

Customer Relationship Management Market by
Component (Software and Service), Deployment
Model (On-premise, Cloud, and Hybrid) Organization
size (Large Scale, Small & Medium Size Enterprise)
Application (Customer Service, Customer, Experience
Management, CRM Analytics, Marketing Automation,
Salesforce Automation and Others), and Industry
Vertical (BFSI, Healthcare, Energy & Utility, IT &
Telecommunication, Retail & E-commerce,
Manufacturing, Government & Defense, Media &
Entertainment and Others): Global Opportunity
Analysis and Industry Forecast, 2020-2027

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Abstracts

Customer relationship management (CRM) includes combination of strategies, technologies and practices that are used by organization to analyze and manage interactions between customer and organization as well as to collect data throughout the customer lifecycle. Its goal is to enhance customer and company relationships and help in customer sustainability and increases the sales growth. Customer relationship management systems gather customer data from all different channels, points of contact, which is work between the customer and the organization. This channel includes the brand website, inbound and outbound calls, direct mail, live chat and social networks. Customer relationship management systems can also provide a customer's detail personal information along with his location, purchase history, buying preferences this will make easy to organization to sustain customer for long time.



Numerous factors such as increasing focus on customer engagement for long time and increasing use of customer relation management software in the small and medium scale enterprises drives the growth of the market globally. Moreover the worldwide acceleration of digital transformation in enterprises due to COVID-19 outbreak boosts the growth of the market. However, lack of security about the privacy of customer information and high initial installation cost of this software may restrain the growth of the market globally. Furthermore, increasing adoption of bring your own device (BYOD) ecosystem due to surge in use of smartphone as well as high operational efficiency and less operational cost of the CRM software will create lucrative opportunity in the CRM market in forecast period.

Customer relationship management market is segmented into component, deployment mode, organizational size, application, industry vertical, and region. By component, it is bifurcated into software and service. Depending on deployment mode, it is categorized into on-premise, cloud, and hybrid. On the basis of organization size, it is categorized into large scale and small and medium size enterprises. As per industry vertical, it is classified into BFSI, healthcare, energy & utility, IT & telecommunication, retail & ecommerce, manufacturing, government & defense and others. Region wise, the market is analyzed across North America, Europe, Asia-Pacific, and LAMEA.

This report gives an in-depth profile of some key market players in the customer relationship management market, which include Insightly, Inc., Microsoft Corporation, Netsuite Inc., Oracle Corporation, Pegasystems, Sage Group plc, Salesforce.com, Inc, SAP SE, SugarCRM, and Zoho Corporation Pvt. Ltd.

KEY BENEFITS FOR STAKEHOLDERS

The study provides an in-depth analysis of the customer relationship management market along with the current trends and future estimations to elucidate the imminent investment pockets.

Information about key drivers, restraints, and opportunities and their impact analysis on the customer relationship management market size is provided.

Porter's five forces analysis illustrates the potency of buyers and suppliers operating in the customer relationship management.



The quantitative analysis of the customer relationship management market from 2019 to 2027 is provided to determine the Customer relationship management market potential.

KEY MARKET SEGMENTS By Component Software Services By Deployment Mode: On-Premise Cloud Hybrid By Organizational size Large scale Small and medium scale By Application **Customer Service Customer Experience Management CRM Analytics**



Marketing Automation

	Salesforce Automation				
	Others				
By Indi	ustry Vertical				
	BFSI				
	Healthcare				
	Energy & Utility				
	IT & Telecommunication				
	Retail & E-commerce				
	Manufacturing				
	Government & Defense				
	Media & Entertainment				
	Others				
By Region					
	North America				
	U.S.				
	Canada				
	Europe				
	UK				



Insightly, Inc

Microsoft Corporation

Germany

	France				
	Spain				
	Italy				
	Rest of Europe				
Asia-F	Pacific				
	China				
	India				
	Japan				
	South Korea				
	Australia				
	Rest of Asia-Pacific				
LAME	A				
	Latin America				
	Middle East				
	Africa				
KEY MARKET PLAYERS					



Netsuite Inc.

Oracle Corporation

Pegasystems

Sage Group plc

Salesforce.com, Inc

SAP SE

SugarCRM

Zoho Corporation Pvt. Ltd.



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