

CRM COMPARISON

Zoho CRM vs Tailr CRM

Cheapest Per Seat or Cheapest to Run?

Tailr CRM by B2BXclusive · b2bxclusive.com/blog



FREE CHEAT SHEET · B2BXCLUSIVE

Zoho CRM vs Tailr CRM: Cheapest Per Seat or Cheapest to Run? (2026)

Short answer: For one to three users, Zoho CRM's free plan is hard to beat. From about five users upward, Tailr CRM usually costs less than Zoho Professional and arrives ready for outbound, with free 1:1 onboarding to fit your process, with cold-email replies turning into assigned leads automatically. Choose Zoho if you want the wider Zoho app suite and have time, or a partner, to configure it.

Key takeaways

- Zoho CRM costs about **\$14 (Standard)**, **\$23 (Professional)** and **\$40 (Enterprise)** per user per month on annual billing, and roughly 25 to 50% more month to month.
- 10 users on Zoho Professional is about **\$2,760** a year; Tailr CRM Team is about **\$790** in year one on the yearly plan, with no setup fee.
- Over three years, a team growing from 5 to 15 users pays about **\$8,280** on Zoho Professional vs about **\$2,370** on Tailr CRM, before any Zoho partner fees.
- Zoho's hidden cost is configuration time. Tailr CRM is ready in minutes, with unlimited 1:1 onboarding calls with Shawn during the free trial.

Year one at different team sizes

Team size	Zoho CRM Professional (~\$23/user/month, annual)	Tailr CRM, year one (yearly plan, no setup fee)
3 users	~\$828 (or the free plan)	~\$590 (Starter)
5 users	~\$1,380	~\$590 (Starter)
10 users	~\$2,760	~\$790 (Team)
15 users	~\$4,140	~\$790 (Team)
25 users	~\$6,900	~\$1,490 (Growth)

Three years, as the team grows

Year	Users	Zoho CRM Professional	Tailr CRM Team
1	5	~\$1,380	~\$790
2	10	~\$2,760	~\$790
3	15	~\$4,140	~\$790
3-year total		~\$8,280	~\$2,370

Zoho CRM implementation partner checklist (template: copy and adapt)

1. What exactly is included: modules, layouts, Blueprints, workflows, reports, data migration, training?
2. How will positive replies from our cold email tool (Smartlead / Instantly / lemlist / Apollo) become leads with an owner?
3. Is the quote fixed price or hourly? What counts as a change request after go-live?
4. Who maintains the setup six months from now, when we add a field or a new rep?
5. Which Zoho edition, and how many licences, does the design need for the team we will have in 12 months?
6. Total for licences + implementation + 12 months of support, including local taxes?

Quick answers

Is Zoho CRM cheaper than Tailr CRM?

Per user, Zoho's entry plans are cheap, and its free plan covers up to 3 users. For teams of five or more on Zoho Professional, Tailr CRM's flat plans usually cost less in year one, and the gap grows with every hire.

Which currencies is Tailr CRM priced in?

US dollars, euros, UAE dirhams and Indian rupees, so teams in the US, Europe, the Middle East and India each see local prices.

Why does Zoho CRM take time to set up?

Zoho is highly configurable: modules, layouts, Blueprints, workflow rules and integrations. That power means someone has to design and build your setup, either in-house or through a Zoho partner.

Can I move from Zoho CRM to Tailr CRM?

Yes. Export your modules 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).

Is there a free trial of Tailr CRM?

Yes, 14 days free with no card needed.

Does Tailr CRM cost more as my team grows?

Only when you move to a bigger plan. Each plan has one flat monthly price covering up to a set number of users: Starter \$59 for up to 5, Team \$79 for up to 15 and Growth \$149 for up to 40. Adding a rep within your plan's limit costs nothing, unlike per-user pricing.

Start your 14-day free trial

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

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