COPPER AND BITRIX24

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1. Copper

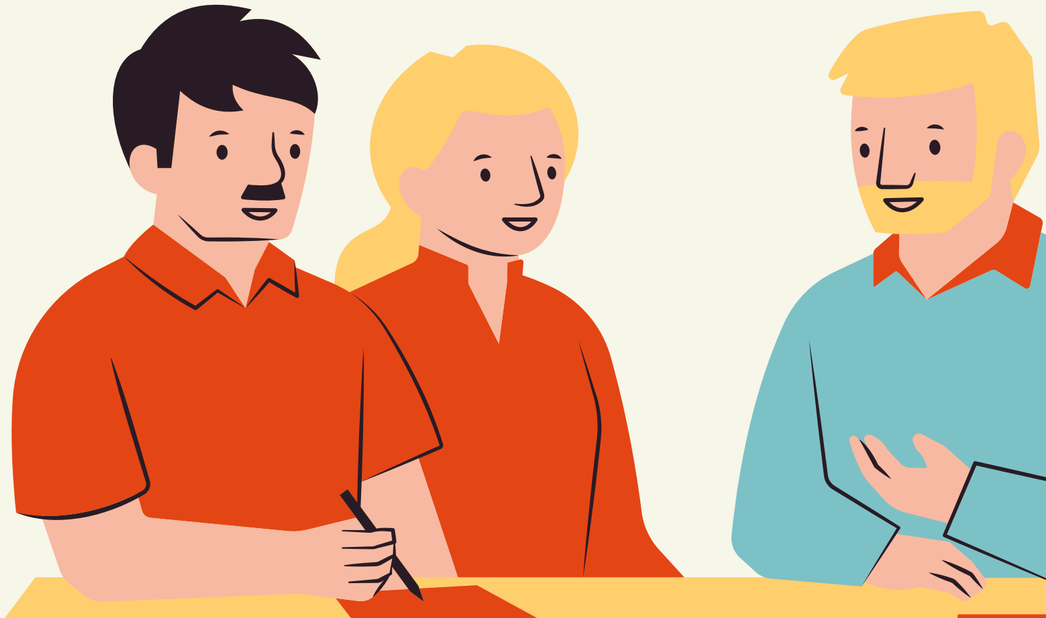
:copper

INTRODUCTION

Copper is a customer relationship management (CRM) platform designed for easy integration with Google Workspace.

INFRAESTRUCTURE

Copper CRM uses cloud storage for all its customers, allowing greater flexibility, ease of maintenance and security.



BATABASE MANAGER

Copper offers a cloud-based service that secret the details of the database structure to users.

SECTORS USING COPPER

Technology

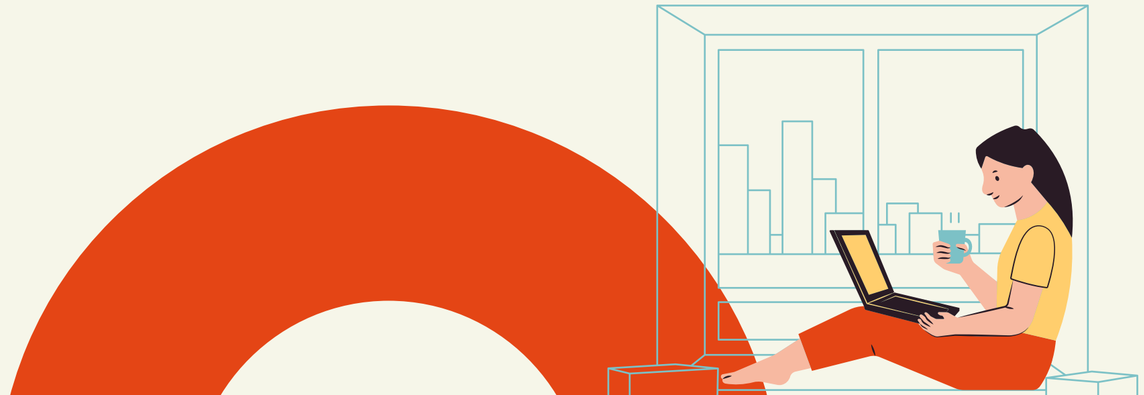
Companies looking to automate sales processes and improve customer relationship management.

Education

Institutions that require efficient management of relationships and communication with students and parents.

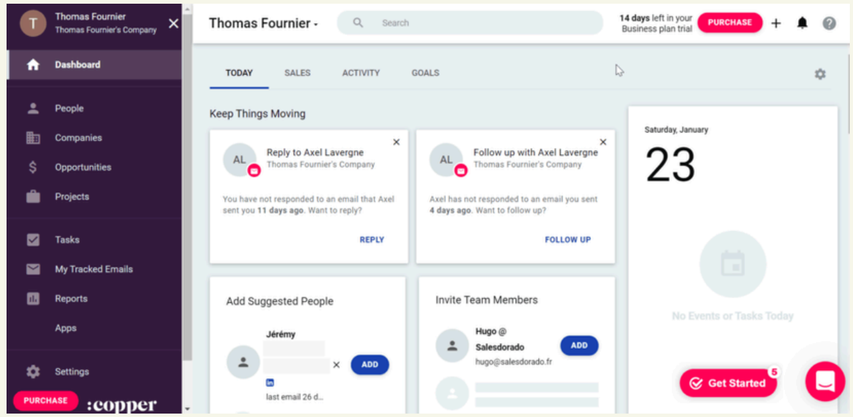
Marketing

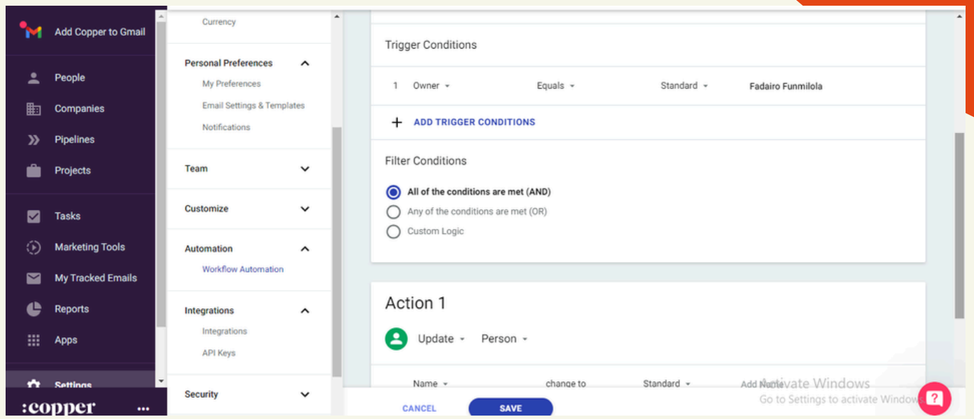
Agencies using Copper to effectively manage campaigns and client relationships.



INSTALING AND TEST

Copper offers a 14-day free trial. After that, paid plans start at $29 per month.





EMPLOYMENT

There are no jobs related to this CRM on job sites such as Linkedin or Infojobs.

COST

Basic Plan

- Cost: €19 per user per month
- Limited to 3-5 users
- Up to 30,000 records
- 5 custom fields
- 2 GB of storage

Profesional Plan

- Cost: €49 per user per month
- Unlimited users
- Up to 100,000 records
- 25 custom fields
- 200 GB of storage

Business Plan

- Cost: 119€ per user per month
- Unlimited users
- Up to 500,000 records
- 100 custom fields
- 500 GB of storage

2. Bitrix24

Bitrix24

INTRODUCTION

Bitrix24 is an online platform that provides tools for business management and task automation.

INFRAESTRUCTURE

Cloud Servers

- Uses Amazon Web Services servers for its cloud version.
- The data centres are located in the United States and European Union
- They offer scalable storage from 1 TB to 100 TB, depending on the plan.
- They guarantee a monthly uptime of 99.99% and an SLA of 99.95%.

Private Servers

- Offers a local version that can be installed on the company's own servers.
- This option allows full control over data and access to it.
- It provides full access to the source code for customisations.
- It is ideal for companies with specific security requirements or that need to keep data on their own premises.

BATABASE MANAGER

Bitrix works with a "secret" database manager

SECTORS USING BITRIX24

Restaurants

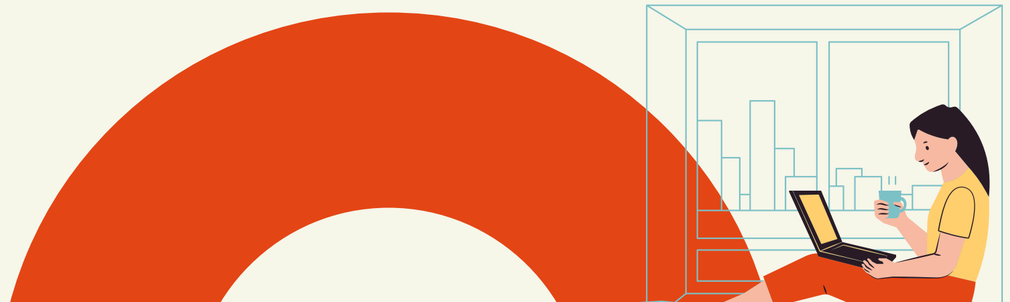
To inventory management, sales management and digital marketing campaigns.

Transport

Helps optimise internal management and develop B2B relationships.

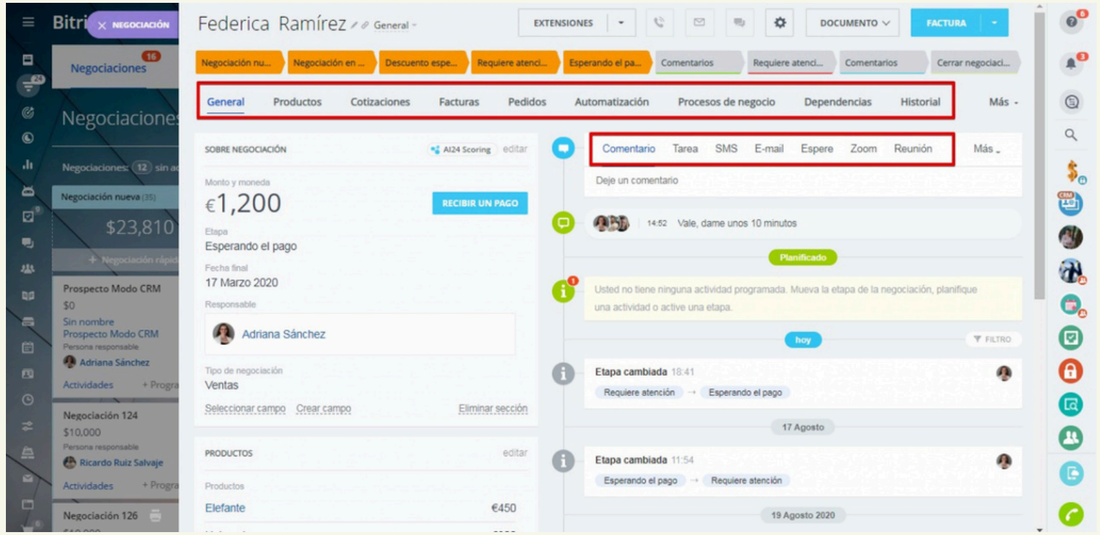
Travel Compaines

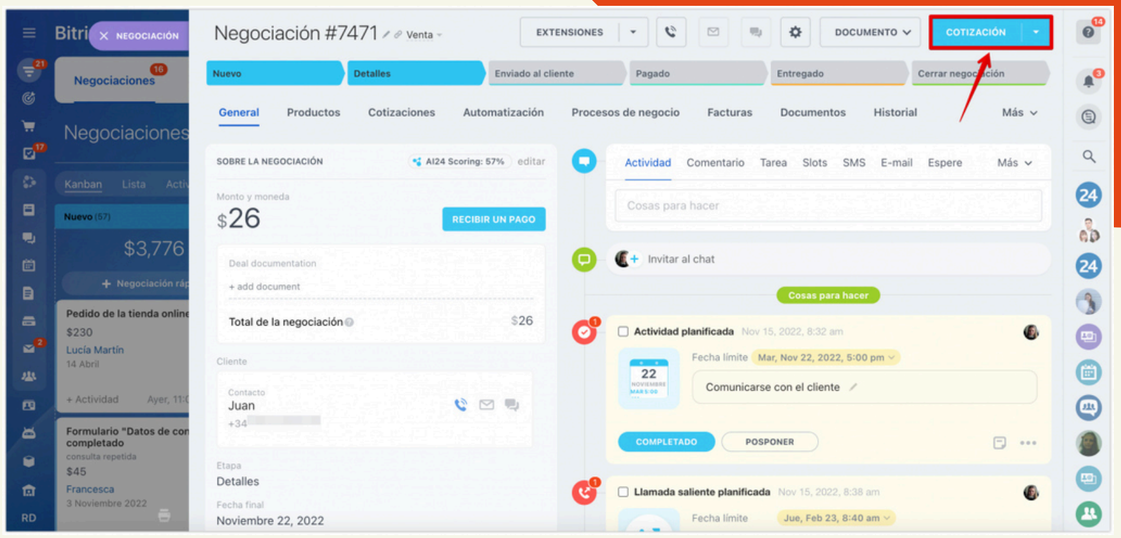
Adapts to the needs of travel management, task scheduling and activity planning.



INSTALING AND TEST

Bitrix24 offers a 15 days free trial version that gives users access to the features of the Professional plan.





EMPLOYMENT

There are no Bitrix24-related vacancies on the major job platforms.

COST

Free Plan

Free, with basic CRM, invoices and calendar functions.

Basic Plan

Basic Plan: 48.03€ per month, for up to 5 employees. Includes more advanced CRM and other functionalities.

Standard Plan

97.04€ per month, for companies with 50 employees. Offers advanced CRM, marketing and more storage capabilities.

Professional Plan

195.06€ per month, for an unlimited number of employees. Includes all the features of the previous plans plus additional features.

Enterprise Plan:

Designed for 101 to 10,000 users, with storage from 1TB to 100TB. The exact price is not mentioned, but it is described as very affordable.

THANKS