



Saphyte
ENDLESS POSSIBILITIES

A comparative analysis of

Saphyte Vs Top Competitors

Introduction

Building a strong client network and nurturing business relationships is now made easy with CRM technology.

With a competitive marketplace becoming more saturated, it is important to identify major competitors, know their products and services, and be in tune with their sales and marketing strategies.

Methodology

In order to provide a fair comparison, we have gathered the main features that a CRM should offer on the highest plan and categorized them according to their function.

We have come up with four categories: **Sales, Marketing, Team and Workspace, and Support (Connect)**. These categories are quintessential to managing customer relationships, streamlining business processes, enhancing sales growth, and fostering team collaboration.

Moreover, we have also included a comparison of the pricing terms, limitations, and product value to better help you make an informed decision in choosing the best CRM for your business.



Competitors

Saphyte's top competitors are
Salesforce, Hubspot, Pipedrive, Bitrix24, and Zoho





CRM Features Comparison

The below slides provide a comparison of the availability and limitations of the features that are included in the **highest plan of each CRM provider.**

SALES	SAPHYTE	ZOHO	SALESFORCE	HUBSPOT	PIPEDRIVE	KEAP
Client Management	✓	✓	✓	✓	✓	✓
Contacts	Unlimited	1-200 Users Data Storage: 10 GB (5M records approx) Additional Storage per user license: 100 MB Additional data storage: \$4/100 MB >200 users: Data Storage: 30 GB (15M records approx) Additional Storage per user license: 100 MB Additional data storage: \$2/100 MB	Unlimited record types (per object)	10,000 marketing contacts included, and all your non-marketing contacts are free, up to a limit of 15 million overall contacts (marketing contacts + non-marketing contacts). First 10,000 - USD 0 10,001 to 50,000 - USD 100/mo per 10,000 50,001 to 100,000 - USD 90/mo per 10,000 100,001 to 200,000 - USD 80/mo per 10,000 200,001 to 500,000 - USD 70/mo per 10,000 500,001+ - USD 60/mo per 10,000	Unlimited	Limited per plan Max contacts = 2,500 >2,500 contacts - Custom pricing
Deals Management	✓	✓	✓	✓	✓	✓
Lead Scoring	Unlimited	50 fields/module	Total rules allowed (Limits apply to any combination of workflow, assignment, auto-response, and escalation rules, active and inactive.) 500 per object; 2,000 per org	25 contact scoring properties, not additive across objects or hubs	Unlimited	Available Limit Unspecified
Appointment Settings	✓	✓	✓	✓	✓	✓
Sales Pipeline	Unlimited	50	Unlimited	Up to 100 deal pipelines per account	Unlimited	Available Limit Unspecified
Sales Forecasting	✓	✓	✓	✓	✓	✓
Document Management	✓	✓	✓	✓	✓	✓
Sales Goals / Target	✓	✓	✓	✓	✓	✗
Quotes Management	✓	✓	✓	✓	✗	✓
Invoicing	✓	✓	✓	✓	✗	✓
Payment Links	✓	✓	✓	✓	✗	✓
Product Catalog	Unlimited	Limit Unspecified	You can add a maximum of 1500 products or categories to a sales agreement. Extra Charge if you want to increase the limit.	Limit Unspecified	Limit Unspecified	Limit Unspecified
Duplicate Management	✓	✓	✓	✓	✓	✓

MARKETING	SAPHYTE	ZOHO	SALESFORCE	HUBSPOT	PIPEDRIVE	KEAP
Email Marketing Campaigns	✓	✓	✓	✓	✓	✓
Email Analytics	✓	✓	Extra charge (included in Pardot)* Min. USD 1250 per month up to 10,000 contacts billed annually	✓	✓	✓
Drip Campaign	✓	✓	Extra charge (included in Pardot)	✓	✗	✓
Bulk Email	100,000 per month	2000 per day per org Cap of 60,000 emails per month Additional charges apply in increasing the limit	Number of user licenses multiplied by 1,000; maximum 1,000,000	20X contact tier email send limit per calendar month Transactional Email Add-On - USD 600 per month	Limit unspecified 100 emails in each group email	Unlimited
Email Attachment File Size	25 MB	10 MB	35 MB	20 MB	The limit in Gmail is 25MB, while the limit in Outlook is 20MB	10 MB
Custom Email Templates	Unlimited	Unlimited	Unlimited	5,000 templates	Unlimited	Limit Unspecified
Marketing List / Segmentation	✓	5 (active or inactive) 20 (unpublished or draft)	Extra charge (included in Pardot)*	✓	✓	✓
Email opt out	✓	✓	Extra charge (included in Pardot)*	✓	✓	✓
Email Authentication	Unlimited Domains	20 Domains	Extra Charge Sender Authentication Package (SAP) for Marketing Cloud Email	Unlimited	Limit Unspecified	Limit Unspecified
Landing Pages	Unlimited	Extra Charge Included in the Zoho Commerce module USD 175 per month	Extra charge (included in Pardot)*	10,000	✗	Available Limit Unspecified
A/B Testing Campaigns	✓	✓	Extra charge (included in Pardot)*	✓	✗	✓
Web Forms	Unlimited	100 forms/module	Extra charge (included in Pardot)*	10,000	Extra Charge LeadBooster add-on - \$39 per company per month	Available Limit Unspecified
Email Editor	✓	✓	✓	✓	✓	✓

*Pardot, a B2B marketing automation module by Salesforce (Minimum USD 1250 per month up to 10,000 contacts billed annually)

✓ Available
✗ Not Available
Limitations/Conditions Applied

TEAM & WORKSPACE	SAPHYTE	ZOHO	SALESFORCE	HUBSPOT	PIPEDRIVE	KEAP
Roles & Permissions	✓	✓	✓	✓	✓	✓
Integration with other apps	✓	✓	✓	✓	✓	✓
Customizable Dashboards	Unlimited	Unlimited	Up to 10 per org	50	Unlimited	Limit Unspecified
Reports	Unlimited	Unlimited	2,000	30 reports per dashboard	Unlimited	Limit Unspecified
Calendar Booking	Unlimited	Limit Unspecified	Extra Charge Salesforce Scheduler module - price depends on contract	1,000 personal & team meetings links. Remove HubSpot branding	Limit Unspecified	Unlimited
Logs	✓	✓	✓	✓	✓	✗
Training	Free (On-site/Online)	Extra Charge (On-site/Online)	Free Unlimited online training	Extra Charge (Remote)	Free	Included in the onboarding fee of \$499 (one-time payment)
Implementation	Free Implementation with no set-up cost; Any request for after-sales implementation is free Implementation and onboarding can be provided remotely or on-site	Extra Charge (Depending on the Channel Partner that will implement) One example is ZoSuccess Channel Partner costing USD 999 for the implementation of Zoho CRM Enterprise with 2 weeks implementation, data migration, training, and deployment	Extra Charge (depending on the Channel Partner)	Sales Hub Advanced - USD 4,000 (Remote) Marketing Hub Advanced - USD 8,000 (Remote) Service Hub Advanced USD 3,000 (Remote) CMS Hub Enterprise USD 2,000 (Remote)	Free Receive custom onboarding via our implementation team to streamline your Pipedrive setup	Onboarding fee of \$499 (one-time payment) Personal support to achieve 3 specific business goals in only 60 days
Customer Support	24/7	24/7	24/7	7:00 A.M. to 8:00 P.M. EST	24/7	24/7
Custom Fields	Unlimited	500 fields/module	900 maximum hard limit on the total custom fields per object allowed	1,000 custom properties	Unlimited	150 fields
Workflow Automation	Unlimited	150 rules/module (maximum 100 active) 10 conditions/rule 2500 rules per org (maximum 2000 active)	2,000	1,000	100	Unlimited
Multi Language	✗	✓	✓	✓	✓	✗
Data Storage	15 GB	5GB plus 1GB/user license Additional File Storage (for Org): USD 4/month for 5GB	10 GBplus 2GB of file storage per user license	Dependent on the limitation per object	Unlimited	Unspecified
Data back-up	Free (Hourly / Daily / Weekly / Monthly) Complete backup upon request	4 free data backups per month (Additional data backup request USD 12)	Extra Charge Exported backup data is only available for download for 48 hours.	Extra Charge Via Channel Partner	Free (Nightly)	Export contacts option only Otherwise, a channel partner can provide the back-up service

TEAM & WORKSPACE	SAPHYTE	ZOHO	SALESFORCE	HUBSPOT	PIPEDRIVE	KEAP
IP Whitelisting	✓	✓	✗	✗	✓	✗
Full Web Interface	✓	✓	✓	✓	✓	✓
Mobile App (iOS & Android)	✓	✓	✓	✓	✓	✓
Dedicated Account Manager	Free	Extra Charge (Connect to Partners)	Free	Extra Charge Depending on the consultation service selected	Free	Included in the onboarding fee of \$499 (one-time payment) Personal support to achieve 3 specific business goals in only 60 days

SUPPORT (Connect)	SAPHYTE	ZOHO	SALESFORCE	HUBSPOT	PIPEDRIVE	KEAP
Ticketing System	✓	Zoho Desk - Free (3 agents) Starts with USD 14 per agent per month for the minimum Standard plan	✓	✓	✗	✗
Live Chat	✓	✓	✓	✓	✓	✗
Client Portal	24/7	24/7	24/7	7:00 A.M. to 8:00 P.M. EST	24/7	✗
Knowledge Base	Free (On-site/Online)	Extra Charge (On-site/Online)	Free Unlimited online training	Extra Charge (Remote)	Free	Extra Charge (Connect to partners)



Offerings Limitations Comparisons

The below slides provide the comparison of what Saphyte offers versus the other top competitors with regards to the limitation of offerings and what costs it entails for add-ons.

Offerings	SAPHYTE	ZOHO	SALESFORCE	HUBSPOT	PIPEDRIVE	KEAP
Contacts	Unlimited	USD 4 per 100 MB	Unlimited	First 10,000 - USD 0 10,001 to 50,000 - USD 100/mo per 10,000 50,001 to 100,000 USD 90/mo per 10,000 100,001 to 200,000 USD 80/mo per 10,000 200,001 to 500,000 USD 70/mo per 10,000 500,001+ USD 60/mo per 10,000	Unlimited	Limited per plan Max contacts = 2,500 >2,500 contacts - Custom pricing
Lead Scoring	Unlimited	50 fields/module	2,000/org	25 scoring properties	Unlimited	Limit unspecified
Sales Pipeline	Unlimited	50	Unlimited	100	Unlimited	Limit unspecified
Product Catalog	Unlimited	Limit unspecified	1,500	Limit unspecified	Limit unspecified	Limit unspecified
Email Analytics	Included	Included	Extra charge (included in Pardot)* Min. USD 1250 per month up to 10,000 contacts billed annually	Included	Included	Included
Drip Campaign	Included	Included	Extra charge (included in Pardot)	Included	✗	Included
Bulk Email	100,000 Emails/Month	2,000/day/org Cap of 60,000 emails per month Additional charges apply in increasing the limit	Number of user licenses multiplied by 1,000; maximum 1,000,000	20X contact tier email send limit per calendar month Transactional Email Add-On - USD 600 per month	Limit unspecified 100 emails in each group email	Unlimited
Custom Email Templates	Unlimited	Unlimited	Unlimited	5,000	Unlimited	Limit unspecified
Marketing List/Segmentation	Included	5 (active or inactive) 20 (unpublished o draft)	Extra charge (included in Pardot)	Included	Included	Included
Email Opt Out	Included	Included	Extra charge (included in Pardot)	Included	Included	Included
Email Authentication	Unlimited Domains	20 Domains	Extra Charge	Unlimited	Limit unspecified	Limit unspecified
Landing Pages	Unlimited	Extra Charge Included in the Zoho Commerce module USD 175 per month	Extra charge (included in Pardot)	10,000	✗	Limit unspecified
A/B Testing Campaign	Included	Included	Extra charge (included in Pardot)	Included	✗	Included

*Pardot, a B2B marketing automation module by Salesforce (Minimum USD 1250 per month up to 10,000 contacts billed annually)

✓ Available ✗ Not Available ☐ Limitations/Conditions Applied

Offerings	SAPHYTE	ZOHO	SALESFORCE	HUBSPOT	PIPEDRIVE	KEAP
Webforms	Unlimited	100 forms per module	Extra charge (included in Pardot)	10,000	Extra charge USD 39 per month	Limit unspecified
Calendar Booking	Unlimited	Limit unspecified	Extra Charge	10,000	Limit unspecified	Limit unspecified
Custom Fields	Unlimited	500 fields/module	900 per object	1,000	Unlimited	150
Workflow Automation	Unlimited	Limit unspecified	1,500	Limit unspecified	Limit unspecified	Limit unspecified
Ticketing System	Included	Zoho Desk - Free (3 agents) Starts with USD 14 per agent per month for the minimum Standard plan	Included	Included	×	×
Client Portal	Unlimited	Extra Charge	USD 2 per log in or USD 5 per member	Extra Charge	×	×
Data Storage	15 GB	5GB plus 1GB/user license Additional File Storage (for Org): USD 4/month for 5GB	10 GB plus 2GB of file storage per user license	Dependent on the limitation per object	Unlimited	Limit unspecified
Data back-up	Free	4 free data backups per month (Additional data backup request USD 12)	Extra Charge	Extra Charge	Free	Export contacts option only Otherwise, a channel partner can provide the back-up service
Training	Free (On-site/Online)	Extra Charge (On-site/Online)	Free Unlimited online training	Extra Charge (Remote)	Free	Included in the onboarding fee of \$499 (one-time payment)
Implementation	Free Implementation with no set-up cost; Any request for after-sales implementation is free Implementation and onboarding can be provided remotely or on-site	Extra Charge (Depending on the Channel Partner that will implement) One example is ZoSuccess Channel Partner costing USD 999 for the implementation of Zoho CRM Enterprise with 2 weeks implementation, data migration, training, and deployment	Extra Charge (depending on the Channel Partner)	Sales Hub Advanced - USD 4,000 (Remote) Marketing Hub Advanced - USD 8,000 (Remote) Service Hub Advanced USD 3,000 (Remote) CMS Hub Enterprise USD 2,000 (Remote)	Free	Included in the onboarding fee of \$499 (one-time payment)
Dedicated Account Manager	Free	Extra Charge (Connect to Partners)	Free	Extra Charge Depending on the consultation service selected	Free	Included in the onboarding fee of \$499 (one-time payment)
Customizable Dashboards	Unlimited	Unlimited	Up to 10 per org	50	Unlimited	Limit unspecified
Reports	Unlimited	Unlimited	2,000	30 reports per dashboard	Unlimited	Limit unspecified

*Pardot, a B2B marketing automation module by Salesforce (Minimum USD 1250 per month up to 10,000 contacts billed annually)

✓ Available ✗ Not Available ☐ Limitations/Conditions Applied



CRM Pricing Comparison

The below slides break down the comparison of the pricing of each subscription in the highest plan and how Saphyte's pricing compares with the other top CRM providers when availing a complete suite CRM.



Plan	Free Trial	Billed Monthly	Billed Annually
Enterprise	10 days	\$99/User	\$90.8/User

Plan	Free Trial	Billed Monthly	Billed Annually
Ultimate	14 days	\$65/User	\$52/User

Plan	Free Trial	Billed Monthly	Billed Annually
Unlimited	14 days	-	\$300/User

Complete Suite of full Sales, Marketing, Team and Workspace, and /Support features

No extra charges (All modules are included in the USD 99 per user per month subscription)

Any feature request that will benefit all Saphyte's customers will be developed free of charge.

Complete Suite of full Sales, Marketing, Team and Workspace, and /Support features

USD 65 (per user per month)

+

USD 30 (Zoho Marketing Plus(to avail all the marketing features)

+

Minimum USD 27 (Zoho Commerce module (the Landing Page feature is included in this module)

+

Starts with USD 14 per agent per month (Zoho Desk for the ticketing module)

+

Minimum USD 20 (For any other add-ons)

Complete Suite of full Sales, Marketing, Team and Workspace, and /Support features

USD 300 (per user per month)

+

Minimum USD 1,250 per month billed annually (to avail the marketing automation)

+

Extra Charge (Sender Authentication Package (SAP) for Marketing Cloud Email (price depends on channel provider))

+

Minimum USD 5 (For any other add-ons)

Approximate cost excluding Implementation for Complete Suite

Max. USD 99 / User / Month

+

Implementation Cost Free

Approximate cost including Implementation for Complete Suite

USD 99 / User / Month

Approximate cost excluding Implementation for Complete Suite

Min. USD 156 / User / Month

58% higher than Saphyte

+

Implementation Cost (Ranging from USD 999 - USD 8,000)

Approximate cost including Implementation for Complete Suite

USD 1,155 / User / Month

1066% higher than Saphyte

Approximate cost excluding Implementation for Complete Suite

Min. USD 1,555 / User / Month

1470% higher than Saphyte

+

Implementation Cost (Ranging from USD 5000 - USD 100,000+)

Approximate cost including Implementation for Complete Suite

USD 6,155 / User / Month

6521% higher than Saphyte

HubSpot

Plan	Free Trial	Billed Monthly	Billed Annually
Enterprise	14 days	-	\$60,000 Minimum 10 users

To avail the Enterprise plan, Hubspot has a minimum user requirement starting at 10 users.

Complete Suite of full Sales, Marketing, Team and Workspace, and /Support features

Starts at USD 5,000 per month billed at USD 60,000 per year (Minimum of 10 paid users)

+
Minimum USD 100 per month (For any other add-ons)

Approximate cost **excluding Implementation** for Complete Suite

Min. USD 5,100 / Month (10 Users) 415% higher than Saphyte

+
Implementation Cost
(Ranging from USD 2,000 - USD 17,000)

Approximate cost **including Implementation** for Complete Suite

USD 7,100 / Month (10 Users) 617% higher than Saphyte

pipedrive

Plan	Free Trial	Billed Monthly	Billed Annually
Enterprise	14 days	\$119/User	\$99/User

Complete Suite of full Sales, Marketing, Team and Workspace, and /Support features

No extra charges (All modules are included in the USD 99 per user per month)

+
Minimum USD 39 (for any other add-ons)

Approximate cost **excluding Implementation** for Complete Suite

Min. USD 138 / User / Month 39% higher than Saphyte

+
Implementation Cost
Free

Approximate cost **including Implementation** for Complete Suite

USD 138 / User / Month 39% higher than Saphyte

keap

Plan	Free Trial	Billed Monthly	Billed Annually
Max	14 days	\$599 2,500 contacts and 3 users	\$479 2,500 contacts and 3 users

Additional users are USD 29 each.

Complete Suite of full Sales, Marketing, Team and Workspace, and /Support features

Features limitations not disclosed

Approximate cost **excluding Implementation** for Complete Suite

Min. USD 599 / Month (3 Users) 78% higher than Saphyte

+
Implementation Cost
Onboarding fee of \$499 (one-time payment)
Personal support to achieve 3 specific business goals in only 60 days

Approximate cost **including Implementation** for Complete Suite

USD 1,098 / Month (3 Users) 1009% higher than Saphyte



Why Choose Saphyte?

The possibilities are endless

Saphyte is designed with adaptability in mind. We've always wanted clients to be able to adapt to changing business needs and requirements, internal or external, to be more efficient, productive, profitable, and to be able to expand and grow at the end of the day.



We are transparent with our pricing

No hidden and extra charges!



Only pay USD 99 per user per month

To avail the complete suite



Enterprise customers benefit.

When Saphyte releases new features, our Enterprise customers will be able to avail these features for free and without paying extra.



Training available onsite or online

depending on the client's request



Free Implementation.

Need assistance to implement a whole new process in your workspace? Saphyte provides free implementation all throughout the course of your subscription, whenever you need it!



Dedicated Account Manager

As an Enterprise customer, you will be assigned with one dedicated Account Manager for support



24/7 Premium Customer Support

Our Support Team is available 24/7 to support you. We even provide one-on-one training to our new clients for FREE!



Scaling Up

and needing extra contacts, forms, custom fields, etc.? No problem! We do not charge you extra. As long as you are subscribed, **you remain paying USD 99 per user per month — nothing more, nothing less!**

What value can you get from Saphyte?

1

Save money.

Cut costs on the hefty price tags of implementation and maintaining other subscriptions to streamline your business processes. Our customers have zero risk as we provide onboarding, implementation, and training that come free of charge in the subscription. Moreover, Saphyte is an ecosystem that provides you with all the tools you need to manage your customers in one platform.

2

Protect your business.

Saphyte helps foster accountability among your team using logs that trace and record every activity that has transpired within your workspace. Plus, Saphyte helps you preserve not only the integrity of your data but also your organization by easily implementing access rights to each user in your organization.

3

Never miss another lead.

Saphyte CRM has been designed to enable companies to better manage sales teams and the sales process. Saphyte automates lead captures, assignation, escalations, and more and the result = you will never miss another lead again.

4

Increase your profitability.

Saphyte CRM has been designed to maximize the efficiency of sales teams, resulting in more revenue being generated and less time wasted on manual processes. The result = increased revenues and up to double your profitability.

5

A proven sales ROI campaign with every marketing campaign.

Saphyte is a holistic CRM designed with all the functionality to capture tangible results from all of your marketing activities. The result = the ability to always identify the best revenue performing strategies.

6

Helps you outsmart your competitor.

Saphyte enables you to produce reliable results and reduce the 'trial and errors' in comparison to your competitor's mistakes through its powerful automation and advanced technology.

7

Reduced training time and costs.

Saphyte is built with an intuitive design that makes it easy to use therefore reducing the time needed for its users to learn the system. Plus, Saphyte offers free unlimited training to its customers that helps our customers save more money.



Saphyte
ENDLESS POSSIBILITIES

Book a demo to grow your business with Saphyte

WEBSITE
www.saphyte.com

EMAIL
info@saphyte.com

FOR U.A.E. RESIDENTS
800 - 727 4983

FOR NON U.A.E. RESIDENTS
+971 4 388 5696