

Entellium vs. Goldmine, Outlook and ACT!

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Consider Entellium if your business is looking for more than just contact management. Entellium's sales force automation module is easily customized to your best sales practices - consequently, your sales cycle is shortened, volumes increase, and each salesperson produces like a top performer. Further, we deliver features - like opportunity management, shared calendars, forecasting and collaborative tools - that our customers have come to depend on. Because our applications are delivered over the Internet, you'll enjoy the benefits of our "no-cost" upgrades and eliminate database synchronization hassles. When you choose Entellium, you choose powerful features, ease of use, even affordability - your total cost of ownership with Entellium is actually lower than Goldmine and ACT! in most cases. Best of all, Entellium doesn't require contracts - try us at no risk, and see why industry analysts have concluded that Entellium's "value proposition compared to other vendors is much stronger" and that our products are "elegant in its simplicity" and "rich in features."

		Goldmine 6.5	Microsoft Outlook 2003	ACT! 6.0
No Database Synchronization Hassles	✓	✗	✓	✗
No IT Maintenance Required	✓	✗	✓	✗
Scalable to Any Number of Users	✓	✗	✓	✗
No Costs for Upgrades	✓	✗	✗	✗
Support Options	Entellium eSalesForce	Goldmine 6.5	Outlook	ACT! 6.0
Free 24x7 Email	✓	✗	✓	✗
Free 24x7 Chat Interface Built-in	✓	✗	✗	✗
Remote Office Location Access	Entellium eSalesForce	Goldmine 6.5	Outlook	ACT! 6.0
Via the Web, Free	✓	✓	✗	✗
No Additional Software to Buy	✓	✓	✓	✗
Basic Features	Entellium eSalesForce	Goldmine 6.5	Outlook	ACT! 6.0
Contact Management	✓	✓	✓	✓
Lead Management	✓	✓	✓	✓
Opportunity Management	✓	✓	✓	✓
Schedule Management	✓	✓	✓	✓
Email Contacts	✓	✓	✓	✓
Outlook Integration, Standard	✓	✗	✓	✓
360° View of Every Company	✓	✗	✗	✗
Offline Client Options	Entellium eSalesForce	Goldmine 6.5	Outlook	ACT! 6.0
Phone-based updates and information retrieval	✓	✗	✗	✗
Handheld Synchronization	✓	✓	✓	✓
Excel	✓	✗	✗	✗

Outlook				
Collaborative Tools	Entellium eSalesForce	Goldmine 6.5	Outlook	ACT! 6.0
Document Sharing				
View Over 100 File Types				
Version Control Tools				
Team Chat Forums				
Allows 3 rd party collaboration				
500 MB of Online Storage				
Sales Force Automation	Entellium eSalesForce	Goldmine 6.5	Outlook	ACT! 6.0
Maps to Your Best Sales Practices				
Powerful Workflow				
Track Multiple Products per Opportunity				
Advanced, Customizable Sales Process				
Custom Fields, Including Notes and History				
Custom Look-and-Feel Capability, Standard				
Analyze Lead Source and Marketing Programs				
Track and Analyze Lead Source/Information				
Track Multiple Competitors				
Multiple Forecasts in a Single Opportunity				
Tracks Recurring and Non-Recurring Revenue				
Forecast and Reporting	Entellium eSalesForce	Goldmine 6.5	Outlook	ACT! 6.0
Multiple Report Selects				
Extensive Report Customization				
Analyze Forecasts with Sort-able Lists				
Forecast/Close an Opportunity Independently				
Summarize/Analyze Closed Sales by Contact				
Track Quotas				
Graph Sales Performance Against Quotas				
Integration	Entellium eSalesForce	Goldmine 6.5	Outlook	ACT! 6.0
Integration Tools Built on Web-Services				
Easily Integrates with Customer Service Module				