How to select the right Salesforce Lightning edition

salesforce sales cloud

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 right Sales Cloud edition for your business:

		MOST POPULAR	
SalesforceIQ CRM Starter	**Lightning Professional**	**Lightning Enterprise**	**Lightning Unlimited**
Out-of-the-box CRM for up to five users	Complete sales CRM for teams of any size	Deeply customizable sales CRM for your business	Unlimited sales CRM power and support
STARTING AT			
$25 USD	$75 USD	$150 USD	$300 USD
PER USER PER MONTH*	PER USER PER MONTH*	PER USER PER MONTH*	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 24/7 toll-free support. Tailor Salesforce to fit your business by building unlimited custom apps 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**

INTRODUCING

salesforceIQ

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 Lightning Edition Feature List

	Professional (P)	Enterprise (E)	Unlimited (U)
Accounts and contacts	✅	✅	✅
Contacts 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	✅	✅	✅
Calendar All		✅	✅
Customizable sales process	✅	✅	✅
Sales Console App**	1	✅	✅
Lead scoring, routing, and assignment	✅	✅	✅
Web-to-lead capture	✅	✅	✅
Campaigns	✅	✅	✅
Campaign Influence***	✅	✅	✅
Data.com duplicate alerts and blocking	✅	✅	✅
Email templates	✅	✅	✅
Case management	✅	✅	✅
Knowledge read-only		✅	✅
Knowledge read-write		💲	💲
Reports	✅	✅	✅
Customizable dashboards	✅	✅	✅
Analytics snapshots	✅	✅	✅
Basic forecasts**	✅	✅	✅
Advanced forecasts*		✅	✅
Advanced reporting		✅	✅
Mass email**	✅	✅	✅

	Professional (P)	Enterprise (E)	Unlimited (U)
AppExchange app integration	✅	✅	✅
Sales Contract and Orders**	✅	✅	✅
Products and price books	✅	✅	✅
Quotes**	✅	✅	✅
Territory Management**		✅	✅
Sales Teams		✅	✅
Ideas community	✅	✅	✅
Content library**	✅	✅	✅
Role permissions	2	✅	✅
Integration via Web services API	💲	✅	✅
Custom profiles and page layouts	2	✅	✅
Processes (per org)	5	✅	✅
Custom websites		✅	✅
Record types (per object)	3	✅	✅
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 Clean**	💲	💲	💲
Partner and Customer Community**		💲	💲
Pardot B2B Marketing Automation**	💲	💲	💲
Salesforce Engage**	💲	💲	💲
Steelbrick CPQ	💲	💲	💲
SalesforceIQ Inbox	💲	💲	💲
Sales Wave		💲	💲
Lightning Voice	💲	💲	💲

Platform features of each edition

	Professional (P)	Enterprise (E)	Unlimited (U)
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

✅ Included in base user license

💲 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.

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

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