



Full Features Comparison Chart

Base offers affordable products that you can mix and match to build the right stack for you and your team.



Manage Base Platform

Manage Features	Plans
Top rated Apps for iOS and Android	S P E
Mobile Offline access	S P E
Geolocation	S P E
Unlimited Mobile Devices	S P E
Prospect and Customer Classification	S P E
Custom Data Fields, Filters and Tags	S P E
Customized Lead Status	S P E
Employee/Company Relationship	S P E
Task and Activity Tracking	S P E
Multiple Sales Pipelines	S P E
Team Document Repository	S P E
Automated Task Creation	S P E
Forecasting	S P E
Lead and Deal Scoring	S P E
Customized Push Notifications	S P E
Web-to-lead Capture	S P E
Single Sign On	S P E
Salesforce Automated Importer	S P E
Unlimited Data Exports	S P E
Sales Intelligence	S P E
Reports	S P E
Products and Price Books	S P E
Basic User/Admin 2-level Permissions	S P E
Advanced Multi-level Permissions	S P E
Editable by Admin Only Data Fields	S P E
Territory Management and Sales teams	S P E
Visibility Control at User Level	S P E
Visits	S P E
Visits Reporting	S P E

Manage Reports	Plans
Funnel Report	S P E
Stage Distribution	S P E
Pipeline Development Report	S P E
Total Sales	S P E
Forecasted Sales	S P E
Forecasted Sales by Source	S P E
Sales by Account	S P E
Sales by Owner	S P E
Deal Loss Reasons	S P E
Sales Goals	S P E
Won Deal Goals	S P E
Deal Source Performance	S P E
Loss Reasons by Owner	S P E
Loss Reasons by Source	S P E
Stage Conversion by Owner	S P E
Rep Performance Dashboard	S P E
Stage Duration Analysis	S P E
Stage Duration by Owner	S P E
Time to First Action by Outcome	S P E
Time to First Action by Owner	S P E
Time to First Action by Time Buckets	S P E
Lead Status Report	S P E
Deal Sources	S P E
Total Incoming Deals	S P E

● Plan Included ● Not Included

S: Starter Plan (\$45) with Document Storage 2GB/User
P: Professional Plan (\$95) with Document Storage 5GB/User
E: Enterprise Plan (\$145) with Document Storage 10GB/User
**Unlimited Leads, Contacts and Deals for all plans.*



Connect

Platform Add-on

Plans	Basic (Free)	Standard (\$25)	Advanced (\$45)
Connect Features			
Email Integration with Outlook	✓	✓	✓
Email Integration with Gmail	✓	✓	✓
Email Open Notifications	✓	✓	✓
Auto-tracking Email Conversations	✓	✓	✓
Personalized Phone Number	✓	✓	✓
Send SMS from Base	✓	✓	✓
Click to Dial	✓	✓	✓
Call Recording	✓	✓	✓
Basic Call Reporting	✓	✓	✓
Batch Mail	✗	✓	✓
Bulk Merge Tags	✗	✓	✓
Email Templates	✗	✓	✓
Activity Reports	✗	✓	✓
Advanced Call analytics	✗	✗	✓
Rapid Auto-Dialer	✗	✗	✓
Call Scripts	✗	✗	✓

Connect Reports			
Call Log	✓	✓	✓
Call Count	✓	✓	✓
Call Duration	✗	✗	✓
Call Outcomes	✓	✓	✓
Call Volume vs Deal Value	✗	✗	✓
Call Length vs Time of Day	✗	✗	✓
Call Outcome vs Time of Day	✗	✗	✓
Activity Reports	✗	✓	✓
Visits Reporting	✗	✓	✓



Snap

Platform Add-on

Plans	Basic (Free)	Standard (\$25)	Advanced (\$45)
Snap Features			
Integration via Web Services API	✓	✓	✓
Hubspot Integration	✗	✗	✓
Zendesk Integration	✗	✗	✓
Firehose API (beta)	✗	✗	✓
Sync API	✗	✗	✓
Outlook Integration	✓	✓	✓
Gmail Integration	✓	✓	✓
Google Contacts Integration	✓	✓	✓
PandaDoc Integration	✓	✓	✓
Dropbox Integration	✗	✓	✓
Xero Integration	✗	✓	✓
Harvest Integration	✗	✓	✓
Mailchimp Integration	✗	✓	✓