



Make Contact. Build Relationships. Get Results.

## ACT!® 2005 Product Family—Comparison Chart for Upgrading Users July 2004

Features	ACT! 2005	ACT! 2005 Premium for Workgroups	ACT! 6.0 for 2004
<b>Organize your data</b>			
Enhanced look and feel	✓	✓	
Import data from Microsoft® Outlook and Palm™ OS Desktop	✓	✓	✓
Store complete customer information	✓	✓	✓
Integrated sales system environment	✓	✓	✓
<b>Manage and grow business relationships</b>			
Field types – Picture, Yes/No, Memo	✓	✓	
Company records	✓	✓	
Groups and 15 levels of Subgroups	✓	✓	
Virtually unlimited Secondary Contacts with field Lookups	✓	✓	
Separate Notes and History tabs	✓	✓	
Rich Text Formatting	✓	✓	
Share Notes and Histories between contacts	✓	✓	
Add attachments to Notes, Histories and Activities	✓	✓	
Report Designer	✓	✓	✓
Find and eliminate/merge duplicate contacts	✓	✓	
Work with Palm® OS and Pocket PC handhelds	✓	✓	✓
<b>Stay on top of your schedule 24/7</b>			
Work week and expandable mini-month calendar view	✓	✓	
Custom Activity, Priority and History types	✓	✓	
Multi-user Activity Series	✓	✓	
Grant calendar access	✓	✓	
<b>Forecast and track sales opportunities</b>			
Sales forecasting tools	✓	✓	✓
Opportunity list view	✓	✓	
Customizable sales processes	✓	✓	
Import product list	✓	✓	
Opportunity Lookups	✓	✓	
Create instant quotes*	✓	✓	
Sales reports	✓	✓	✓
Interactive Pipeline graph	✓	✓	
Export to Microsoft Excel**	✓	✓	
<b>Centralized customer information securely</b>			
Multi-user ready	✓	✓	✓
Direct synchronization	✓	✓	
Microsoft Outlook activity update***	✓	✓	✓
Five security levels	✓	✓	
Accounting integration	✓	✓	✓
Mark records private	✓	✓	✓
<b>ACT! 2005 Premium for Workgroups ONLY</b>			
Increased scalability up to 50 users		✓	
Microsoft SQL Server 2000 Standard Edition		✓	
Store up to 100,000 contact records		✓	
Manage and schedule resources such as conference rooms		✓	
View user availability		✓	
Send meeting invitations		✓	
Limit contact information to teams of users		✓	
Independent synchronization services		✓	

\* Requires Microsoft Word 2000, 2002 or 2003 and Excel 2000, 2002 or 2003

\*\* Requires Microsoft Excel 2000, 2002 or 2003

\*\*\* Requires Microsoft Outlook 2000, 2002 or 2003