How to select the right Salesforce Lightning 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 right Sales Cloud edition for your business:

SalesforceIO **CRM Starter**

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

STARTING AT

PER USER PER MONTH*

Get up and running in no time with the smart, simple CRM solution for 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.

Lightning Professional

Complete sales CRM for

teams of any size

PER USER PER MONTH*

Manage your entire sales cycle with 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.

MOST POPULAR

Lightning Enterprise

CRM for your business

Lightning Unlimited

Unlimited sales CRM power and support

PER USER PER MONTH*

Do more with Enterprise edition. using workflow and approvals, with custom record types, and integrate with any system using our Web services API. You can also and see how your sales deals have

PER LISER PER MONTH*

Unlimited edition gives you access to unlimited online training, 24/7 toll-free support. Tailor Salesforce to fit your business by and creating custom tabs and objects. And your admins will have access to multiple sandboxes for development and testing.

* Billed annually

Interested in both Sales Cloud and Service Cloud Lightning editions?

Ask us how to get the best of Sales Cloud and Service Cloud together. **CONTACT ME**





Sales Cloud Lightning Edition Feature List

Accounts and contacts Ontacts to multiple accounts Person Accounts*** Chatter collaboration Files Mobile access, customization, and admin Mobile offline access Email integration with Outlook Email integration with Gmail Google Apps integration Task and activity tracking Opportunity tracking Opportunity tracking Opportunity tracking Opportunity tracking Opportunity acident Customizable sales process Sales Console App** Lead scoring, routing, and assignment Web-to-lead capture Campaign Influence*** Data.com duplicate alerts and blocking Email templates Case management Knowledge read-only Knowledge read-only Knowledge read-write Reports Customizable dashboards Analytics snapshots Basic forecasts* Advanced forecasts* Advanced reporting Mass email** O O O O O O O O O O O O O O O O O O		ة.	39x. 38j. 1617);		
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Advanced forecasts* Advanced reporting	Analytics snapshots	•	•	•	
Advanced reporting	Basic forecasts**	•	•	•	
	Advanced forecasts*		•	•	
Mass email**	Advanced reporting		•	•	
	Mass email**	•	•	•	

Platform features of each edition	Professional	Enterprise	Unlimited
Partial Sandbox		1	1
Full Sandbox		\$	1
Developer Pro Sandbox	\$	\$	5
Developer Sandbox	10	25	100
Data Storage per user ***	20 MB per user	20 MB per user	120 MB per user
File Storage per user ***	612 MB per user	2 GB per user	2 GB per user
Maximum custom applications	Unlimited	Unlimited	Unlimited

For More Information

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

Corporate Headquarters

The Landmark @ One Market Street Suite 300 San Francisco, CA 94105 United States 1-800-NO-SOFTWARE www.salesforce.com

AppExchange app integration AppExchange app integration Sales Contract and Orders** Products and price books Quotes** Products and price books Quotes** Gerritory Management** Sales Teams Ideas community Content library** Role permissions Integration via Web services API Custom profiles and page layouts Processes (per org) Custom websites Record types (per object) Visual workflow Workflow and approval automation Lightning App Builder Lightning App Builder Lightning App Builder Data.com Prospector** Data.com Prospector** Pardot B2B Marketing Automation** Sales Force Index Sales Sorce Index			ASE THERE THE		
AppExchange app integration Sales Contract and Orders** Products and price books Quotes** Quotes** Territory Management** Sales Teams Ideas community Content library** Role permissions Integration via Web services API Custom profiles and page layouts Processes (per org) Custom websites Record types (per object) Visual workflow Workflow and approval automation Lightning App Builder Lightning Sync 24/7 toll-free support 300 Data.com Prospector** Data.com Prospector** Data.com Prospector** Data.com Clean** Partner and Customer Community** Pardot B2B Marketing Automation** Salesforce Engage** Steelbrick CPQ Sales Wave Sales Wave Sales Wave		Qr/de ²	FLIGHT	Jelier	
Sales Contract and Orders** Products and price books Quotes** Quotes** Gales Teams Ideas community Content library** Role permissions Integration via Web services API Custom profiles and page layouts Processes (per org) Custom websites Record types (per object) Visual workflow Workflow and approval automation Lightning App Builder Lightning Sync 24/7 toll-free support 100+ administration services Unlimited online training Data.com Prospector** Data.com Prospector** Pardot B2B Marketing Automation* Salesforce Engage** Steelbrick CPQ Sales Wave Sales Wave					
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Lightning Voice S S S	Sales Wave	\$	\$	\$	
	Lightning Voice	\$	\$	S	

- ✓ Included in base user license
- S Additional fee applies
- * Available as a downloadable application via the AppExchange
- ** Only available in Salesforce classic
- *** Beta available
- † All editions include a minimum of 1 GB of data and 11 GB of storage shared by all users. Additional data storage is available on a per-org basis for each edition.

Global Offices

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