

ACT! SaaS Lite (\$10/Mth/User up to 5 users only)	✓ Standard feature		
ACT! SaaS Pro [ACT! Premium for Web Version] (\$45.00/mth/user - unlimited users)	☒ Not available		
SF.com Group Edition Comparison (1, 3 or 5 users model only)	\$ Indicates assistance required from Act Today at a consulting level		
Features	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Maximum Users	5	Unlimited	5 (1, 3 or 5 only)
Total Storage Space	2Gb	2GB	1GB
No Contracts	✓	✓	☒
Tips & Tricks service	✓	✓	☒
Access to an ACT! Certified Consultant	✓	✓	☒
Online Training/User guide	✓	✓	✓
Additional Services	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Uses SSL security (ssl)	✓	✓	☒
Hosted In Australia	✓	✓	☒
User Setup Adding or removing users from your ACT! Database	☒	✓	\$
Onsite Backup	✓	✓	\$
Complete User Offline Access Capability	\$	\$	☒
Contact and Customer Management	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Maintain Contact Details, Notes, History, Activities and Opportunities	✓	✓	✓
Attach any Documents and Emails to Contacts, Notes, and Activities	✓	✓	☒
60+ Pre-defined Fields	✓	✓	☒
Duplicate Checking and the ability to merge records	☒	✓	☒
Unlimited date- and time-stamped Notes and History	✓	✓	☒
Share Notes and History between multiple contacts	✓	✓	✓
Track related contacts as Groups & Subgroups	✓	✓	☒
Add/Remove contacts for Groups & Subgroups automatically based on criteria you specify	✓	✓	☒
View Groups & Subgroups in tree views	✓	✓	☒
Opportunity Management	✓	✓	✓
Dashboard	✓	✓	✓
Tasking and Calender management	✓	✓	✓
Company Management	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Track Companies and Divisions with two click's	✓	✓	☒
Add/Remove contacts on Company Records automatically based on criteria you specify	✓	✓	☒
View Companies and Divisions in tree views	✓	✓	☒
Track contacts, notes, history, activities, opportunities, documents, addresses	✓	✓	✓
Specify linked fields between Company and Contact Records	✓	✓	☒
Update contact linked fields from a company*	✓	✓	☒
Linked fields are part of database design and not customisable in Web Interface	☒	✓	☒
Intuitive interface	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Easily use Tabs for viewing and editing information on contacts, companies and Groups	✓	✓	☒
Type-ahead helper (quick data entry)	✓	✓	☒
Multi-select drop-downs for (quick data entry)	✓	✓	☒
Easy to use navigation bar	✓	✓	☒
Setup assistance for configuring preferences	✓	✓	☒
In-context Help, Feature Tours, and documentation in-product/online	✓	✓	✓

Lookups & Searching	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Central search option	✓	✓	✓
Lookup/search on all fields	✓	✓	☒
Advanced queries	✓	✓	☒
Contact activity lookup	✓	✓	☒
Opportunity lookups	✓	✓	✓
Document lookups	✓	✓	✓
Save lookups as Groups or Companies	✓	✓	☒
User lookups	✓	✓	✓
Calendar and Activity Management	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Simply Schedule calls, meetings, and to-dos, plus custom activities	✓	✓	☒
Edit Priority, Activity, and History types	✓	✓	✓
Track activities on Contact Records	✓	✓	☒
Schedule an Activity Series for activities with multiple steps	☒	✓	☒
Multiple calendar views	✓	✓	✓
Filterable Task List view	✓	✓	☒
Activity Management	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Activity alarms	✓	✓	✓
Activity rollover	✓	✓	✓
Calendar pop-ups, activity reminder, quick link to assigned contact or company	✓	✓	☒
Grant calendar access by user	✓	✓	☒
At-a-glance user availability	✓	✓	☒
Conflict notification	✓	✓	☒
Sales Opportunity Management	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Built-in or custom sales process with multiple steps	✓	\$	✓
Easily Track product/services, details, and more for each sales opportunity	✓	✓	✓
Automatically track the number of days a sales opportunity has been open	✓	✓	☒
Input Opportunity Date fields	✓	✓	✓
Set sales opportunities as open, closed-won, closed-lost, and inactive	✓	✓	☒
Associate contacts, groups, and companies with each sales opportunity	✓	✓	☒
Multi-Filterable Opportunity List view	✓	✓	☒
Schedule a follow-up activity from the Opportunity	✓	✓	✓
Export the Opportunity List to Microsoft® Excel®	✓	✓	☒
Prospect and Customer Communications	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
ACT! and Outlook e-mail integration	✓	✓	✓
Create activities and contacts from Outlook e-mails	✓	✓	☒
Built-in e-mail with integration options	✓	✓	☒
Attach multiple e-mails to contacts	✓	✓	☒
Use preformatted templates for e-mails and letters	✓	✓	✓
Bulk E-mail and letter Mail Merge to a contact or groups of contacts	✓	✓	☒
Manage Mail Merge when contact records have missing e-mail addresses	✓	✓	☒
Last communication fields, including e-mail, meeting etc.	✓	✓	☒
History of all customer correspondence	✓	✓	☒
Dash Board and Reporting	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Interactive Activity and Opportunity dashboards	✓	✓	☒
Dashboard targets	✓	✓	✓
40 preformatted report templates, with 20 focused on sales opportunities	✓	✓	☒
Interactive pipeline report with drilldown capability	✓	✓	☒
Report on activities by user	✓	✓	☒

Data Sharing and Security	ACT!SaaS	ACT!SaaS Pro	SF.com Group Ed
Share data with over 5 users +	☒	✓	☒
View activities for 10+ users on your ACT! calendar	✓	✓	☒
Report on activities by user	✓	✓	☒
View team memberships	✓	✓	☒
Mark contacts as private	✓	✓	✓
Field level security (configurable as part of database design)	\$	✓	☒
Record Level Security to users or teams	✓	✓	☒
Secure Notes, history, and opportunities	✓	✓	✓
Company security	✓	✓	☒
Group security	✓	✓	☒
Five security roles for users	✓	✓	☒
Specify user permissions and access	✓	✓	☒
Password rules	✓	✓	☒
Codeless Customisation	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Advanced Layout Designer for editing layouts	\$	✓	☒
Designate field types as Date, Currency, yes/no, Expansive Memo, and Picture	\$	✓	☒
Remove, edit, or add fields	\$	✓	✓
Add values to drop-downs	✓	✓	☒
Customise columns	\$	✓	☒
Customise sales processes and stages	✓	✓	☒
Customise Opportunity field names and field types	\$	✓	☒
Drop-downs in Opportunities	✓	✓	☒
Customise the dashboards with the Dashboard Designer tool	\$	✓	☒
Customise reports with the Report Designer	✓	✓	☒
Administration	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Automatic backup	✓	✓	✓
Automatic database maintenance	✓	✓	✓
Automatic synchronization	✓	✓	☒
Microsoft SQL Server® 2005 Express Edition	✓	✓	☒
Microsoft SQL Server 2005 Express Edition & SQL Server 2005 Standard Edition	✓	✓	☒
Anywhere workforce	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Mobile devices, including Palm OS®, Pocket PC, BlackBerry®	\$	\$	\$
Windows or offline access available	\$	\$	☒
Web access	✓	✓	✓
Multi location Sync Services available	✓	✓	☒
Templates for popular paper organisers for printed schedules	✓	✓	☒
Integration	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Microsoft Outlook and Excel	✓	✓	✓
Import Outlook and GoldMine® contact information	\$	\$	\$
Integration with Internet Explorer® and Safari®	✓	✓	✓
Extensibility	ACT!SaaS Lite	ACT!SaaS Pro	SF.com Group Ed
Enhancement solutions developed by third-party vendors	\$	\$	\$

Disclaimer: The functionality above is to the best of our knowledge. In some circumstances, it was not possible to test certain features. Act Today recommend that you undertake your own investigation prior to purchasing.