



Oracle Sales Cloud Pricing

Editions Comparison



Oracle Sales Cloud optimizes performance with a comprehensive ecosystem that includes sales force automation, partner relationship management, sales performance management, customer data management and sales analytics. To address industry-specific requirements, Oracle offers prebuilt solutions that leverage the comprehensive Oracle product portfolio.

Complete: Oracle Sales Cloud is part of a complete suite of analyst-rated, market-leading applications spanning Oracle’s sales, marketing, commerce, service and configure, price, quote cloud services. Oracle’s customer experience (CX) solutions are pre-integrated, offering close alignment with marketing, visibility into service requests, product configuration, forecasting and more. Organizations can use prebuilt integrations as built or modify them using Oracle Integration Cloud Service.

Innovative: Innovative features deliver deep customer insight, offer productivity-driven applications and provide the flexibility to adapt and differentiate.

Proven: Oracle Sales Cloud is backed by Oracle’s secure and scalable operations and recognized industry experience, proven to support and power global sales organizations.

	Professional Edition ¹ <small>NEW</small> \$65 user/month	Standard Edition ¹ \$100 user/month	Enterprise Edition ¹ \$200 user/month	Premium Edition ¹ \$300 user/month	Learn More
CX Core					
Accounts, Contacts, and Households	✓	✓	✓	✓	📄
Leads and Opportunities	✓	✓	✓	✓	
Appointments, Tasks, and Call Reports	✓	✓	✓	✓	
Sales Coach	✓	✓	✓	✓	
Assessments	✓	✓	✓	✓	
Notes and Attachments	✓	✓	✓	✓	
Automated Assignment	✓	✓	✓	✓	
Outlook – PIM sync	✓	✓	✓	✓	
Oracle Social Network Collaboration	✓	✓	✓	✓	📄
Sales Forecasting					
Revenue Forecasting	✓	✓	✓	✓	📄
Unit Forecasting			✓	✓	
Mobile					
Enterprise Mobile App	✓	✓	✓	✓	📄
Oracle Mobilytics			✓	✓	
Mobile App Designer			✓	✓	
Sales Analytics ²	✓	✓	✓	✓	📄 ▶
Sales Catalog	✓	✓	✓	✓	📄
Campaigns	✓	✓	✓	✓	📄
Oracle Sales Cloud for Outlook		✓	✓	✓	📄
Oracle Sales Cloud for IBM Notes			✓	✓	📄
Oracle Sales Cloud for Gmail			✓	✓	
Configuration and Customization Toolset ³	✓	✓	✓	✓	📄





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Customer Data Management		✓	✓	✓	
Customer Hub		✓	✓	✓	
Customer Data Steward		✓	✓	✓	
Data Quality		*	*	*	
Oracle Data as a Service (DaaS)		*	*	*	
Sales Performance Management		✓	✓	✓	
Territory Management		✓	✓	✓	
Quota Management			✓	✓	
Incentive Compensation			✓	✓	
Mobile Commissions App			✓	✓	
Presentation Sharing with Sales Lightbox			✓	✓	
Sales Predictor			✓	✓	
Whitespace Analysis				✓	
Enterprise Contracts			*	✓	
Partner Relationship Management (PRM)	*	*	*	*	
PRM for Partners	*	*	*	*	
PRM for Channel Managers	*	*	*	*	
Oracle Social Network for Partners	*	*	*	*	
Deal Management Mobile App	*	*	*	*	
Oracle Sales Cloud Industry Solutions			*	*	
Financial Services			*	*	
Communications			*	*	
Consumer Goods			*	*	
High Tech and Manufacturing			*	*	

✓ Included in the Oracle Sales Cloud edition.
 *Offered as an Oracle Sales Cloud service option.

- Every Oracle Sales Cloud instance includes one test environment.
- Sales Analytics includes Oracle Transactional Business Intelligence Enterprise for CRM Cloud Service and over 150 prebuilt reports.
- The Configuration and Customization Toolset includes 1 user license for every 20 licensed Oracle Sales Cloud users.

NEW: Oracle Sales Cloud Essential User provides read access to reports and the ability to approve transaction and edit attachments, notes, comments, and activities for anyone outside of the sales organization.
 Some cloud offerings require a minimum number of users/quantities for purchase.

Customer Experience Cloud Services

Offered for organizations with other SFA applications, these cloud services help any organization achieve sales goals:

- » Sales Performance Management Cloud (\$80/user/month)
 - Territory Management
 - Quota Management
 - Incentive Compensation
 - Oracle Social Network
 - Sales Coach
 - Sales Appraisals/Assessments
 - Customer Data Management Cloud
 - Oracle Transaction Business Intelligence
 - Configuration and Customization Toolset
- » Customer Data Management Cloud (\$20/user/month)
 - Oracle Customer Hub
 - Data Steward Dashboard
 - Analytics
 - List Import Workbench
 - Source Data History
 - Survivorship
 - Oracle Transaction Business Intelligence
 - Configuration and Customization Toolset
 - Options: Address Validation, Enhanced Matching, Data Enrichment

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