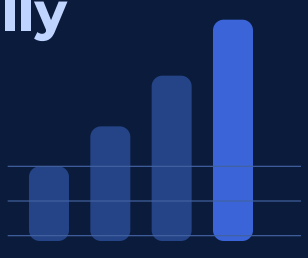
Complete CRM Cost Breakdown:

What Does CRM Software Really Cost for a Growing Business?

Budget for licences, rollout and the cost of running your CRM as you grow.



CRM pricing tiers

PLAN	USD / USER / MONTH
Free	$0
Basic	$10–$30
Mid-range	$40–$100
Advanced	$100–$300+
Enterprise	Custom pricing

Illustrative estimates. Vendor prices may vary.

CRM cost components

- **User licences** — Seats and plan fees
- **Implementation** — Setup and configuration
- **Data migration** — Clean and import records
- **Third-party integrations** — Connect other tools
- **Employee training** — Onboard your team
- **Maintenance** — Ongoing admin and upkeep

Hidden costs

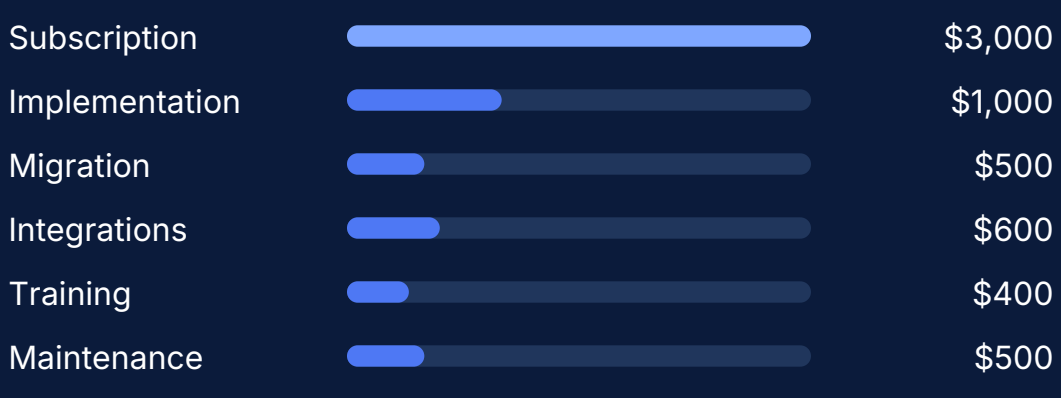
- Additional storage
- Premium support
- Custom development
- API usage
- Advanced automation
- Future upgrades

First-year cost for 10 users

ILLUSTRATIVE FIRST-YEAR TOTAL

$6,000

$25 per user per month for the subscription alone



Illustrative estimates. Vendor prices may vary.

Five steps to choose a CRM

1. Identify requirements
2. Compare pricing
3. Evaluate scalability
4. Check integrations
5. Calculate ROI

Complete CRM Cost Breakdown Guide

Use this guide to build your shortlist and budget.

Book a demo →