



ISV
PARTNER

Support for Salesforce Administrators Included www.surfwriter.com (888) 231-3646 9am-5pm M-F PT

Feature	RevenueCloud	Salesforce
Split Opportunity Revenue between Salesforce users	✓	✓
Supports Professional Edition	✓ RevenueCloud supports PE	Not supported for splits
Fewest clicks to add splits	✓ RevenueCloud splits take only 3 clicks	Reps must be added to Opportunity Team prior to being added to Splits. Overlays must be added separately
Customizable user interface	✓ RevenueCloud includes Field sets for easy customization of user interfaces	Not supported
Supports custom fields	✓ Custom fields supported on all objects	Not supported
Supports triggers on Revenue Split Objects	✓ Triggers supported on all RevenueCloud objects	Not supported
Add Split Rep to Opportunity Team automatically	✓ RevenueCloud does not require Opportunity Team membership but can (optionally) add users to Opportunity Teams when added to splits	Not supported
Split Opportunity Products separately between Salesforce users	✓ RevenueCloud supports separate Opportunity Product Splits since Spring 13	Not supported
Apply splits to Contacts or Accounts	✓ RevenueCloud supports custom fields on splits	Not supported
All Split product and schedule data available via API and other Apps / customizations	✓ RevenueCloud Objects contain all granular split data, available for access by Apps Customizations or Integrations	Not supported – Salesforce split product and schedule data only available via reports
Customizable Line Item Schedule object	✓ RevenueCloud has Customizable Line Item Schedule object with granular split data	Not supported – Salesforce Line Item Schedule is not customizable
Supports splitting invoice and fulfillment records using existing opportunity splits	✓ RevenueCloud optional fulfillment feature	Not supported
Quota Attainment tracking using split Revenue for Reps and Teams	✓ RevenueCloud optional quota management feature	Not supported
Automatically generate Quantity and Revenue Schedules	✓ RevenueCloud optional Auto-Schedule feature	Not supported