

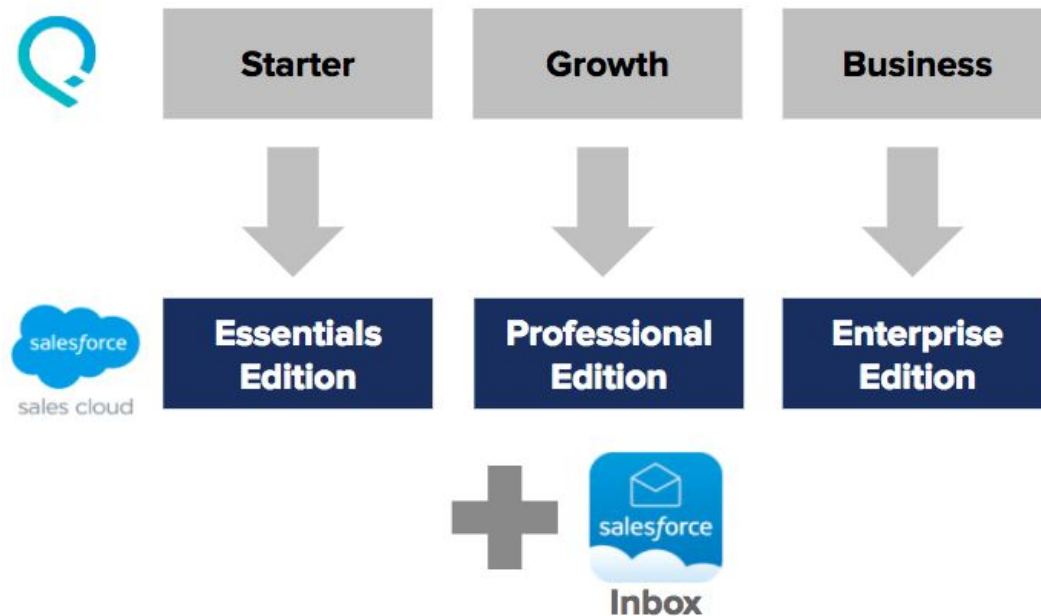


SalesforceIQ CRM to Sales Cloud Edition Comparison

Sales Cloud is the world's #1 CRM. For SalesforceIQ CRM customers, use this guide to determine the best Sales Cloud edition for your business. [Contact us](#) to migrate from SalesforceIQ CRM to Sales Cloud, or visit our [Help Center](#) to learn more.

Quick Decision Guide

We're offering all existing SalesforceIQ CRM customers to move to a Sales Cloud edition comparable to their current SalesforceIQ CRM plan for the same monthly rate per subscription*, as indicated in the graphic below.



*Excludes existing Sales Cloud customers.

Confirm the Features you Need

Curious to see what's included or need additional features? Use this chart to explore what's included in each Sales Cloud edition.

X Included as base feature \$ Additional fee applies.

	SalesforceIQ CRM			Sales Cloud			
	Starter	Growth	Business	Essentials	Professional	Enterprise	Unlimited
Find and manage leads							
Lead Management	X	X	X	X	X	X	X
Lead assignment and routing					X	X	X
Rules-based lead scoring					X	X	X
Einstein lead scoring						\$	\$
Duplicate blocking					X	X	X
Web-to-lead capture		X	X	X	X	X	X
Mass email**		X	X	X	X	X	X
Campaign Management					X	X	X
Campaign Influence					3	5	5
Email templates		X	X	X	X	X	X
Salesforce Engage					\$	\$	\$
Pardot B2B Marketing Automation					\$	\$	\$
Manage customer and sales details							
Account and contact management	X	X	X	X	X	X	X
Einstein Account Insights						\$	\$
Opportunity Management	X	X	X	X	X	X	X
Customizable sales process	X	X	X	X	X	X	X
Einstein Opportunity Insights						\$	\$
Sales Teams						X	X
Task Management, Activity Feed	X	X	X	X	X	X	X

	SalesforceIQ CRM			Sales Cloud			
	Starter	Growth	Business	Essentials	Professional	Enterprise	Unlimited
Suggested Tasks		X	X				
Einstein Activity Capture	X	X	X	+	+	+	+
Calendar All						X	X
Sales Console App					1	X	X
Lightning Dialer				\$	\$	\$	\$
Person Accounts*					X	X	X
Einstein Automated Contacts						\$	\$
Grid view	X	X	X				
Intelligence fields	X	X	X				
Sell from anywhere on any device							
Salesforce for iOS and Android				X	X	X	X
Full Offline Mobile Functionality				X	X	X	X
Inbox Mobile App	X	X	X	+	+	+	+
Forecast sales accurately							
Collaborative forecasting					X	X	X
Opportunity Splits						X	X
Enterprise Territory Management						X	X
Configure, price, quote, and bill							
Contracts					X	X	X
Orders					X	X	X
Products and price books					X	X	X
Quotes					X	X	X
Salesforce CPQ					\$	\$	\$
Get real-time sales insights							
Configurable Reports and Dashboards				X	X	X	X
Advanced reporting features						X	X

	SalesforceIQ CRM			Sales Cloud			
	Starter	Growth	Business	Essentials	Professional	Enterprise	Unlimited
Sales Analytics app						\$	\$
Collaborate across your company							
Chatter				X	X	X	X
Stream collaboration	X	X	X				
Files	X	X	X	X	X	X	X
Extend Salesforce to your partners							
Partner Communities						\$	\$
Cross-sell and upsell more easily							
Case management				X	X	X	X
Knowledge (read only)						X	X
Knowledge (read write)						\$	\$
Customize and automate processes							
Process Builder (processes per org)					5	X	X
Workflow rules and approval automation						X	X
Lightning App Builder					X	X	X
AppExchange				X	X	X	X
Configurable profiles and page layouts					2	X	X
Roles and Permissions		X	X		2	X	X
Record types per object					3	X	X
Partial Sandbox						1	1
Full Sandbox						\$	1
Developer Pro sandbox					\$	\$	5
Developer sandbox					10	25	100
Data storage per user*				20 MB / user	20 MB / user	20 MB / user	120 MB / user
File storage per user**	10 MB per file	10 MB per file	10 MB per file	512 MB / user	512 MB / user	2 GB / user	2 GB / user

	SalesforceIQ CRM			Sales Cloud			
	Starter	Growth	Business	Essentials	Professional	Enterprise	Unlimited
Unlimited custom applications				X	X	X	X
Connect sales info to any app							
Google Apps integration		X	X		X	X	X
Send email through Gmail or Outlook	X	X	X	X	X	X	X
Lightning Sync					X	X	X
Get the most out of Salesforce							
Online case submission (two-day response)	X	X	X	X	X	X	X
24/7 toll-free prioritized phone support					\$	\$	X

* All editions include a min 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.

+ Available as Limited-Time Promotion for SalesforceIQ customers that are migrating to Sales Cloud

** Available only in Classic

Interested in migrating from SalesforceIQ CRM to Sales Cloud? [Contact us!](#)