



PEGA SALES AUTOMATION PRICING

2021

Capability		Standard Edition \$140 per user/month	Intelligence Edition \$170 per user/month	Engagement Edition \$250 per user/month
Account & Contact Management	Account & Contact Management (B2B and B2C)	✓	✓	✓
	Account & Contact Management for Partners	✓	✓	✓
Opportunity & Lead Management	Rule & Event Based Lead Scoring	✓	✓	✓
	Web To Lead Capture	✓	✓	✓
	Task & Activity Management	✓	✓	✓
	Intelligent Guided Sales Process	✓	✓	✓
	Forecasting & Close Plans	✓	✓	✓
Dashboards & Portals	50+ Dashboards	✓	✓	✓
	360 Degree Account/Contact View	✓	✓	✓
	Portals For Reps, Agents, Managers, Inside Sales, & Admin Users	✓	✓	✓
	Custom User Profiles & Layouts	✓	✓	✓
Productivity Tools	Robotic Process Automation	✓	✓	✓
	Mobile Application & Offline Mobile Functionality	✓	✓	✓
	Internal Pulse Social Collaboration & External Social Feeds	✓	✓	✓
	LinkedIn Sales Navigator Integration	✓	✓	✓
	Microsoft Outlook and G-Suite Integration	✓	✓	✓
	Microsoft Exchange Bi-Directional Synchronization		✓	✓
	Knowledge Management for Sales Reps		✓	✓
	Email Campaigns & Templates		✓	✓
	Call Telephony Integration			✓
Knowledge Management for Customers			✓	
Artificial Intelligence	Opportunity Insights: Predict Win Probability		✓	✓
	Opportunity Insights: Predict Opportunity Close Dates		✓	✓
	Opportunity Insights: Predict Opportunity Stage Progression		✓	✓
	Futurecast: Predict Quota Attainment		✓	✓
	Futurecast: Predict Forecast Accuracy		✓	✓
	Sales Coach: Predict Rep Effectiveness		✓	✓
	Sales Coach: AI-suggested Coaching Plans & Actions		✓	✓
	Next Best Action For Leads & Opportunities		✓	✓
	Lead Scoring & Ranking		✓	✓
Customer-Specific Next Best Offers*			✓*	
Partner Relationship Management (PRM)	Role-Based Portals and Dashboards	✓	✓	✓
	Territory & Partner Management	✓	✓	✓
	Partner Scorecard Insights	✓	✓	✓
	Automated Sharing of Records/Organizations/Accounts/Contacts	✓	✓	✓
	Marketing Collateral Sharing	✓	✓	✓
	Deal Registration	✓	✓	✓
	Partner Onboarding	✓	✓	✓
	Mobile Partner Relationship Management	✓	✓	✓
Industry Applications	Sales Automation For Insurance	✓	✓	✓
	Sales Automation For Financial Services	✓	✓	✓
	Sales Automation for Communications	✓	✓	✓
	Sales Automation For Healthcare	✓	✓	✓
Data & Administrative Functions	No Code Studio For Customizing & Configuring Application	✓	✓	✓
	Built In Workflow & Case Management	✓	✓	✓
	User Definable Rule & Event Automation	✓	✓	✓
	Integration Via DB, Web Service Or API Connectors	3 included	6 included	✓
	Language Packs	1 included	3 included	✓
	Data Merge, Duplicate Checking, & Bulk Upload	✓	✓	✓
	Role & Security Administration	✓	✓	✓
Infrastructure And Support	Dev/Test, QA, & Production Environments	✓	✓	✓
	Single-Tenant Virtual Private Cloud	✓	✓	✓
	Hybrid Cloud Ready	✓	✓	✓
	AI-Powered Performance Management	✓	✓	✓
	Software Updates On Your Schedule	✓	✓	✓
	24x7 Support	✓	✓	✓
	Integrated Dev/Ops	✓	✓	✓
	Online Training Via Pega Developer Network	✓	✓	✓
Pega Exchange Access	✓	✓	✓	

Contact for questions and quote: <https://www.pega.com/contact-us> | 617-374-9600

*Requires additional Pega Customer Decision Hub license