Spectate offers three editions to fit your organization's needs: **Solo**, **Pro**, and **Enterprise**. Not every edition is ideal for every type of user; to help you determine which package is the ideal one for your business needs, read below.

Complete details on our full feature set follows on the next page.

Why would I choose the SOLO package?

The solo package is great for a small team that's looking to get the inbound ball rolling. Much of Spectate's full feature set is available, highlighting the most efficient inbound tools designed to help you get the most out of minimal time spent within Spectate.

Why would I choose the PRO package?

The Pro package makes sense for teams who want to maximize their options. It enables all available options with few limitations, allowing you to get the most out of your inbound efforts on every level. If you are looking to use Spectate Landing Pages for Pay-per-Click (PPC) Campaigns or to send marketing emails to your Leads, this is the package for you. ***This is our most popular edition!***

Why would I choose the ENTERPRISE package?

The Enterprise package is best for large organizations that want largely unlimited options. Every feature is unlocked with few limitations (and they're all the ones put on us by outside partners!) This edition offers you the most support and the most flexibility to use Spectate aggressively.

Feature	SOLO	PRO	ENTERPRISE
Users	**2**	**20**	**100**
Leads*	**Unlimited**	**Unlimited**	**Unlimited**
Visitor Tracking	✓	✓	✓
Lead Tracking	✓	✓	✓
Visitor Company Identification	✓	✓	✓
Forms	✓	✓	✓
Progressive Profiling*	✓	✓	✓
De-duplication of Leads*	✓	✓	✓
AutoResponder Emails*	✓	✓	✓
Website Monitoring for ANY CMS	✓	✓	✓
Web Mentions Monitoring	✓	✓	✓
Inbound Links Tracking	✓	✓	✓
Search Terms Tracking	✓	✓	✓
Website SEO Scoring	✓	✓	✓
Keywords	**20**	**50**	**Unlimited**
Social Network Tracking*	✓	✓	✓
Social Network Posting*	✓	✓	✓
Social RSS Broadcasts*	✓	✓	✓
Goal Tracking	✓	✓	✓
Competitor Tracking	✓	✓	✓
Custom Links and QR Codes	✓	✓	✓
Exportable Data Tables (.csv)*	✓	✓	✓
Size of Hosting For Tracked Files*	**250 MB**	**1 GB**	**5 GB**
A/B Testing	-	✓	✓
Landing Pages	-	✓	✓
Callouts	-	✓	✓
Track Personal Emails	-	✓	✓
Mass Emails	-	✓	✓
Nurture Programs	-	✓	✓
Salesforce Integration	-	✓	✓
Vanity URLs*	-	✓	✓
API Requests (monthly)	-	**1000**	**10,000**

Extras	SOLO	PRO	ENTERPRISE
Support	Knowledge Base and Forums	Email, Live Chat, Knowledge Base and Forums	Phone Support, Email, Live Chat, Knowledge Base and Forums
Quickstart Training	**FREE**	**FREE**	**FREE**
Contract Required	**NONE**	**NONE**	**NONE**

*Definitions and Explanations are below where necessary

Leads – A lead is defined as a visitor that has self-identified with an email address. Any imported lists of email addresses (either with or without names associated with them) are considered Leads.

Progressive Profiling – Process by which you may gather additional or different information from a lead with every successive form they fill out.

De-duplication of Leads – This service compiles lead information for any lead who fills out multiple forms using the same email address; their information will get compiled and/or updated.

Autoresponder Emails – We offer autoresponder emails as an option to be used in combination with any form, whereby a lead would be sent an automatic email once a form is submitted.

Social Network Tracking/Posting – The networks you may use Spectate with are Facebook, Twitter and LinkedIn. LinkedIn allows third-party posting (like that using Spectate) only to personal profiles, not groups or company status updates. Google+, similarly, currently disallows third-party posting to their network (once, they allow it, believe us, we'll implement it!).

Social RSS Broadcasts – Spectate can set up automated social posting based on certain actions, like the posting of a new blog post. Hashtags or prefix text can also be applied automatically making broadcasting new content easier!

Exportable Data Tables – Many of the data tables within Spectate may be individually exported as CSV files, making reporting easy and simple to manipulate.

Size of Hosting for Tracked Files – Spectate is able to host files for you and subsequently track visit to file. This is a particularly useful tool for PDFs like White Papers or Infographics. We offer this feature based on the storage capacity for each edition.

Vanity URLs – You can specify a subdomain to use to host your custom links and landing pages. A subdomain that mimics your own domain (like www2.spectate.com for spectate.com) is required by Pay-Per-Click programs like Adwords if you are using Spectate's hosted Landing Pages.

We hope to have you with us soon!
Are you Ready for a FREE Demo?