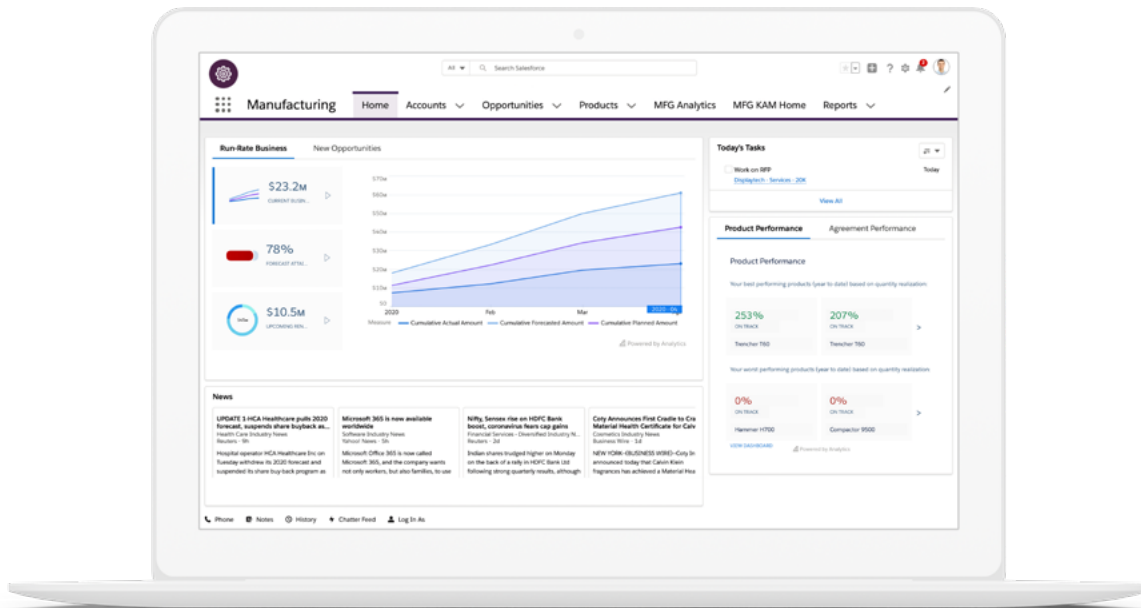


Manufacturing Cloud

# Meet the demands of the digital imperative with the world's #1 CRM for manufacturing.



## Fine-Tune Virtual Selling Motions

Drive sales team accountability and controls in a single platform. Track against key KPIs, build performance benchmarks, and forecast sales accurately with AI-powered pipeline management.

## Hold Your Customers Close with Differentiated Service

Rapidly respond to the needs of your distributors and customers. Resolve cases faster by keeping support agents connected to all the activity, processes, and information they need, from the ERP to the factory floor.

## Drive Account Transparency with Sales Agreements

Manage the sales agreement lifecycle. Unify the run-rate business with sales agreements inside the CRM, from inception through renewal.

## Capture Sales Input with Account-Based Forecasting

Use your best source of data – your customers – to navigate volatility. Capture a holistic forecast with predicted volumes and revenue streams across new and run-rate business.

## Drive Comprehensive Business Planning with Account Manager Targets

Analyze your entire organization's performance, from target performance to forecasts, and convert your organization's growth plans into measurable targets.

## Extend Partner Collaboration with Community Cloud for Manufacturing

Drive sales agreement collaboration and forecast visibility with your partners. Quickly enable extended collaboration around agreements, leads, and opportunities with an out-of-the-box template.

## Make Fast, Informed Decisions with Einstein Analytics for Manufacturing

Empower your teams with AI-powered guidance. Bring intelligence and insights to day-to-day operations, with insights on account health, pricing performance, product recommendations, and more.

Learn more at [manufacturingcloud.com](https://www.salesforce.com/manufacturingcloud.com)



# Manufacturing Cloud Pricing



	Enterprise \$225 USD/user/month	Unlimited \$375 USD/user/month
Compare editions and top features.		
Manufacturing Sales Data Models	✓	✓
Sales Agreement Management	✓	✓
Custom Metric Definition and Tracking	✓	✓
Account-Based Forecasting	✓	✓
Audit Trail for Collaborative Forecasting	✓	✓
Custom Forecasting Algorithm	✓	✓
24/7 Support and Configuration Services	✗	✓
Explore all features.		
<b>Deliver transparency and predictability across your ecosystem.</b>		
Manufacturing Sales Data Models	✓	✓
Sales Agreement Management	✓	✓
Custom Metric Definition and Tracking	✓	✓
Account-Based Forecasting	✓	✓
Audit Trail for Collaborative Forecasting	✓	✓
Custom Forecasting Algorithm	✓	✓
<b>Find and manage leads better.</b>		
Lead Management	✓	✓
Lead Assignment and Routing	✓	✓
Duplicate Blocking	✓	✓
Web-to-Lead Capture	✓	✓
Mass Email	✓	✓
Campaign Management	✓	✓
Email Templates	✓	✓
Rules-Based Lead Scoring	✓	✓
Lead Registration	✓	✓
Campaign Influence	5 campaigns per opportunity	5 campaigns per opportunity
<b>Manage customer and sales details.</b>		
Account and Contact Management	✓	✓
Opportunity Management	✓	✓
Customizable Sales Process	✓	✓
Task Management, Activity Feed	✓	✓
Person Accounts	✓	✓
Sales Console App	✓	✓
Sales Teams	✓	✓
Calendar All	✓	✓
<b>Sell from anywhere on any device.</b>		
Salesforce Mobile App	✓	✓
Full Offline Mobile Functionality	✓	✓
<b>Forecasting sales more accurately.</b>		
Collaborative Forecasting	✓	✓

# Manufacturing Cloud Pricing



	Enterprise	Unlimited
<b>Forecasting sales more accurately. (cont.)</b>		
Forecasting Mobile App	✓	✓
Custom Opportunity Fields in Forecasting	✓	✓
Opportunity Splits	✓	✓
Enterprise Territory Management	✓	✓
<b>Create and track quotes and orders.</b>		
Contracts	✓	✓
Sales Orders	✓	✓
Products and Price Books	✓	✓
Quotes	✓	✓
<b>Get real-time sales insights.</b>		
Customizable Reports and Dashboards	✓	✓
Advanced Reporting Features	✓	✓
<b>Collaborate across your company.</b>		
Files	✓	✓
Topics and Recommendations	✓	✓
Chatter	✓	✓
<b>Cross-sell and upsell more easily.</b>		
Chatter	✓	✓
Knowledge (Read-Only)	✓	✓
<b>Customize and automate process.</b>		
Lightning Flow Automation (Flow + Process Builder)	Unlimited	Unlimited
Lightning App Builder	✓	✓
AppExchange	✓	✓
Data Storage per User	✓	✓
File Storage per User	✓	✓
Unlimited Custom Applications	✓	✓
Customizable Profiles and Page Layouts	Unlimited	Unlimited
Roles and Permissions	Unlimited	Unlimited
Record Types (per Object)	Unlimited	Unlimited
Developer Sandbox	✓	✓
Developer Pro Sandbox	Available for purchase	✓
Partial Sandbox	1 Partial Sandbox included per org	1 Partial Sandbox included per org
Full Sandbox	Available for purchase	1 Full Sandbox included per org
Platform	✓	✓
Workflow and Approval	✓	✓
<b>Connect sales info to any app.</b>		
Email Integration with Outlook	✓	✓
Google Apps Integration	✓	✓
Lightning Sync	✓	✓
Web Services API	✓	✓

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