

SAP Customer Experience

SAP Sales Cloud Functional Specifications

Each edition of SAP Sales Cloud offers functionality defined by the following features within SAP Cloud for Customer, SAP Jam Collaboration and SAP Cloud for Customer, server-side integration.

SAP Sales Cloud Editions			
Key Features	Standard	Professional	Enterprise
Account and Contacts, Persons	✓	✓	✓
Lead & Opportunity Management	✓	✓	✓
Activity & Visit Management	✓	✓	✓
Surveys	✓	✓	✓
Sales Analytics	✓	✓	✓
Sales Target Planning	✓	✓	✓
Price and Discount Lists	✓ ¹	✓	✓
Quotation Management	✓ ¹	✓	✓
Territory Management	✓ ¹	✓	✓
Sales Forecasting	✓	✓	✓
Mobility	✓	✓	✓
Collaboration and Feeds	✓	✓	✓
Integration API's ²	✓ ¹	✓	✓
Groupware Integration (Client side)	✓	✓	✓
Data Privacy Management	✓	✓	✓
Route Planning and Execution		✓	✓
Service Tickets		✓	✓
SAP Cloud Applications Studio (SDK)		✓	✓
SAP JAM Collaboration		✓	✓
SAP Sales and Service Cloud, Private Edition		\$	\$
SAP Cloud Platform extensions		\$	\$
SAP Signature Management by DocuSign		\$	\$
SAP Sales Cloud, Imaging Intelligence add-on			\$
SAP Cloud for Customer, server-side integration ³			✓
Deal Finder			✓
Influencer Map			✓
Contracts			✓
Installed Base			✓
Industry Options			✓
SAP Predictive service for opportunity scoring and lead scoring			✓
SAP Service Cloud ⁴			✓

¹ Standalone configuration or integration to SAP Business One (B1) is permitted.

² Integration requires at least one test tenant.

³ Not offered from China Data Center(s) due to local regulations.

⁴ SAP Sales Cloud, Enterprise edition offers native sales and service functionality of SAP Cloud for Customer.

\$ Additional fee applies.

DISCLAIMER: SAP retains the right to change, at any time in its sole discretion, the SAP Sales Cloud (without materially diminishing the functionality during a subscription term), this specification sheet, and/or the location of the data center(s) from which the Cloud Service is hosted.

