

Nimble CRM

The must-have intelligent social sales and marketing CRM for SMBs



What is Nimble CRM?

Nimble CRM is the smart and simple social sales and marketing tool that's perfect for the small business user. It works by building a CRM system around the way you work, creating intelligent ways for you to engage with customers at any point of the sales funnel.

It natively works alongside popular Microsoft software such as Office 365,

Outlook, Skype and even Dynamics CRM by syncing your contacts, emails, calendars, and a lead or customer's social history into one single place. Plus, you can access Nimble CRM quickly and easily through your web browser or via the downloadable app, meaning there's no software to download so you can build your CRM as you work.



“Early adopters of social CRM received an 11.8% productivity boost amongst their team when using the software.”

- **Nucleus Research, Survey of 223 CRM decision makers**



A social CRM that builds around the way you work

CRM systems are often notorious for their complexities and intricacies when entering data manually or via import and export. They sometimes require lengthy system setup and network implementation, which can take up extra time and resources, plus they often require training for your sales and marketing teams to use. Combine all these little luxuries together and it's easy to see why small to medium-sized businesses choose to dedicate their resources into more profitable projects instead.

Nimble CRM is different. It works inside your Office 365 or Outlook to extract contact information via its enriched AI browser plug-in so you don't have to, leaving you free to maximise sales opportunities and build better relationships with prospects and current customers.

Going mobile with Nimble CRM

With 130,000 users worldwide, Nimble is one of the most popular social selling applications on the market. Designed for easy usability, its mobile-first design allows you to leverage opportunities in a way no other CRM has been able to do before. With 100+ app integrations including MailChimp, Hootsuite, Shopify and Quickbooks, your employees can instantly work together to deliver targeted outbound sales and marketing campaigns.

The Nimble CRM mobile app gives you true mobility. It presents clear and concise contact company details, allows your employees to sync their calendar to deliver a daily agenda, and follow up on daily notes and tasks. Using the mobile app means your sales representatives have access to everything they would usually see on their desktop directly from their smart device. No fumbling for names, notes or what the client is interested in. Everything is at your fingertips.

“Sales representatives saw their productivity increase by 14.6% when using mobile capabilities in a CRM application.”

- **Nucleus Research, Survey of 223 CRM decision makers**



Case study

The Issue

Your company is on Office 365 calendar, email, and contacts but you do not have a shared collaboration space for sales & marketing to your customers. You need a space to make sure your team is on the same page with minimal internal administration.

The Solution

Nimble CRM connects your Office 365 calendar, email, and contacts in a cloud solution to make it easier to engage with your contacts and prospects that matter the most. In addition to giving your team a simple place to collaborate, Nimble CRM is easy enough to deploy without IT and does not require an administrator to manage and set up the account. Nimble is focused on adding easy insights and collaboration to Office 365 teams, so you can focus more on your customers and less on data maintenance.

The Benefits

- Get instant social business insights on companies and people within Office 365.
- Connect your Office 365 team communications and contacts in a simple to use and seamlessly integrated cloud CRM solution.

Features

Nimble CRM can be purchased as part of three different packages and ultimately depends on the size of your business.

Feature	Business	Team	Enterprise
Number of Contacts	25,000	200,000	500,000
Storage per License	2GB	10GB	20GB
Group messages per day (limit for every user)	100	200	300
Prospector Leads (per month)	100	300	1,000
Advanced Search (including social data)	✓	✓	✓
Messages, Calendar, Contact Integration	✓	✓	✓

Feature	Business	Team	Enterprise
Social Network Integration	✓	✓	✓
Custom Fields	✓	✓	✓
Email Templates	✓	✓	✓
Nimble Contacts Browser Extension	✓	✓	✓
Unlimited Office Contacts Add-in	✓	✓	✓
Mobile Apps	✓	✓	✓
Deals	✓	✓	✓
Reports	✓	✓	✓

Why choose Nimble CRM?

Eliminate manual data entry

Pulls through contact information automatically and eliminates need to enter details manually, saving you time.

Increase customer reach

Segment data and provide personalised emails where you can track and analyse the results, making business easier to manage.

Boost sales opportunities

Enables your employees to view the sales forecast and use the deal tracker feature to connect all contacts and activities for full pipeline visibility. needs are met.



Why choose Nimble CRM?

Easy to use dashboards

Allows your teams to easily manage daily relationships by using simple dashboards with access to real-time data for improved team collaboration.

Award-winning software

Nimble CRM was rated #1 for customer satisfaction for the fourth consecutive year by G2 Crowd in 2017, so you know their software is trusted.

Mobile-first design

Work on the move with mobile and browser apps. It's the only relationship manager and personal agenda tool you need.

Start building meaningful customer relationships with the intuitive and intelligent social CRM from Nimble.

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