

Microsoft Dynamics 365

CRM

36 of 150 valid answers

24.0% named; Wilson 95% interval 17.9% to 31.4%. Observed answers on stated dates, not a ranking.

ChatGPT	Claude	Perplexity	Google AI Overviews	Google AI Mode
9 of 30	5 of 30	12 of 30	4 of 30	6 of 30

BY BUYER QUESTION

Other vendors listed have a higher observed count on that question. Up to three are shown; the dated record has the full checked set.

Exact question	Named	Other vendors named
What is the best CRM for a growing B2B sales team?	0 of 15	HubSpot CRM (15/15); Pipedrive (15/15); Salesforce Sales Cloud (14/15)
Which CRM is best for managing a complex sales pipeline?	7 of 15	HubSpot CRM (15/15); Salesforce Sales Cloud (15/15); Pipedrive (11/15)
What are the top CRM tools for a mid-market company?	15 of 15	None with a higher count
What are good alternatives to a traditional CRM?	0 of 15	Pipedrive (7/15); Salesforce Sales Cloud (5/15); HubSpot CRM (4/15)
Which CRM options work well for a small sales team that is scaling?	0 of 15	Zoho CRM (15/15); HubSpot CRM (14/15); Pipedrive (14/15)
What CRM should a revenue team consider when replacing spreadsheets?	3 of 15	HubSpot CRM (15/15); Pipedrive (15/15); Salesforce Sales Cloud (10/15)
How do the main CRM platforms compare for reporting and forecasting?	11 of 15	HubSpot CRM (15/15); Salesforce Sales Cloud (15/15); Zoho CRM (15/15)
Which CRM approach is better for a team with multiple sales motions?	0 of 15	Salesforce Sales Cloud (13/15); HubSpot CRM (11/15); Pipedrive (9/15)
What should a buyer evaluate in a CRM?	0 of 15	Salesforce Sales Cloud (3/15)
How can a sales team use a CRM to improve handoffs and follow-up?	0 of 15	HubSpot CRM (9/15); Salesforce Sales Cloud (9/15); Pipedrive (3/15)

Vendor domain citations: 9 of 150 valid answers. learn.microsoft.com, microsoft.com
Release 2026-09, version 2026-09.1. Answer capture: 2026-09-22. Published 2026-09-23.
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