# How to select the right Salesforce edition



ith Sales Cloud, reps get one central place to manage all sales-related activities. That means they'll spend less time on administration and more time closing deals. For sales managers, Sales Cloud gives real-time visibility into their teams' activities, so forecasting sales with confidence is easy.

Best of all, Sales Cloud is easy to use and customizable to the way you work. And, because it's all in the cloud, everyone can access Sales Cloud with just an internet connection – there is no need for expensive hardware or software. With Sales Cloud, you can simply add more seats or upgrade to another edition that has more features when your business grows. There's no disruption to your business because we take care of everything behind the scenes.

## "Our reps save hours each week with Sales Cloud!"

LINDSEY NELSON,

VP OF SALES PRODUCTIVITY, CAREERBUILDER

## Choose the edition that's right for your business.

## SalesforceIQ Starter

Out-of-the-box CRM for up to five users

\$25

PER USER PER MONTH

Get up and running in no time with the smart, simple CRM solution for small businesses. SalesforceIQ gives you everything you need to succeed right out of the box, with intelligence features built in and ready to go. With automatic data capture, you can keep deals up-to-date from anywhere, without the busywork.

#### **Professional**

Complete CRM for teams of any size

## Enterprise

Deeply customizable CRM for your business

## Unlimited

Unlimited CRM power and support

\$65

PER USER PER MONTH

Manage your entire sales cycle with Professional Edition. Track your sales leads, opportunities, and customer cases, as well as manage marketing campaigns, contracts, orders, and more. Get real-time business insights with accurate sales forecasts, and customizable reports and dashboards.

\$125

PER USER PER MONTH

Do more with Enterprise Edition.
Automate business processes
using workflow and approvals,
tailor Salesforce to your company
with custom record types, and
integrate with any system using
our Web Services API. You can also
manage complex sales territories,
and see how your sales deals have
progressed with deal trending.

\$250

PER USER PER MONTH

Unlimited Edition gives you access to unlimited online training, over 100 admin services, and 24x7 toll-free support. Tailor Salesforce to fit your business by building custom objects and creating an unlimited number of custom tabs and apps. And your admins will have access to multiple sandboxes for development and testing.

## Bundle Pricing: Sales and Service Cloud

#### Performance

Expand sales and service capabilities for maximum performance.

\$300 / PER USER PER MONTH

Maximize performance across sales and service with Performance Edition. Access the world's #1 CRM and Service apps, Sales Cloud and Service Cloud, built on the Salesforce platform. You'll also get Data. com to maintain clean customer data, Work.com to accelerate employee performance, and Live Agent web chat and Salesforce Knowledge to better serve your customers. Plus, get all of the support you need with our Premier+ Success Plan.

OVER \$600 IN VALUE

> LEARN MORE



## Sales Cloud Edition Comparison

	Professional	Enterprise	Unlimited	Performance
	P	<b>E</b>	U	V
Accounts and contacts	•		•	•
Chatter collaboration	•	•	•	•
Content library**	•	•	•	•
Files	•	•	•	•
Google Apps integration	•	•	•	•
Mobile access, customization, and admin	•	•	•	•
Mobile offline access ‡	•	•	•	•
Outlook side panel	•	•	•	•
Outlooksync	•	•	•	•
Reports	•	•	•	•
Task and activity tracking	•	•	•	•
Case management	•	•	•	•
Customizable sales process	•	•	•	•
Email templates	•	•	•	•
Lead scoring, routing, and assignment	•	•	•	•
Opportunity tracking	•	•	•	•
Salesforce to Salesforce**	•	•	•	•
Web-to-lead capture	•	•	•	•
AppExchange app integration*	•	•	•	•
Analytic snapshots	•	•	•	•
Campaigns**	•	•	•	•
Contract management**	•	•	•	•
Customizable dashboards	•	•	•	•
Collaborative forecasts**	•	•	•	•
Data.com duplicate alerts and blocking	•	•	•	•
Ideas community	•	•	•	•
Mass email**	•	•	•	•
Order Management**	•	•	•	•
Products and price books	•	•	•	•
Quotes**	•	•	•	•
Role permissions	•	•	•	•

Integration via Web Services API  Solution  Profiles and page layouts  Advanced reporting  Custom websites  Deal trending**  Knowledge read-only  Record types  Territory management and sales teams**  Visual workflow  Workflow and approval automation  Exchange sync  24x7 toll-free support  100+ administration services  Unlimited online training  Console for Sales**  Knowledge read and write**  Data.com Prospector **  Service Cloud ***  Partoet B2B marketing automation**  Salesforce' Engage**  Data storage* †  Professional Enterprise  Professional Enterprise  Professional Enterprise  Professional Enterprise  Professional Enterprise  Unlimited Performance  Professional Enterprise  Performance  Professional Enterprise  Unlimited Performance  Performance  Professional Enterprise  Unlimited Performance  Performance  Professional Enterprise  Unlimited Performance  Performance  Performance  Professional Enterprise  Unlimited Performance  Performanc			Professional	Enterprise	Unlimited	Performance
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- per user per user per user	File storage++	612 MB per user	2 GB per user	2 GB per user		2 GB per user

- ✓ Included in base user license
- Additional fee applies
- $^{\star}$  Available as a downloadable application via the AppExchange
- \*\* Only available in Salesforce classic

- $\ \, \hbox{$\uparrow$ Includes all Service Cloud UE features plus Live Agent} \\$
- ‡ Read-only in Salesforce1 Mobile App; read-write in Salesforce Classic
- $\label{thm:continuity} \begin{tabular}{l} $\uparrow$ All editions include a minimum of 1GB of data and 11GB of storage shared by all users. Additional data storage is available on a per-org basis for each edition. \end{tabular}$

## For More Information

Contact your account executive to learn how we can help you accelerate your CRM success.

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## Global Offices

Maximum custom applications

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