










INSIGHT SELLING SUITE

Cumulus Edition

Feature		Insight Selling Suite Cumulus Edition
 Technical Features	Number of Users	50 - 500
	Data Centre Locations	project-based
	Single Sign-On	✓
	Enterprise Search	✓
 Account & Contact Management	Customer Pricing	✓
	360° Customer View	✓
	Install-Base	✓
 Lead & Opportunity Management	Pipeline View	✓
	Lead-to-Opportunity Tracking	✓
 Quote Management	Product Configuration	native SAP / product logic
	Pricing	calculation schema / native SAP
	Sales Simulation	✓
	PDF & Excel export	✓
	Workflows & Approvals	✓
 Order Integration	ERP Sales Orders	✓
	Quote ATP check	✓
 Sales Insights	Guided Selling	✓
	Up-/Cross-Selling Recommendations	✓
	Analytics with Dashboards	✓
 Sales Collaboration	User-driven Workflow	✓
	Cloud for Customer or SFDC	✓
 Platform	Integrated SAP Hana Cloud Platform	✓
 Services	On-Boarding (Deployment, Implementation, Customizing, Modelling)	based on Customer Success Package
	Training & Go-Live	
	After Go-Live Support	

Reasonable CRM - *Simply made for using*