

Compare Oracle CRM vs. Microsoft Dynamics 365

If you wish for an effective CRM Software product for your company you need to take time to evaluate several alternatives. It doesn't have to be difficult, and can be as easy as matching their functionalities in a table like the one below. You will also get a quick idea how each product operates. For example, on this page you can find Microsoft Dynamics 365's overall score of 9.2 and compare it against Oracle CRM's score of 8.7; or Microsoft Dynamics 365's user satisfaction level at 96% versus Oracle CRM's 99% satisfaction score. The evaluation will help you find out the pros and cons of each service, and choose which one suits your requirements better. On top of the rich features, the application which is simple and intuitive is always the better product. At the moment, the leading solutions in our CRM Software category are: Pipedrive, HubSpot CRM, Freshdesk.

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Compare
 ---select option---

Oracle CRM

VS

Microsoft Dynamics 365

VS

HubSpot CRM

VS

FREE
Partner

Score	Our Score	Our Score	Our Score
	8.7 <small>?</small>	9.2 <small>?</small>	9.8 <small>?</small>
Client Experience	Client Experience	Client Experience	Client Experience
	99% <small>?</small>	96% <small>?</small>	99% <small>?</small>
Price	\$75.00	\$40	free

Price Scheme

Monthly payment | Annual Subscription

Monthly payment | Quote-based

Free

Full Review

[Review of Oracle CRM](#)

[Review of Microsoft Dynamics 365](#)

[Review of HubSpot CRM](#)

General Info

Oracle CRM handles all customer relationship management issues and business processes on a single platform, and offers a variety of deployment methods.
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Cloud-based CRM solution Microsoft Dynamics 365 is a repackaged version of the former Dynamics CRM Online tool.
[Read More](#)

HubSpot CRM is the winner of our 2018 Best CRM Award. It is a free CRM platform that offers a powerful set of tools that can transform the way your team works.
[Read More](#)

Easy Links

[Overview of Oracle CRM](#)

[Overview of Microsoft Dynamics 365](#)

[FREEVISIT WEBSITE Overview of HubSpot CRM](#)

Client Types

Small Business | Large Enterprises | Medium Business | Freelancers

Small Business | Large Enterprises | Medium Business | Freelancers

Small Business | Large Enterprises | Medium Business

Popular Clients

Covirán, Ashley Furniture, Delta Airlines, Hitachi Solutions

TUI Travel, ABBYY, Shoretel

List of Features

Oracle CRM FEATURES

- Social CRM
- Customer data integration
- Quote and order capture
- Partner relationship management
- Business Intelligence (BI) applications
- Price Management
- CRM gadgets
- Self-service and eBilling
- Integration to Siebel CRM

Show Less

Microsoft Dynamics 365 FEATURES

- Customer insights
- Editable grids
- Web API enhancements
- Activity sorting control
- Programmatic management of product properties
- Define access permission for modular business apps
- Use form scripts to add icons with tooltip text for view columns
- Client APIs for creating and managing records in Dynamics 365 mobile clients
- Server-to-server authentication
- Process enhancements
- Sitemap designer for apps
- Power BI
- Dynamics 365 app for Outlook
- Cortana Integration
- Customize views
- Deal and Task Board
- Hubspot Marketing Synchronization
- Drag and Drop Communicator
- Email Integration
- Phone Integration
- Website Integration
- Enrichment
- Social Media
- Company Database
- Website Visitors
- Email Connections
- Sidekick Integration
- CRM Details
- Templates, Tracking, and Scheduling

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Integrations

Oracle CRM integrates with the following systems and applications:

- Siebel CRM
- Oracle E-Business Suite
- JD Edwards EnterpriseOne
- Lotus Notes
- Microsoft Office

[Read More](#)

- Sharepoint
- Outlook
- Exchange
- Yammer
- One Note
- Power BI
- Office 365
- Dynamics AX
- Dynamics GP
- Dynamics NAV
- ESB Integration

[Read More](#)

HubSpot supports integrations with the following business systems and applications:

- GoToWebinar
- Salesforce
- Pocket
- Instapaper
- Magento
- Zapier
- Wistia
- LeadPages
- SurveyMonkey
- Shopify
- Brightinfo
- Invoca
- SlideShare
- Eventbrite
- WordPress
- Google Chrome
- Google Drive
- DropBox
- Sidekick
- Base CRM
- Pipedrive CRM
- Bigcommerce
- Snapengage
- Gravity Forms
- DataHero
- Wufoo Forms
- Uberflip
- Netsuite
- Zoho CRM
- SugarCRM

- ReadyTalk
- GoChime
- Zerys
- Scripted
- Microsoft Dynamics
- Membrain
- RelateIQ
- Perfect Audience
- HelloSign
- Appcues
- Infer

[Read More](#)

OS Supported

Windows Linux
 Android iPhone/iPad
 Mac Web-based

Windows Android
 Mac Web-based

Windows Android
 iPhone/iPad Mac
 Web-based Windows Mobile

Contact Address

Oracle Corporation
 500 Oracle Parkway, M/S 5op7
 Redwood Shores, CA 94065
 USA

Microsoft Headquarters One Microsoft
 Way Redmond, WA 98052

25 First Street, 2nd Floor
 Cambridge, MA 02141
 USA

Pricing Details

[Learn more about Oracle CRM pricing](#)

[Learn more about Microsoft Dynamics 365 pricing](#)

[Learn more about HubSpot CRM pricing](#)

Languages




English, China, Germany, India, Japan



English, Dutch, Polish, Turkish, Swedish





English

Vendor Email

Support Types

 Phone  Live Support
 Training

 Phone
 Ticket

 Phone  Live Support
 Ticket  Training

Phone No.

1-800-633-0738

1-888-477-7989

+1-888-482-7768

Pricing Info

Oracle CRM is sold on demand, starting from **\$75 per month**, calculated on the basis of an annual subscription. There are two payment plans that don't require annual commitment:

- **Standard Version \$90/user/month** – the maintenance and upgrading schedule is determined by Oracle.
- **Enterprise Version \$125/user/month** – the maintenance and upgrading schedule is determined by the customer.
- **Self-Deployed Version \$110/user/month** – the customer gets to deploy the CRM.

For more information on the pricing, please contact the company directly.

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Dynamics 365 Plan – From \$210/user per month

- Finance and Operations
- Retail
- Talent
- Sales
- Customer Service
- Project Service Automation
- Field Service
- Microsoft Social Engagement
- PowerApps

Additional users:

- Team Members – \$8/user per month
- Operations Activity – From \$50/user per month
- Operations Devices – From \$75/device per month

Unified Operations Plan – From \$190/user per month

- Finance and Operations
- Retail
- Talent
- PowerApps

Additional users:

- Team Members – \$8/user per month

Free

- Lead analytics dashboard
- Lead flows
- Collected forms
- Contact activity
- Contact management
- Contact & company insights

Starter – \$50/month

- All Free features, plus:
- HubSpot branding removed
- Custom form fields
- Phone & email support

Basic – Starting at \$200/month (billed annually)

- All Starter features, plus:
- Blog & content creation tools
- SEO & content strategy
- Mobile optimization
- Social media
- Email marketing
- Calls-to-action
- Landing pages
- Analytics dashboards
- Standard SSL certificate
- Subdomain availability
- Limited to 3,000 website sessions/month

- Operations Activity – From \$50/user per month
- Operations Devices – From \$75/device per month

Customer Engagement Plan –
\$115/user per month

- Sales
- Customer Service
- Project Service Automation
- Field Service
- Microsoft Social Engagement
- PowerApps

Additional users:

- Team Members – \$8/user per month

Applications and Offers – From \$40 to \$170/user per month

- Retail
- Talent
- Sales
- Customer Service
- Project Service Automation
- Field Service
- Microsoft Relationship Sales
- PowerApps

Additional users:

Professional – Starting at \$800/month (billed annually)

- All Basic features, plus:
- Marketing automation
- Goal-based nurturing
- Salesforce integration
- Smart content
- Attribution reporting
- User roles
- A/B testing
- Comes with unlimited website sessions

Enterprise – Starting at \$2,400/month (billed annually)

- Custom revenue reporting
- Custom event reporting
- Custom event triggers
- Predictive lead scoring
- Contacts reporting
- Company reporting
- Event-based segmentation
- Comes with unlimited website sessions

Show Less

- Team Members – \$8/user per month

All Plans include:

- Data security
- 99.5% uptime SLA
- Office 365 integration
- Phone and web support

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Compare Products



Compare with CueMonk

Compare with Less Annoying CRM

Compare with Expand ERP

Compare with YetiForce CRM



Compare with MyFeelBack



Compare with Sage CRM



Compare with Gincore

Compare with Appcues



Compare with KarmaCRM



Compare with TRACK Hospitality Software

Compare with Sailthru

Compare with Zoho CRM

Compare with EPESI



Compare with SAP CRM



Compare with Saleswah CRM

Compare with LeadSquared Sales + Mobile CRM



Compare with Drip

Compare with AccountingHub

Compare with AskNicely



Compare with Wantoo



Compare with Bright Pattern



Compare with Barefoot Agent

Compare with Salesnet



Compare with myfairtool



Compare with TrustSpot



Compare with Shore



Compare with Apptivo



Compare with Data2CRM Migration



Compare with PowerReviews



Compare
with
SeatAdvisor

Popular Alternatives

Product name
Score

Odoo Alternatives
9.0

vCita Alternatives
8.8

wizehive

WizeHive Grant Manager Alternatives
8.6

BAREFOOT
TECHNOLOGY CONSULTING

Barefoot Agent Alternatives
7.5



CustomerlCare Alternatives
7.0

Product name
Score



Microsoft Dynamics 365 Alternatives
9.2

Workbooks Alternatives
9.0



Veeva CRM Alternatives
8.9

Solve CRM Alternatives
8.1

feedbacklife

Feedback Lite Alternatives
7.0

Product name
Score

Pipedrive Alternatives
9.5

PipelineDeals Alternatives
8.9

ManageEngine ServiceDesk Alternatives
8.7



SapphireOne Alternatives
7.4



Movegistics CRM Alternatives