

	Essential	Advanced	Professional	Enterprise
<b>Manage leads and deals</b>				
Deal management <sup>ⓘ</sup>	✓	✓	✓	✓
Customizable pipelines <sup>ⓘ</sup>	✓	✓	✓	✓
Custom fields <sup>ⓘ</sup>	✓	✓	✓	✓
Data import and export <sup>ⓘ</sup>	✓	✓	✓	✓
Merge duplicate data <sup>ⓘ</sup>	✓	✓	✓	✓
Products catalog <sup>ⓘ</sup>	X	✓	✓	✓
Deal routing <sup>ⓘ</sup>	✓	✓	✓	✓
<b>Track communications</b>				
Contact and org management <sup>ⓘ</sup>	✓	✓	✓	✓
Data import and export <sup>ⓘ</sup>	✓	✓	✓	✓
Email inbox <sup>ⓘ</sup>	✓	✓	✓	✓
Two-way email sync <sup>ⓘ</sup>	X	✓	✓	✓
Emails linked to contacts and deals <sup>ⓘ</sup>	✓	✓	✓	✓
Customizable email templates <sup>ⓘ</sup>	X	✓	✓	✓
Merge fields <sup>ⓘ</sup>	X	✓	✓	✓
Email open and click tracking <sup>ⓘ</sup>	X	✓	✓	✓
Group emailing <sup>ⓘ</sup>	X	X	✓	✓
Sales Docs <sup>ⓘ</sup>	X	✓	✓	✓
Autofilled templates and offline docs <sup>ⓘ</sup>	X	✓	✓	✓
Google Drive integration <sup>ⓘ</sup>	X	✓	✓	✓
OneDrive integration <sup>ⓘ</sup>	X	✓	✓	✓
Document open tracking <sup>ⓘ</sup>	X	Unlimited in BETA	Unlimited in BETA	Unlimited in BETA
eSignatures <sup>ⓘ</sup>	X	X	Unlimited in BETA	Unlimited in BETA
Caller <sup>ⓘ</sup>	X	X	✓	✓
Meeting scheduler <sup>ⓘ</sup>	Basic	Basic	✓	✓
Calendar view and activity management <sup>ⓘ</sup>	✓	✓	✓	✓
Activity reminder notifications <sup>ⓘ</sup>	✓	✓	✓	✓
Contacts map <sup>ⓘ</sup>	✓	✓	✓	✓
File attachments <sup>ⓘ</sup>	✓	✓	✓	✓
Customizable signatures <sup>ⓘ</sup>	X	✓	✓	✓

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<b>Automate and grow</b>				
Sales Assistant <sup>ⓘ</sup>	✓	✓	✓	✓
Workflow automation <sup>ⓘ</sup>	X	30	60	100
Smart contact data <sup>ⓘ</sup>	X	✓	✓	✓
Activity reminder notifications <sup>ⓘ</sup>	✓	✓	✓	✓
API access <sup>ⓘ</sup>	✓	✓	✓	✓
Webhooks <sup>ⓘ</sup>	✓	✓	✓	✓
Important fields <sup>ⓘ</sup>	X	✓	✓	✓
<b>Insights and reports</b>				
Deal reports <sup>ⓘ</sup>	✓	✓	✓	✓
Activity reports <sup>ⓘ</sup>	✓	✓	✓	✓
Leads reports "coming soon" <sup>ⓘ</sup>	X	X	✓	✓
Custom fields and reports <sup>ⓘ</sup>	X	X	✓	✓
Recurring revenue reports <sup>ⓘ</sup>	X	✓	✓	✓
Revenue forecast reports <sup>ⓘ</sup>	X	X	✓	✓
Visual dashboards <sup>ⓘ</sup>	1	1	Unlimited	Unlimited
Shareable dashboard links <sup>ⓘ</sup>	✓	✓	✓	✓
Team management <sup>ⓘ</sup>	X	X	✓	✓
Company and user goals <sup>ⓘ</sup>	✓	✓	✓	✓
Team goals <sup>ⓘ</sup>	X	X	✓	✓
Open API and integrations <sup>ⓘ</sup>	✓	✓	✓	✓
<b>Privacy and security</b>				
Security dashboard <sup>ⓘ</sup>	X	X	✓	✓
Security alerts <sup>ⓘ</sup>	X	X	✓	✓
Security rules <sup>ⓘ</sup>	X	X	✓	✓
User access and device logs <sup>ⓘ</sup>	✓	✓	✓	✓
Two-factor authentication login <sup>ⓘ</sup>	✓	✓	✓	✓
SAML SSO (single sign-on) login <sup>ⓘ</sup>	X	✓	✓	✓
Advanced user permissions <sup>ⓘ</sup>	2 sets	2 sets	3 sets	Unlimited
Advanced deal and contact visibility settings <sup>ⓘ</sup>	X	X	✓	✓
World-class data storage <sup>ⓘ</sup>	✓	✓	✓	✓
SOC 2 compliant <sup>ⓘ</sup>	✓	✓	✓	✓
AES-256 encryption <sup>ⓘ</sup>	✓	✓	✓	✓

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<b>Mobile apps and integrations</b>				
Native mobile Android and iOS apps <sup>ⓘ</sup>	✓	✓	✓	✓
Real-time sync across all devices <sup>ⓘ</sup>	✓	✓	✓	✓
Caller ID linked to deals and activities <sup>ⓘ</sup>	✓	✓	✓	✓
Web-to-mobile calls <sup>ⓘ</sup>	X	✓	✓	✓
Automatic call logging <sup>ⓘ</sup>	✓	✓	✓	✓
Client location on maps <sup>ⓘ</sup>	✓	✓	✓	✓
Contact sync with Google and Microsoft <sup>ⓘ</sup>	✓	✓	✓	✓
Calendar sync with Google and Microsoft <sup>ⓘ</sup>	✓	✓	✓	✓
Google Drive sync <sup>ⓘ</sup>	✓	✓	✓	✓
Chrome extension for Gmail <sup>ⓘ</sup>	✓	✓	✓	✓
Apps marketplace with 200+ integrations <sup>ⓘ</sup>	✓	✓	✓	✓
<b>Get more from Pipedrive</b>				
App supports 16 languages <sup>ⓘ</sup>	✓	✓	✓	✓
24/7 customer support <sup>ⓘ</sup>	Chat	Chat	Chat	Phone
Online help center <sup>ⓘ</sup>	✓	✓	✓	✓
Pipedrive Developer Center access <sup>ⓘ</sup>	✓	✓	✓	✓