

CRM COMPARISON

Pipedrive vs Tailr CRM

Same Simple Pipeline, Very Different Setup

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Pipedrive vs Tailr CRM: Same Simple Pipeline, Very Different Setup (2026)

Short answer: Pipedrive is the better choice for a small, stable team that enjoys setting up its own tools and wants a polished self-serve pipeline. Tailr CRM is the better choice for outbound teams that want a CRM ready for outbound on day one, with hands-on 1:1 onboarding, positive cold-email replies arriving as assigned leads automatically, and one flat price as they hire.

Key takeaways

- Pipedrive runs from about **\$14 to \$99 per user** per month (annual); automation and email sequences start on Advanced (~\$29), forecasting on Professional (~\$59).
- Both tools centre on a drag-and-drop pipeline; the big difference is a blank self-serve setup versus an outbound CRM that is ready on day one, with free 1:1 onboarding.
- For 10 users, Pipedrive Professional is about **\$7,080** a year; Tailr CRM Team is about **\$790** in year one on the yearly plan, with no setup fee.
- Pipedrive has a larger marketplace and mobile app; Tailr CRM adds white-label branding and built-in reply-to-lead for cold email tools.

A day in the life: the same SDR in each CRM

Moment	In Pipedrive	In Tailr CRM
8:30, overnight replies	Checks Instantly's inbox, copies interested replies into Pipedrive, or relies on a zap someone set up	Interested replies are already leads, assigned to her, with the reply text attached
8:45, triage	Decides which replies are real, adds activities by hand	"Call me next week" has already become a task for next week
9:00, daily plan	Opens the activities list	Reads her morning digest email: new leads, overdue follow-ups, today's meetings
Afternoon, a lead goes quiet	She has to notice	After 5 quiet days the CRM nudges her
Friday, manager review	Pipeline report by owner	Pipeline and meetings by campaign, so the team knows which campaigns to scale

Pipedrive's plans, and which one outbound teams end up on

Plan	~Price per user/month (annual)	Why outbound teams stop here or move up
Essential	\$14	Pipeline, contacts, basic reporting. Too thin once you need automation.
Advanced	\$29	Email sync, sequences, workflow automation. Where most outbound teams start.
Professional	\$59	Forecasting, AI assistant, team dashboards. Where growing teams end up.
Power / Enterprise	\$69 / \$99	More control, permissions and limits for larger teams.

Why reps actually use (or ignore) a CRM

Adoption driver	Pipedrive	Tailr CRM
Data entry for new outbound leads	Manual or via integrations you set up	None: replies arrive as leads with the reply text
Knowing what to do today	Activities list and reminders	Morning digest email plus follow-up tasks created from replies
Learning the tool	Excellent help centre and academy	"Ask Shawn" help assistant inside the CRM and a 10-lesson course for every new login
Reporting problems	Support tickets	A "Report a problem" button on every page; fixes included

Three-year cost as the team grows

Year	Users	Pipedrive Advanced (~\$29)	Pipedrive Professional (~\$59)	Tailr CRM Team
1	5	~\$1,740	~\$3,540	~\$790
2	10	~\$3,480	~\$7,080	~\$790
3	15	~\$5,220	~\$10,620	~\$790
Total		~\$10,440	~\$21,240	~\$2,370

Quick answers

Is Pipedrive good for cold email agencies?

Pipedrive is a good pipeline tool, and many agencies use it. The gap is getting positive replies from Smartlead, Instantly or Lemlist into Pipedrive as owned deals; that usually relies on third-party integrations or Zapier that you configure and maintain.

Which Pipedrive plan do outbound teams need?

Most outbound teams want at least Advanced (about \$29 per user per month annually) for email sync, sequences and workflow automation, and Professional (about \$59) once they need forecasting and team performance reporting.

Does Tailr CRM have a mobile app like Pipedrive?

Tailr CRM runs in the browser on phones and tablets but does not have a dedicated native app like Pipedrive's. If reps work mainly from a phone in the field, Pipedrive's app is a real advantage.

How do I move from Pipedrive to Tailr CRM?

Export deals, people and organisations from Pipedrive as CSV. During your free trial, Shawn helps you import them, set up your stages and connect your tools on 1:1 onboarding calls; for complex moves there is an optional done-for-you migration (from \$299).

Can I try Tailr CRM first?

Yes: a 14-day free trial, no card needed, with your company name and sample data.

Can I customise Tailr CRM's pipeline like Pipedrive's?

Yes. You use your own stage names and fields on a drag-and-drop board, and deals only move when your team moves them. Shawn sets up the stages, fields and lead rules with you on 1:1 onboarding calls during the 14-day free trial, so the board matches how you already sell.

Start your 14-day free trial

<https://tailr.b2bxclusive.com/start>

Full guide with sources: <https://b2bxclusive.com/blog/tailr-crm-vs-pipedrive/> · By Subhendu J Shawn, founder of B2BXclusive.