow-Up Sequences**

Send scheduled reminders if no response is received.

**SMS & Email Templates with Variables**

Personalize outreach messages dynamically.

**AI-Suggested Subject Lines and body text**

Optimized email to improve open rates.



Calendar Sync & Scheduling

Two-Way Sync with Google & Outlook

Keeps all meetings up-to-date.



Custom Fields & Document Storage

Customizable CRM Fields

Tailor fields to specific sales processes.

**Access Restrictions**

Manage permissions.



Workflow Automation

Drag-and-Drop Workflow Builder

Automate tasks with an easy-to-use interface.

**Triggered Email & SMS Sequences**

Auto-send messages based on events.

**Lead Routing Based on Criteria**

Assign leads dynamically based on territory, industry, or AI-scoring.

**CRM Event Triggers**

Automate actions when a deal moves stages, a contact opens an email, etc.



API Access & Integrations

Open REST API for Custom Integrations

Connect with other apps and services.

**Prebuilt Zapier Integrations**

No-code automation between Cone and 3rd-party tools.



Phone Tracking & Call Recording

Click-to-Dial from CRM

Instantly call contacts from Cone.

**AI-Generated Call Summaries**

Transcribes and summarizes key points.





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Advanced Reporting & Analytics



Sales Reports

Generate insights on performance.



Custom Dashboards

Drag-and-drop widgets for personalized analytics.



Real-Time KPI Tracking

Monitor conversion rates, deal progress, and quotas.



Churn & Retention Predictions

AI predicts customer churn risk.



Team Roles Management



Custom Role Permissions

Set granular access controls.



Sales Territory Assignment

Automatically assign accounts based on location.



Performance-Based Leaderboards

Track top-performing reps.



Marketing Automation Suite

Campaign Manager



Multi-Channel Campaign Automation

Email and SMS outreach sequences.



Email Template Builder

Create and customize professional email templates to streamline your communication and save time.



Marketing Asset Storage

Easily store, organize, and access all your marketing content in one central, searchable location.



Webforms

Capture leads effortlessly with customizable webforms that feed directly into your CRM.



Smart Lead Capture Forms

Dynamic forms that adjust based on user input.



Instant CRM Data Sync

Automatically creates leads from form submissions



AI-Powered Support Chat



AI-Powered Support Chat

24/7 automated assistance with live escalation.



Self-Service Knowledge Base

AI-generated guides and tutorials.



Dedicated Success Manager

Assigned expert for onboarding & optimization.





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Digital Presence

Social Media Management

Multi-network posts

Create engaging posts, select multiple networks and make individual edits, including captions and media.

✓

Team collaboration

Work with team members for social media content creation, with a built-in approval workflow.

✓

Smart Listings

Voice Search Optimizer

Optimize listings to show on top for searches with Siri, Alexa etc.

✓

Bulk Listings Management

Manage your listings on Google, Facebook, Bing, YellowPages and 60+ other sites.

✓

Location Management

Manage your presence to attract, engage, and retain customers.

✓

SEO Management

Search Engine Optimization

Ensure every page is search engine optimized with unique meta tags, schema and content to improve search rankings and discoverability.

✓

Reports and Analytics

Profile Analytics

Global view of KPIs - profile views, website visits, revenue contribution, month over month.

✓

Ranking Analytics

Monitor your business' search rank for industry and service-related keywords. Optimize profiles and content.

✓

Review Analytics

Track and respond to incoming reviews and ratings and spot issues early to build and maintain your reputation.

✓

Reputation Management

Review Management

Monitor and respond to incoming reviews across platforms.

✓

Review Aquisition

Improve your offering by gathering feedback directly from customers.

✓

Reviews smart insights

Analyze customer sentiment for quick insights.

✓

AI-Powered Chat

AI-Powered Chatbot for the website

Engages and qualifies leads automatically.

✓

AI-Powered Chatbot for Messenger & Whatsapp

Engages and qualifies leads automatically.

✓

Plans Usage Allowance

SMS Segments	250	500	1000	1500
Emails	1000	2500	5000	10000
Phone Calls Minutes	0	0	500	1000
Pipelines	1	2	5	Unlimited
Automations	0	5	25	250
Contacts	1000000	1000000	1000000	1000000