

How to select the right Sales Cloud edition



With 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's 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.

“Salesforce helps us connect more closely with our 600,000+ customers.”

Dan Page, ADP VP Sales Automation

Choose the Sales Cloud edition that's right for your business

Contact Manager	Group	Professional	Enterprise	Unlimited
Contact management for up to 5 users	Basic sales and marketing for up to 5 users	Complete CRM for any size team	Deeply customizable CRM for your business	Unlimited CRM power and support
\$5	\$25	\$65	\$125	\$250
PER USER PER MONTH	PER USER PER MONTH	PER USER PER MONTH	PER USER PER MONTH	PER USER PER MONTH
Manage your business contacts, customer interactions, and conversations in one place with Contact Manager Edition. You can also sync Microsoft Outlook with all your customer information that's inside Salesforce - then access that information from any mobile device while you're on the go.	Get all the basic tools your sales teams need to succeed. Group Edition lets you track and manage all your sales leads, opportunities, and customer cases. You'll also get more insights into your business with basic reports and dashboards.	Get rid of user limits and manage your entire sales cycle with Professional Edition. In addition to basic sales and marketing features, you can manage marketing campaigns, contracts, orders, and more. Get even more business insights with accurate sales forecasts and customizable dashboards.	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.	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 several sandboxes for development and testing.

Bundle Pricing: Sales & 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 service your customers. Plus, get all the support you need with our Premier+ Success Plan.

OVER \$600 IN VALUE

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Group edition supports less functionality than the 30-day trial. Customers purchasing Group Edition from the trial will have all non-Group Edition functionality and data permanently deleted. Customers may export their trial data at no charge at any time during the trial.

Sales Cloud Edition Comparison

	Contact Manager	Group	Professional	Enterprise	Unlimited	Performance
	CM	G	P	E	U	Px
Accounts & contacts	✓	✓	✓	✓	✓	✓
Chatter collaboration	✓	✓	✓	✓	✓	✓
Content library	✓	✓	✓	✓	✓	✓
Document attachments	✓	✓	✓	✓	✓	✓
Google Apps integration	✓	✓	✓	✓	✓	✓
Mobile access, customization, & admin	✓	✓	✓	✓	✓	✓
Mobile offline access †	✓	✓	✓	✓	✓	✓
Outlook Side Panel	✓	✓	✓	✓	✓	✓
Outlook sync	✓	✓	✓	✓	✓	✓
Reports	✓	✓	✓	✓	✓	✓
Task & activity tracking	✓	✓	✓	✓	✓	✓
Case management		✓	✓	✓	✓	✓
Customizable sales process		✓	✓	✓	✓	✓
Standard dashboards		✓	✓	✓	✓	✓
Email templates & tracking		✓	✓	✓	✓	✓
Lead scoring, routing, & 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 & blocking			✓	✓	✓	✓
Ideas community			✓	✓	✓	✓
Mass email			✓	✓	✓	✓
Order Management			✓	✓	✓	✓
Product tracking			✓	✓	✓	✓
Real-time quotes			✓	✓	✓	✓
Role permissions			✓	✓	✓	✓

	Contact Manager	Group	Professional	Enterprise	Unlimited	Performance
	CM	G	P	E	U	Px
Integration via Web Services API			⚡	✓	✓	✓
Profiles & page layouts			⚡	✓	✓	✓
Advanced Reporting				✓	✓	✓
Custom websites				✓	✓	✓
Deal trending				✓	✓	✓
Knowledge read-only				✓	✓	✓
Record types				✓	✓	✓
Territory management & sales teams				✓	✓	✓
Visual workflow				✓	✓	✓
Workflow & approval automation				✓	✓	✓
24x7 toll-free support			⚡	⚡	✓	✓
100+ administration services			⚡	⚡	✓	✓
Unlimited online training			⚡	⚡	✓	✓
Console for Sales				⚡	⚡	✓
Knowledge read & write				⚡	⚡	✓
Data.com Prospector ***	⚡	⚡	⚡	⚡	⚡	✓
Data.com Clean ***			⚡	⚡	⚡	✓
Work.com			⚡	⚡	⚡	✓
Service Cloud †						✓
Partner & customer community				⚡	⚡	⚡
Pardot B2B Marketing Automation			⚡	⚡	⚡	⚡

	Contact Manager	Group	Professional	Enterprise	Unlimited	Performance
	CM	G	P	E	U	Px
Sandboxes			\$ Dev. Pro	\$ Full \$ Partial \$ Dev. Pro 1 Developer	1 Full 5 Dev. Pro 15 Developer	1 Full 1 Partial 5 Dev. Pro 30 Developer
Data storage**	1 GB per org	1 GB per org	20 MB per user	20 MB per user	120 MB per user	120 MB per user
File storage**	612 MB per user	612 MB per user	612 MB per user	2 GB per user	2 GB per user	2 GB per user
Maximum custom applications	1	1	5	10	Unlimited	Unlimited

✓ Included in base user license

⚡ Additional fee applies

* Available as a downloadable application via the AppExchange

† Read-only in Salesforce Mobile App; Read-write in Salesforce Classic

** 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.

† Includes all Service Cloud UE features plus Live Agent

*** Data.com Premium Edition dataset is available for additional fee.

For More Information

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

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