**CRM Prices: How Much Is it?**

If you have a sales department in your business, then you already know what CRM, Customer Relationship Management software, is. You also know that at times it can be aggravating to try to figure out. In a fantasy world, every vendor would have a list of prices that was straightforward and broke everything down into cost per user. Unluckily, for business owners, this isn’t a fantasy world and vendors are often pretty closed mouthed about CRM prices. Below you will find some tips for determine what CRM prices are.

**Determining CRM System Cost**

Anytime a new company decides to purchase CRM software, price quickly becomes a consideration. Oftentimes the budget the company has doesn’t allow for much money to be spent, but the owner realizes that the system is important.

The first thing you need to realize is that just like any other system on the market, CRM systems vary from system to system. Making sure that you do your research and pay attention to every offer is extremely important if you want to get the best price possible.

**Pricing Structures**

Most CRM system vendors have different levels of price when it comes to their systems. This differentiated structure is broken down into two or three different levels. These levels of course, have prices that are higher, the higher level you choose. This allows businesses to choose the level of CRM that works the best for their company’s needs.

It is possible at times to find a CRM vendor who will give free limited options to the company with the option to upgrade to a version that you have to pay for later on down the line, if you so choose.

**Main Differences in Pricing**

There are a few factors that you need to add in when determining the level of service you want from your CRM system. Some of the higher levels offer services such as technical support any time of day or night and a bigger storage space in the cloud. You of course, pay for these luxuries, but if your business warrants the expenditure, then it is well worth the price.

There are a few other factors that can change the price of the CRM system you are using. The factors include:

* Proprietary solutions by the vendors
* Integration systems for email
* Custom modules
* Access to the help desk
* Many other extras

If you are new to running a business and are looking to get CRM systems for your customer relations, then you will want to compare prices before you do much more. Make sure that you do your research and don’t go with the first CRM systems provider you run across. The different levels are important according to what you need for your business, however, your budget is important as well. You want the best CRM system for your business at the best prices you can find. EZnet CRM is one of the best out there. Checking them out is only in your businesses best interest.