



ACT! Comparison Chart

Organise your Data	ACT! Professional	ACT! Professional for Workgroups	ACT! 6.0
☐ Enhanced Look and Feel	✓	✓	-
60 Pre-Defined Contact Fields	✓	✓	✓
☐ 15 levels of Subgroups	✓	✓	-
☐ Run Look-ups to find any detail	Improved	Improved	✓
☐ Record detailed Secondary Contact information	✓	✓	Basic
☐ Notes and Histories tracking all contact communications	Improved	Improved	✓
Share Notes and Histories between Contacts	✓	✓	-
☐ Rich Text Formatting	✓	✓	-
☐ Company Records	✓	✓	-
Custom History Types	✓	✓	-
☐ 1-Click List Export to Microsoft Excel	✓	✓	-
Export Data to a .txt delimited file	✓	✓	✓
Quick Print capability	✓	✓	-
Private Records	✓	✓	✓
Internet Services - attach website snapshot to ACT! contacts	✓	✓	✓
☐ New Image Fields, Tick Boxes, Unlimited Character Memo fields	✓	✓	-
Forecast and Track Sales Opportunities	ACT! Professional	ACT! Professional for Workgroups	ACT! 6.0
☐ Integrated Sales Opportunity Environment	✓	✓	Basic
Report Designer	Improved	Improved	✓
Forecasting Tools	✓	✓	✓
☐ Opportunity List View	✓	✓	-
Create Multiple Sales Processes	✓	✓	-
Product Lists	✓	✓	-
Instant Quotes	✓	✓	-
☐ Sales Reports and Report Designer	Improved	Improved	✓
☐ Interactive Pipeline Report	✓	✓	Basic
Manage Your Schedule	ACT! Professional	ACT! Professional for Workgroups	ACT! 6.0
☐ Activity Tracking	✓	✓	✓
Task List View	✓	✓	✓

In-built Calendar	Improved	Improved	✓
☐ Five Calendar Views	✓	✓	-
Calendar Pop-Ups	✓	✓	✓
Set Activity Alarms	✓	✓	✓
Automatically Rollover Activities	✓	✓	✓
Manager and Schedule Key Resources	-	✓	-
Set Recurring Activities	✓	✓	✓
Create Global Events like holidays in everyone's calendar	✓	✓	-
Custom Activity Types	✓	✓	-
Custom Activity Priority Levels	✓	✓	-
☐ Multi-User Activity Series	Improved	Improved	✓
Grant Calendar Access	✓	✓	-
Instantly View User Availability	-	✓	-
Send Meeting Invitations	-	✓	-

Contact Communications

	ACT! Professional	ACT! Professional for Workgroups	ACT! 6.0
☐ ACT! E-Mail Client	Improved	Improved	✓
☐ Writing Letter Templates through Microsoft Word	✓	✓	✓
Mail Merging	✓	✓	✓
Outlook Calendar Synchronisation	Improved	Improved	✓

Database Administration

Import Data from Microsoft Outlook and .TXT / .CSV	✓	✓	✓
Layout Designer	Improved	Improved	✓
☐ Eliminate Duplicate Records	✓	✓	-
☐ Background Synchronisation and Sync Scheduler	✓	✓	-
Advanced Synchronisation Services	-	✓	-
5 Levels of User Security settings	✓	✓	-
Increased Scalability to as many as 100 users	-	✓	-
Microsoft SQL Server 2000 integration	-	✓	-
Team based user management	-	✓	-
Manage user / team access to specific contacts	-	✓	-