Top 10 Selection Criteria for CRM Buyers

The chart below lists the key criteria for selection of a CRM solution, comparing the three major mid-market CRM providers *[A = Highest Rating]*

Key Criteria	Commence Corp. Commence®	Front Range Solutions Goldmine® FrontOffice	Interact Commerce SalesLogix®
1. Ease of Use	A	B	C
2. Extent of Functionality	A	B	A
3. Customizability	A	*B	*B
4. Ease of Implementation	A	B	C
5. Stability of Product	A	A	A
6. Price Per Seat Server Cost	$Low-Med Included	> **$Med-High Additional	> **$Med-High* Additional
7. Implementation Cost	Low	Medium	High
8. Quality Support Channel	Yes	Yes	Yes
9. Legacy System Support	B	B	B
10. References	A	A	A

* Requires professional developers
** Pricing for marketing, sales and customer support applications

- Source for Key Criteria: Customer Relationship Management Magazine
- Ratings determined from information gathered by Commence Corporation

You be judge and compare our solution against the others. Commence is the clear *winner* when it comes to the key criteria that should drive your decision process.