

Customer Relationship Management (CRM) Software: Market Research Report

https://marketpublishers.com/r/C3CF94B94C4EN.html

Date: January 2015 Pages: 487 Price: US\$ 4,950.00 (Single User License) ID: C3CF94B94C4EN

Abstracts

This report analyzes the worldwide markets for Customer Relationship Management (CRM) Software in US\$ Million by the following Types: On-Premise CRM, and SaaS CRM. The Global market is further analyzed by the following Functional Areas: Sales Force Automation, Customer Support, Marketing Automation, and e-commerce. The report provides separate comprehensive analytics for the US, Canada, Japan, Europe, Asia-Pacific, Latin America, and Rest of World. Annual estimates and forecasts are provided for the period 2014 through 2020. Also, a five-year historic analysis is provided for these markets. Market data and analytics are derived from primary and secondary research. Company profiles are primarily based on public domain information including company URLs. The report profiles 188 companies including many key and niche players such as -

Adapt Software Applications, Inc.

Adobe Systems Incorporated

Amdocs, Inc.

Aplicor, Inc.

Aptean



Contents

I. INTRODUCTION, METHODOLOGY & PRODUCT DEFINITIONS

Study Reliability and Reporting Limitations Disclaimers Data Interpretation & Reporting Level Quantitative Techniques & Analytics Product Definitions and Scope of Study By Functional Area Sales-Force Automation Marketing Automation Service Automation By Delivery Type On-Premise CRM Software-as-a-Service (SaaS) CRM

II. EXECUTIVE SUMMARY

1. INDUSTRY OVERVIEW

Customer Relationship Management (CRM) – An Introductory Prelude CRM Software – The Key Enabler of an Efficient CRM Strategy Key Benefits Encouraging CRM Software Deployments among Enterprises Ranked by Importance Attached by Enterprises Key Business Applications Targeted for CRM Software over the Next Few Years Ranked by Priority Attached by Enterprises Customer-Centric Operations Drives Increased Spending on CRM Software Fairly Resilient Against Periods of Economic Slowdown Factors that Make CRM a Sensible Investment in a Weak Economy Low Cost SaaS CRM Model – Best Bet for Enterprises Outlook Developed Nations – Lead CRM Adoption Developing Markets to Drive Future Growth Customer Services & Support Made Easy with CRM Software SaaS CRM to Garner Greater Share of Enterprise Spending 'Cloud Technology': Optimally Positioned to Deliver CRM Software On-Demand Cloud Based SaaS CRM: The New Paradigm for Low-Cost CRM Strategy SMBs – The Most Lucrative Consumer Cluster for SaaS CRM



Sales Force Automation Software – The Traditional Revenue Contributor SFA for Efficient Sales Forecasting – A Key Business Scenario Marketing Automation Software Continues to Grow in Prominence CRM Software – Facilitating Effectiveness of Loyalty Programs E-Commerce to Witness Accelerated Growth Growing Functional IT Budgets – Potential in Store Still Plenty of Room to Grow

Table 1. World CRM Software Market (2014): Adoption Rates Measured as PercentageShare of Companies Adopting CRM Software in Select End-Use Sectors (includescorresponding Graph/Chart)

2. NOTEWORTHY TRENDS, GROWTH DRIVERS & ISSUES

Traditional CRM Software Gives Way to New Age Software Solutions

Table 2. Global CRM Software Market (2000 & 2014): Percentage Share Breakdown of

 Revenue by Software Generation (includes corresponding Graph/Chart)

Enterprises Aim to Integrate Big Data Capability into CRM Integration of Analytics with CRM: An Emerging Trend Cloud Customization Picking Up Momentum Social CRM Grows in Popularity Opportunity Indicators

Table 3. World Penetration Rates (%) and Number of Users of Internet and SocialNetworks (includes corresponding Graph/Chart)

Table 4. World Social Media Penetration Rates (%) by Region (Feb 2015) (includescorresponding Graph/Chart)

Companies Integrate CRM with ERP to Improve Sales Effectiveness Online CRM Systems Save Costs CRM and Telephony Services Integration to Improve Quality of Customer Service Operations Mobile CRM to Lend Traction to CRM Software Market



Growing Popularity of Mobile SFA – A Case in Point Developments in Mobile Internet Technologies Take Mobile CRM Solutions a Step Further Opportunity Indicators for Mobile CRM

Table 5. Global Workforce Population (2009 & 2014): Percentage Share Breakdown of

 Employees by Nature of Work (includes corresponding Graph/Chart)

Table 6. Global Mobile Workforce Population (2009 & 2014): Breakdown of Number ofMobile Employees in Million by Region/Country (includes corresponding Graph/Chart)

Table 7. Global Mobile Workforce Population (2014): Penetration of Mobile Employeesby Region/Country (includes corresponding Graph/Chart)

Retail Sector – Drives Significant Gains in the CRM Market Growth in Telecom Sector in Near Future Banking & Financial Services Enterprises Prioritize CRM Adoption Insurance Agencies Seek CRM Capability for Effective Collaboration CRM Software Gains Prominence in Life Sciences Sector Demand for CRM Software Soars in Hospitality Sector Real Estate Enterprises Prefer Software-Enabled CRM Strategy

3. COMPETITIVE SCENARIO

Consolidation Continues to Define the CRM Landscape Select M&A Deals in the CRM Market in 2013-2014 Market Share Analysis Market Share Findings:

Table 8. Leading Players in the Global CRM Software Market (2014): Percentage ShareBreakdown of Revenues for Microsoft, Oracle, Salesforce. com, SAP and Others(includes corresponding Graph/Chart)

Table 9. Leading Players in the Global Sales Automation CRM Market (2014):Percentage Share Breakdown of Revenues for Microsoft, Oracle, Salesforce. com, SAPand Others (includes corresponding Graph/Chart)



Table 10. Leading Players in the Global Customer Service & Support CRM Market(2014): Percentage Share Breakdown of Revenues for Microsoft, Oracle, Salesforce.com, SAP and Others (includes corresponding Graph/Chart)

Table 11. Leading Players in the Global Marketing Automation CRM Market (2014):Percentage Share Breakdown of Revenues for Adobe, Oracle, Salesforce. com, SAP,SAS Institute and Others (includes corresponding Graph/Chart)

Table 12. Leading Players in the Global Life Sciences CRM Market (2014): Percentage Share Breakdown of Revenues for Cedegim, Oracle, Veeva and Others (includes corresponding Graph/Chart)

Key Issues & Challenges Lower User Adoption High Failure Rates Software Complexity Data Security Concerns Answering Data Security Concerns – A High Priority for Enterprises & Software Vendors

4. PRODUCT OVERVIEW

What is Customer Relationship Management (CRM)? Evolution of CRM **First-Generation CRM** Second-Generation CRM Third-Generation CRM Major CRM Constituencies Enterprises **Customers and Partners CRM Software Vendors CRM** Application Service Providers CRM Hardware and Infrastructure Vendors Management Consultants Types of CRM **Based on Components** Operational Sales-Force Automation Marketing Automation Service Automation



Collaborative **Customer Interaction Center** Internet and eCRM **Contact Management** Analytical Sales Analysis **Marketing Analysis** Service Analysis Strategic **Based on Deployment Options On-Premise** Vendor-Managed On-Premise Software-as-a-Service (SaaS) CRM Multi-Tenant Software-as-a-Service Single-Tenant Software-as-a-Service Hybrid **Open Source** Key Factors to be Considered Prior to Selecting an Appropriate CRM Deployment Benefits Potential Disadvantages of CRM Implementations Common Misconceptions Associated with CRM Application of CRM in Select End-Use Sectors Automotive **Consumer Goods High-Tech** Banks Insurance Life Sciences Healthcare **Biotech Higher Education** Hospitality **Real Estate** Utilities **Non-Profit Organizations**

5. PRODUCT LAUNCHES/INTRODUCTIONS

AvePoint to Showcase New CRM Solutions



Zoho Rolls Out New Zoho CRM Free Edition mGage Unveils New Campaign Management and Analytics Platform NetSuite Unveils NetSuite BPO Partner Program Zoho Upgrades Zoho CRM with the Inclusion of Zoho CRM for Google AdWords Zoho Rolls Out Zoho CRM Plus Pipeliner CRM Unveils New Version of Pipeliner CRM Software Amdocs Unveils Amdocs CES 9 Suite for Customer Experience Galigeo Introduces New Galigeo-for-CRM Location Intelligence Software Solution WorkWise Introduces CRM Mobile-Equipped OnContact CRM 7. ScottCare to Unveil OneView CRM 4. 0 Software Veeva Systems Unveils Cloud-based Veeva Network Veeva Systems Unveils New CLM and CRM Solution Designed for Use on Windows 8 Operating System iYogi Announces Introduction of Digital Services Cloud CRM Solution StayinFront to Showcase Fact-based and Cloud-based Solutions SugarCRM Introduces New Managed Sugar Private Cloud Solution InsideView Announces Integration of SAP Customer OnDemand and SAP CRM with InsideView CRM Sales Intelligence Solution Ntractive Launches Elements CRM 5. 0 Solution Demand Advantage Launches Auto Shop Advantage System SutiSoft Unveils SutiCRM 6. 0. 3 CRM One E Systems Introduces 1ESystems Cloud-based Integrated Automation Platform Dominion Dealer Solutions Launches Web-based Dominion CRM Platform Salesforce. com Unveils Salesforce Company Communities Salesforce. com Unveils Salesforce Social. com Social Advertising Application Salesforce, com Unveils Salesforce Chatter CRM Oracle Introduces Oracle RightNow Cloud Service **Oracle Partners Develop Oracle Accelerate Solutions** Infor Launches Cloud Version of Epiphany Interaction Advisor Avaya Unveils Outbound Contact Express CRM Solution OnviSource Announces Availability of OnviCenter Range through Avaya HP Enterprise Services Unveils HP Customer Engagement as a Service Avaya Introduces New Analytics and Customer Interaction Solutions AvePoint Unveils Microsoft Dynamics CRM Product Range SalesFUSION Introduces New Version of SalesFUSION 360 for Sage CRM Aptean Rolls Out Saratoga 6.8. Cegedim Relationship Management Unveils New Version of Organization Manager Resco Rolls Outy New Extra Modules for Resco Mobile CRM

Epicor Software Launches Epicor Retail CRM 7.



HomeFront Software to Unveil CRM Software for Home Builders Sales Simplicity Software Unveils CRM System AMC Technology to Introduce Contact Canvas 2013 Winter Release Swiftpage Introduces Saleslogix Mobile Solution Salesforce. com Introduces Salesforce Communities Aptean Launches Onyx 7. 4 CRM Solution SugarCRM Launches CRM App for iOS Devices Cincom Systems Enhances Cincom Acquire Integration with Microsoft Dynamics CRM SplendidCRM Software Launches SplendidCRM Version 7. Zoho Introduces New Upgrades for Zoho CRM Statera Introduces New Customer Relationship Management System Converge Enterprise to Introduce Beta Version of Converge Enterprise CRM Platform Zurmo Unveils Zurmo 1. 5 CRM **CWR Mobility Introduces Mobile First Initiative** Commence Launches New Version of its CRM Software Soffront Software Introduces CRM Solution for Business Coaching Industry Specialty Data Systems Introduces SDS CRM for Broadcasters Cegedim Relationship Management Rolls Out Mobile Intelligence 9 CRM Solution CTG and Engage One to Introduce CRM Solution for Pharmaceutical Industry WorldWideMarkets Unveils IB Explorer CRM Access UK Launches aCloud CRM SaaS Platform Acidaes Solutions Upgrades CRMnext Mailing List Functionality CRMnext Introduces Strategy Consonants Functionality SmartRx Launches Customer Relationship Management Solutions for Healthcare Providers CRMnext Launches Workspaces Module File Repository

6. RECENT INDUSTRY ACTIVITY

Edgewater Technology Acquires Zero2Ten SugarCRM Acquires Stitch Veeva Systems to Implement Multichannel CRM for GSK Microsoft Dynamics Selects InsideSales. com As Global Independent Solutions Vendor Partner T-Systems Commences SugarCRM Software Hosting Service in Germany Infor Takes Over Saleslogix from Swiftpage IMS Health to acquire Cegedim's CRM Business SYNNEX Takes Over IBM's CRM Business Microsoft Dynamics CRM to Takeover Parature



Salesforce Takes Over RelatelQ NetSuite to Provide NetSuite SuiteCommerce to Cleaner's Supply Salesforce. com Joins Hands with Omnicom Group Cegedim Relationship Management Bags New Contract from Pernix Therapeutics Infor Makes Significant Investments in Infor CRM VetAdvisor Selects SugarCRM SugarCRM Teams Up with Dun & Bradstreet ImmobilienScout24 Takes Over FLOWFACT Salesforce. com Takes Over ExactTarget Leading CRM Experts Consortium Establishes Access 2 Insight Salesnet Replaces Existing Communication Manager with Microsoft Word Add-In in Salesnet CRM Solution EnablePath Secures GOLD PARTNER Status from Salesforce. com NextPrinciples Implements Insight-To-Action CRM Platform for New Clients Microsoft Announces Integration of MarketingPilot with Dynamics CRM Fundly Enters into Partnership with Bloomerang IMS Health Acquires 360 Vantage Trulia to Take Over Market Leader Backstop Solutions Group Takes Over PerTrac CMS Product Line from eVestment Epicom and Easy Solutions Enter into Partnership for Launch of SugarCRM Hosting Platform Edgewater Fullscope Acquires TPM Software Intellectual Property IMS Health Takes Over Appature Sonoma Partners Snaps Up Salesforce. com Consulting Division from Technology Services Group Protection 1 Acquires Certain Pinnacle Security Assets Yodle Takes Over Lighthouse Practice Management Group TOA Technologies Renews Global Partnership with Amdocs NetSuite Takes Over Retail Anywhere Infor Acquires TDCI Infor Acquires CERTPOINT Systems SteelHouse Enters into Partnership with LiveRamp InvisibleCRM and SAP Ink OEM Agreement InsideView Integrates InsideView CRM Sales Intelligence Platform with SAP Software Products Consona Merges with CDC Software to Establish Aptean Maximizer Software Inks Agreement with Hubspot ADS DataSystems Takes Over THINQ Business Solutions

SAP to Takeover hybris



SAP to Take Over Ticket-Web

Sage Pay Enters into Collaboration with Enbu Consulting for Sage CRM Integration Swiftpage Acquires Saleslogix and Sage Act! CRM Businesses from The Sage Group Advanced Computer Software Group Purchases Computer Software Holdings Microsoft Takes Over Netbreeze CWR Mobility Enters into Partnership with Industrial Software eFuture Information Technology Signs Agreement with Guofang Group Wherescape Enters into Partnership with Path ITTS for WhereScape 3D and WhereScape RED Amadeus IT Holding Takes Over Hitit Loyalty from Hitit Computer Services

7. FOCUS ON SELECT GLOBAL PLAYERS

Adapt Software Applications, Inc. (US) Adobe Systems Incorporated (US) Amdocs, Inc. (US) Aplicor, Inc. (US) Aptean (US) Cegedim (US) Concursive Corporation (US) Convergys Corp. (US) Huawei Technologies Co., Ltd. (China) Infor Global Solutions, Inc. (US) Maximizer Software, Inc. (Canada) Microsoft Corporation (US) NetSuite, Inc. (US) Oracle Corp. (US) The Sage Group plc (UK) Salesforce. com, Inc. (US) SAP AG (Germany) SAS Institute, Inc. (US) Selligent SA (Belgium) SplendidCRM Software, Inc. (US) SugarCRM, Inc. (US) SYNNEX Corporation (US) Vtiger (US) WebCRM (Denmark) **ZOHO** Corporation (US)



8. GLOBAL MARKET PERSPECTIVE

Table 13. World Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Geographic Region - US, Canada, Japan, Europe,Asia-Pacific (excluding Japan), Latin America, and Rest of World MarketsIndependently Analyzed with Annual Revenues in US\$ Million for Years 2014 through2020 (includes corresponding Graph/Chart)

Table 14. World Historic Review for Customer Relationship Management (CRM) Software by Geographic Region - US, Canada, Japan, Europe, Asia-Pacific (excluding Japan), Latin America, and Rest of World Markets Independently Analyzed with Annual Revenues in US\$ Million for Years 2009 through 2013 (includes corresponding Graph/Chart)

Table 15. World 12-Year Perspective for Customer Relationship Management (CRM)Software by Geographic Region - Percentage Breakdown of Revenues for US, Canada,Japan, Europe, Asia-Pacific (excluding Japan), Latin America, and Rest of WorldMarkets for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

Table 16. World Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Functional Area - Sales Force Automation, CustomerSupport, Marketing Automation and e-commerce Independently Analyzed with AnnualRevenues in US\$ Million for Years 2014 through 2020 (includes correspondingGraph/Chart)

Table 17. World Historic Review for Customer Relationship Management (CRM)Software by Functional Area - Sales Force Automation, Customer Support, MarketingAutomation and e-commerce Independently Analyzed with Annual Revenues in US\$Million for Years 2009 through 2013 (includes corresponding Graph/Chart)

Table 18. World 12-Year Perspective for Customer Relationship Management (CRM)Software by Functional Area - Percentage Breakdown of Revenues for Sales ForceAutomation, Customer Support, Marketing Automation and e-commerce for Years 2009,2015, and 2020 (includes corresponding Graph/Chart)

Table 19. World Recent Past, Current and Future Analysis for On-Premise CRM Software by Geographic Region - US, Canada, Japan, Europe, Asia-Pacific (excluding Japan), Latin America, and Rest of World Markets Independently Analyzed with Annual



Revenues in US\$ Million for Years 2014 through 2020 (includes corresponding Graph/Chart)

Table 20. World Historic Review for On-Premise CRM Software by Geographic Region - US, Canada, Japan, Europe, Asia-Pacific (excluding Japan), Latin America, and Rest of World Markets Independently Analyzed with Annual Revenues in US\$ Million for Years 2009 through 2013 (includes corresponding Graph/Chart)

Table 21. World 12-Year Perspective for On-Premise CRM Software by Geographic Region - Percentage Breakdown of Revenues for US, Canada, Japan, Europe, Asia-Pacific (excluding Japan), Latin America, and Rest of World Markets for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

Table 22. World Recent Past, Current and Future Analysis for SaaS CRM Software byGeographic Region - US, Canada, Japan, Europe, Asia-Pacific (excluding Japan), LatinAmerica, and Rest of World Markets Independently Analyzed with Annual Revenues inUS\$ Million for Years 2014 through 2020 (includes corresponding Graph/Chart)

Table 23. World Historic Review for SaaS CRM Software by Geographic Region - US, Canada, Japan, Europe, Asia-Pacific (excluding Japan), Latin America, and Rest of World Markets Independently Analyzed with Annual Revenues in US\$ Million for Years 2009 through 2013 (includes corresponding Graph/Chart)

Table 24. World 12-Year Perspective for SaaS CRM Software by Geographic Region -Percentage Breakdown of Revenues for US, Canada, Japan, Europe, Asia-Pacific (excluding Japan), Latin America, and Rest of World Markets for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

III. MARKET

1. THE UNITED STATES

A. Market Analysis Outlook Mobile CRM Gains Pace

Table 25. US Mobile Worker Population (2014): Percentage Breakdown of Number of

 Mobile Workers by Nature of Work - Mobile Office, Mobile Non-Office, & Mobile Home



Based (includes corresponding Graph/Chart)

US Real Estate Enterprises Prefer CRM CRM Software Comes Handy to Treatment Centers Market Share Findings

Table 26. Leading Players in the US CRM Market (2014): Percentage ShareBreakdown of Revenues for Microsoft, Oracle, Salesforce, SAP and Others (includescorresponding Graph/Chart)

Product Launches Strategic Corporate Developments Select Players B. Market Analytics

Table 27. US Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 28. US Historic Review for Customer Relationship Management (CRM) Softwareby Type - On-Premise CRM and SaaS CRM Independently Analyzed with AnnualRevenues in US\$ Thousand for Years 2009 through 2013 (includes correspondingGraph/Chart)

Table 29. US 12-Year Perspective for Customer Relationship Management (CRM)Software by Type - Percentage Breakdown of Revenues for On-Premise CRM andSaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

2. CANADA

A. Market Analysis Outlook Product Launch Strategic Corporate Developments Maximizer Software, Inc. – A Major Canadian Player B. Market Analytics

Customer Relationship Management (CRM) Software: Market Research Report



Table 30. Canadian Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 31. Canadian Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 32. Canadian 12-Year Perspective for Customer Relationship Management(CRM) Software by Type - Percentage Breakdown of Revenues for On-Premise CRMand SaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

3. JAPAN

A. Market AnalysisOutlookB. Market Analytics

Table 33. Japanese Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 34. Japanese Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 35. Japanese 12-Year Perspective for Customer Relationship Management(CRM) Software by Type - Percentage Breakdown of Revenues for On-Premise CRMand SaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

4. EUROPE



A. Market AnalysisOutlookB. Market Analytics

Table 36. European Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Geographic Region - France, Germany,Italy, UK, Spain, Russia, and Rest of Europe Markets Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2014 through 2020 (includescorresponding Graph/Chart)

Table 37. European Historic Review for Customer Relationship Management (CRM) Software by Geographic Region - France, Germany, Italy, UK, Spain, Russia, and Rest of Europe Markets Independently Analyzed with Annual Revenues in US\$ Thousand for Years 2009 through 2013 (includes corresponding Graph/Chart)

Table 38. European 12-Year Perspective for Customer Relationship Management (CRM) Software by Geographic Region - Percentage Breakdown of Revenues for France, Germany, Italy, UK, Spain, Russia, and Rest of Europe Markets for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

Table 39. European Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 40. European Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 41. European 12-Year Perspective for Customer Relationship Management(CRM) Software by Type - Percentage Breakdown of Revenues for On-Premise CRMand SaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

4A. FRANCE

A. Market Analysis Outlook



Market Scenario Strategic Corporate Developments B. Market Analytics

Table 42. French Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 43. French Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 44. French 12-Year Perspective for Customer Relationship Management (CRM)Software by Type - Percentage Breakdown of Revenues for On-Premise CRM andSaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

4B. GERMANY

A. Market Analysis Outlook Market Overview Strategic Corporate Developments SAP AG – A Major German Player B. Market Analytics

Table 45. German Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 46. German Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)



Table 47. German 12-Year Perspective for Customer Relationship Management (CRM) Software by Type - Percentage Breakdown of Revenues for On-Premise CRM and SaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

4C. ITALY

A. Market AnalysisOutlookB. Market Analytics

Table 48. Italian Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 49. Italian Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 50. Italian 12-Year Perspective for Customer Relationship Management (CRM)Software by Type - Percentage Breakdown of Revenues for On-Premise CRM andSaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

4D. THE UNITED KINGDOM

A. Market Analysis Outlook Industry Outlook Product Launches Strategic Corporate Developments The Sage Group plc – A Major UK Player B. Market Analytics

Table 51. UK Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014



through 2020 (includes corresponding Graph/Chart)

Table 52. UK Historic Review for Customer Relationship Management (CRM) Softwareby Type - On-Premise CRM and SaaS CRM Independently Analyzed with AnnualRevenues in US\$ Thousand for Years 2009 through 2013 (includes correspondingGraph/Chart)

Table 53. UK 12-Year Perspective for Customer Relationship Management (CRM)Software by Type - Percentage Breakdown of Revenues for On-Premise CRM andSaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

4E. SPAIN

A. Market AnalysisOutlookB. Market Analytics

Table 54. Spanish Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 55. Spanish Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 56. Spanish 12-Year Perspective for Customer Relationship Management (CRM)Software by Type - Percentage Breakdown of Revenues for On-Premise CRM andSaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

4F. RUSSIA

A. Market AnalysisOutlookMarket OverviewB. Market Analytics



Table 57. Russian Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 58. Russian Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 59. Russian 12-Year Perspective for Customer Relationship Management (CRM)Software by Type - Percentage Breakdown of Revenues for On-Premise CRM andSaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

4G. REST OF EUROPE

A. Market Analysis
Outlook
Strategic Corporate Developments
Select Players
B. Market Analytics

Table 60. Rest of Europe Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 61. Rest of Europe Historic Review for Customer Relationship Management(CRM) Software by Type - On-Premise CRM and SaaS CRM Independently Analyzedwith Annual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 62. Rest of Europe 12-Year Perspective for Customer Relationship Management(CRM) Software by Type - Percentage Breakdown of Revenues for On-Premise CRMand SaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

5. ASIA-PACIFIC



A. Market AnalysisOutlookThe Fastest Growing Regional MarketB. Market Analytics

Table 63. Asia-Pacific Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Geographic Region - Australia, China,India, South Korea, and Rest of Asia-Pacific Markets Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2014 through 2020 (includescorresponding Graph/Chart)

Table 64. Asia-Pacific Historic Review for Customer Relationship Management (CRM) Software by Geographic Region - Australia, China, India, South Korea, and Rest of Asia-Pacific Markets Independently Analyzed with Annual Revenues in US\$ Thousand for Years 2009 through 2013 (includes corresponding Graph/Chart)

Table 65. Asia-Pacific 12-Year Perspective for Customer Relationship Management (CRM) Software by Geographic Region - Percentage Breakdown of Revenues for Australia, China, India, South Korea, and Rest of Asia-Pacific Markets for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

Table 66. Asia-Pacific Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 67. Asia-Pacific Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 68. Asia-Pacific 12-Year Perspective for Customer Relationship Management(CRM) Software by Type - Percentage Breakdown of Revenues for On-Premise CRMand SaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

5A. AUSTRALIA



A. Market AnalysisOutlookB. Market Analytics

Table 69. Australian Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 70. Australian Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 71. Australian 12-Year Perspective for Customer Relationship Management (CRM) Software by Type - Percentage Breakdown of Revenues for On-Premise CRM and SaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

5B. CHINA

A. Market Analysis
Outlook
Market Scenario
Competitive Scenario
Market Share Findings

Table 72. Leading Players in the Chinese CRM Software Market (2014): PercentageShare Breakdown of Dollar Sales for Adobe, Kingdee, Oracle, SAP, Yonyou and Others(includes corresponding Graph/Chart)

Strategic Corporate Development Huawei Technologies Co. , Ltd. – A Major Chinese Player B. Market Analytics

Table 73. Chinese Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Type - On-Premise CRM and SaaS CRM



Independently Analyzed with Annual Revenues in US\$ Thousand for Years 2014 through 2020 (includes corresponding Graph/Chart)

Table 74. Chinese Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 75. Chinese 12-Year Perspective for Customer Relationship Management (CRM)Software by Type - Percentage Breakdown of Revenues for On-Premise CRM andSaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

5C. INDIA

A. Market Analysis
Outlook
Market Scenario
Product Launches
B. Market Analytics

Table 76. Indian Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 77. Indian Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 78. Indian 12-Year Perspective for Customer Relationship Management (CRM)Software by Type - Percentage Breakdown of Revenues for On-Premise CRM andSaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

5D. SOUTH KOREA

A. Market Analysis Outlook

Customer Relationship Management (CRM) Software: Market Research Report



B. Market Analytics

Table 79. South Korean Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 80. South Korean Historic Review for Customer Relationship Management(CRM) Software by Type - On-Premise CRM and SaaS CRM Independently Analyzedwith Annual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 81. South Korean 12-Year Perspective for Customer Relationship Management(CRM) Software by Type - Percentage Breakdown of Revenues for On-Premise CRMand SaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

5E. REST OF ASIA-PACIFIC

A. Market AnalysisOutlookCRM Opportunities Vietnam – A ReviewB. Market Analytics

Table 82. Rest of Asia-Pacific Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 83. Rest of Asia-Pacific Historic Review for Customer Relationship Management(CRM) Software by Type - On-Premise CRM and SaaS CRM Independently Analyzedwith Annual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 84. Rest of Asia-Pacific 12-Year Perspective for Customer RelationshipManagement (CRM) Software by Type - Percentage Breakdown of Revenues for On-Premise CRM and SaaS CRM for Years 2009, 2015, and 2020 (includes correspondingGraph/Chart)



6. LATIN AMERICA

A. Market Analysis Outlook Market Overview B. Market Analytics

Table 85. Latin American Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Geographic Region - Brazil and Rest ofLatin America Markets Independently Analyzed with Annual Revenues in US\$Thousand for Years 2014 through 2020 (includes corresponding Graph/Chart)

Table 86. Latin American Historic Review for Customer Relationship Management(CRM) Software by Geographic Region - Brazil and Rest of Latin America MarketsIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2009through 2013 (includes corresponding Graph/Chart)

Table 87. Latin American 12-Year Perspective for Customer Relationship Management (CRM) Software by Geographic Region - Percentage Breakdown of Revenues for Brazil and Rest of Latin America Markets for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

Table 88. Latin American Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 89. Latin American Historic Review for Customer Relationship Management(CRM) Software by Type - On-Premise CRM and SaaS CRM Independently Analyzedwith Annual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 90. Latin American 12-Year Perspective for Customer Relationship Management(CRM) Software by Type - Percentage Breakdown of Revenues for On-Premise CRMand SaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

6A. BRAZIL



A. Market AnalysisOutlookStrategic Corporate DevelopmentB. Market Analytics

Table 91. Brazilian Recent Past, Current and Future Analysis for Customer RelationshipManagement (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 92. Brazilian Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 93. Brazilian 12-Year Perspective for Customer Relationship Management (CRM)Software by Type - Percentage Breakdown of Revenues for On-Premise CRM andSaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

6B. REST OF LATIN AMERICA

A. Market AnalysisOutlookB. Market Analytics

Table 94. Rest of Latin America Recent Past, Current and Future Analysis for Customer Relationship Management (CRM) Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed with Annual Revenues in US\$ Thousand for Years 2014 through 2020 (includes corresponding Graph/Chart)

Table 95. Rest of Latin America Historic Review for Customer RelationshipManagement (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2009through 2013 (includes corresponding Graph/Chart)

Table 96. Rest of Latin America 12-Year Perspective for Customer RelationshipManagement (CRM) Software by Type - Percentage Breakdown of Revenues for On-



Premise CRM and SaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

7. REST OF WORLD

A. Market AnalysisOutlookB. Market Analytics

Table 97. Rest of World Recent Past, Current and Future Analysis for CustomerRelationship Management (CRM) Software by Type - On-Premise CRM and SaaS CRMIndependently Analyzed with Annual Revenues in US\$ Thousand for Years 2014through 2020 (includes corresponding Graph/Chart)

Table 98. Rest of World Historic Review for Customer Relationship Management (CRM)Software by Type - On-Premise CRM and SaaS CRM Independently Analyzed withAnnual Revenues in US\$ Thousand for Years 2009 through 2013 (includescorresponding Graph/Chart)

Table 99. Rest of World 12-Year Perspective for Customer Relationship Management (CRM) Software by Type - Percentage Breakdown of Revenues for On-Premise CRM and SaaS CRM for Years 2009, 2015, and 2020 (includes corresponding Graph/Chart)

IV. COMPETITIVE LANDSCAPE

Total Companies Profiled: 188 (including Divisions/Subsidiaries - 198) The United States (129) Canada (11) Europe (37) France (1) Germany (5) The United Kingdom (14) Spain (2) Rest of Europe (15) Asia-Pacific (Excluding Japan) (18) Africa (2) Middle East (1)



I would like to order

Product name: Customer Relationship Management (CRM) Software: Market Research Report Product link: <u>https://marketpublishers.com/r/C3CF94B94C4EN.html</u>

Price: US\$ 4,950.00 (Single User License / Electronic Delivery) If you want to order Corporate License or Hard Copy, please, contact our Customer Service: <u>info@marketpublishers.com</u>

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <u>https://marketpublishers.com/r/C3CF94B94C4EN.html</u>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name: Last name: Email: Company: Address: City: Zip code: Country: Tel: Fax: Your message:

**All fields are required

Custumer signature _____

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <u>https://marketpublishers.com/docs/terms.html</u>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970