



Bachelor A



Bachelor B



Bachelor C

What business size and budget best suits you?

Mid-size and enterprise organizations with budgets over \$30k.

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Small and mid-size businesses with flexible budgets.

What is your ideal tech stack structure?

I'm built to work well on my own, but I excel when integrated with other tools from Microsoft.

As a best-in-class solution, I'm built to work well on my own. I'm highly customizable and integration-ready.

I play well with any solution—whether it's made by my provider or from a third-party.

What is the top benefit you bring to a business?

I bring cohesion and seamless integration with other Microsoft solutions.

I offer some of the most robust sales and service solutions in the industry.

Users love me because I'm intuitive and easy-to-use.

What unique features do you offer?

My AI tools are integrated across the entire Microsoft platform.

My features include robust automation and workflow management.

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What kind of business are you a good fit for?

I'm a great fit for businesses that have complex data structures and want to unify that data into something meaningful.

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I'm a great fit for businesses with diverse marketing needs.

What must-have feature do you offer?

My Co-Pilot offering makes using AI easy to leverage.

offer a marketplace with every app you could need to make your business run smoothly.

I offer multi-channel marketing features so you can hit the right target audience at the right time.

What type of support does your provider offer?

My provider offers unlimited, 24/7 support for all sorts of breaks and fixes.

My provider offers online case submission for a variety of issues and questions.

My provider offers chat, community, and email support, plus DIY support options.

How can you be deployed?

I can be deployed in the cloud, on-premise, or as a hybrid solution.

I was built for the cloud.

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If You Chose Mostly A's: Microsoft Dynamics 365 CRM

Dynamics 365 CRM is Microsoft's collection of five customer-focused solutions. Modules cover the key areas of customer interaction—Sales, Marketing, Customer Service, Field Service, and Customer Insights.

Microsoft Dynamics 365 Sales is the most popular of these solutions, acting as a central hub for sales data and simplifying sales pipeline analysis to help businesses make smarter and faster business decisions.

All modules under the **Dynamics 365 CRM** umbrella integrate seamlessly with other Microsoft tools, including ERP software like Business Central, the Power Platform, and productivity tools from the Microsoft 365 suite. Additional add-ons created by third-party developers are also available, including LinkedIn Sales Navigator—which embeds LinkedIn data into the Sales module.

[Learn more about
Microsoft Dynamics 365 CRM](#)



If You Chose Mostly B's: Salesforce CRM

Salesforce boasts its role as the world's #1 CRM, with **Sales Cloud** being the top solution on the platform. The software is beloved for its workflow automation capabilities, which help teams save time and resources.

Salesforce Sales Cloud was built for the cloud and mobile applications. This intentional design means users enjoy seamless, accurate access whenever and wherever they need data. Remote or otherwise siloed teams can communicate effectively to make smart decisions without much hassle.

Salesforce Sales Cloud performs well on its own, but Salesforce software is designed to integrate with countless third-party solutions. AppExchange, Salesforce's dedicated marketplace for integrations that offer territory management, email marketing automation, survey- and form-building, and more. Additionally, Salesforce's developer community is well-equipped to build custom modules for businesses with unique needs.

[Learn more about
Salesforce CRM](#)



If You Chose Mostly C's: HubSpot CRM

HubSpot CRM is an innovative platform with modules for sales, marketing, customer service, content management, and commerce—plus integrations with hundreds of top developer tools.

HubSpot software is designed for small and mid-size businesses, with pricing starting at a freemium model. The features included in the base software and its paid editions focus on inbound marketing strategies that will attract, engage, and delight customers, with automation capabilities for the sales pipeline, email marketing, and more.

HubSpot CRM can be used on its own or in tandem with other HubSpot or third-party software. Due to its powerful marketing automation capabilities, many businesses opt to integrate it with a CRM to unify sales and marketing processes.

[Learn more about
HubSpot CRM](#)

