

How to select the right Salesforce 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 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	Professional	Enterprise	Unlimited
Out-of-the-box CRM for up to five users	Complete CRM for teams of any size	Deeply customizable CRM for your business	Unlimited CRM power and support
\$25 PER USER PER MONTH	\$65 PER USER PER MONTH	\$125 PER USER PER MONTH	\$250 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.	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.	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 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	OVER \$600 IN VALUE
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.		
		LEARN MORE



Discover a smart, easy CRM solution built for small businesses that can be set up in minutes. Powered by Relationship Intelligence, SalesforceIQ gets you started quickly to help you close more.

[TRY FOR FREE](#)

Sales Cloud Edition Comparison

	Professional P	Enterprise E	Unlimited U	Performance V
Accounts and contacts	✓	✓	✓	✓
Chatter collaboration	✓	✓	✓	✓
Content library**	✓	✓	✓	✓
Files	✓	✓	✓	✓
Google Apps integration	✓	✓	✓	✓
Mobile access, customization, and admin	✓	✓	✓	✓
Mobile offline access †	✓	✓	✓	✓
Outlook side panel	✓	✓	✓	✓
Outlook sync	✓	✓	✓	✓
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	✓	✓	✓	✓

	Professional P	Enterprise E	Unlimited U	Performance Px
Integration via Web Services API	Ⓜ	✓	✓	✓
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**	Ⓜ	Ⓜ	Ⓜ	✓
Data.com clean**	Ⓜ	Ⓜ	Ⓜ	✓
Work.com**	Ⓜ	Ⓜ	Ⓜ	✓
Service Cloud***				✓
Partner and customer community**		Ⓜ	Ⓜ	Ⓜ
Pardot B2B marketing automation**	Ⓜ	Ⓜ	Ⓜ	Ⓜ
Salesforce Engage**	Ⓜ	Ⓜ	Ⓜ	Ⓜ

	Professional P	Enterprise E	Unlimited U	Performance Px
Sandboxes	(S) Dev. Pro	(S) Full (S) Partial (S) Dev. Pro 1 Developer	1 Full 5 Dev. Pro 15 Developer	1 Full 1 Partial 5 Dev. Pro 30 Developer
Data storage†	20 MB per user	20 MB per user	120 MB per user	120 MB per user
File storage†	612 MB per user	2 GB per user	2 GB per user	2 GB per user
Maximum custom applications	5	10	Unlimited	Unlimited

✓ Included in base user license

Ⓜ Additional fee applies

* Available as a downloadable application via the AppExchange

** Only available in Salesforce classic

*** Beta available in Salesforce Lightning

† Includes all Service Cloud UE features plus Live Agent

‡ Read-only in Salesforce1 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.

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

Global Offices
Latin America +1-415-536-4606
Japan +81-3-5785-8201
Asia / Pacific +65-6302-5700
EMEA +4121-6953700

