

AutoScribe vs Salesforce Activity Capture Products | Feature Comparison

	SalesDirector.ai AutoScribe	SalesDirector.ai AutoScribe w/ Meta Data	Lightning Sync	Salesforce Chrome/Outlook Extension	Salesforce Inbox	Sales Cloud Einstein
Product Design Goal	Automation WITHOUT User Interface, ZERO Change Management	Automation WITHOUT User Interface, ZERO Change Management	Keeps Calendar and Contacts in Sync between your Email Client and Salesforce	Salesrep Productivity Application, Requires User Action via Gmail/Outlook Plugins	Salesrep Productivity Application, Requires User Action via Gmail/Outlook Plugins	Automated Data Input for Salesforce AI Engine
Technology	Server to Server	Server to Server	Server Side	Client Side	Client Side	Server w/ Client Plugin
Pricing	\$29/user/month	Platform Fee	Free w/ Sales Cloud License	Free w/ Sales Cloud License	\$25/user/month	\$50/user/month
Automation						
Automatically Log Emails to Salesforce	✓	✓	✗	✗	✗	✓
Automatically Log Events to Salesforce	✓	✓	✓	✗	✗	✓
Automatically Create New Contacts	✓	✓	✗	✗	✗	✗
Enrich Contacts via Signature Capture	✓	✓	✗	✗	✗	✗
Skip Contact Creation if Lead Exists	✓	✓	✗	✗	✗	✗
Enrich Contacts via Signature Capture	✓	✓	✗	✗	✗	✗
Add Contact as Opportunity Contact Role to right Opportunity	✓	✓	✗	✗	✗	✗
Handle Channel Partner Accounts to right Opportunity	✓	✓	✗	✗	✗	✗
Optional Contact Enrichment via 3rd Party Data Providers	✓	✓	✗	✗	✗	✗
Optional Lead Creation if Contact cannot be matched to Account	✓	✓	✗	✗	✗	✗
Option to Create Events as Task Object vs Event Object	✓	✓	✗	✗	✗	✗
Optional Salesrep Verification of new Contact Creation	✓	✓	✗	✗	✗	✗
Automatic Seniority and Dept Extraction	✓	✓	✗	✗	✗	✗
Create Contact/Account/Opportunity Activity Meta Data in Salesforce (Activity)	✗	✓	✗	✗	✗	✗
BiDirectional Sync between your Calendar and Salesforce Calendar	✓	✓	✓	✗	✗	✗
BiDirectional Sync between your Address Book and your Salesforce Contacts	✗	✗	✓	✗	✗	✗
Opportunity Health Index to Salesforce	✗	✓	✗	✗	✗	✓
Contact Health Index to Salesforce	✗	✓	✗	✗	✗	✓
Account Health Index to Salesforce	✗	✓	✗	✗	✗	✗
Non-Automation Features						
Log Emails to Salesforce via Plugin	✗	✗	✗	✓	✓	✓
Log Events to Salesforce via Plugin	✗	✗	✗	✓	✓	✓
Create New Contacts via Plugin	✗	✗	✗	✓	✓	✓
Manage Salesforce Tasks	✗	✗	✗	✓	✓	✓
Universal Salesforce Search	✗	✗	✗	✓	✓	✓
Schedule Appointments more efficiently	✗	✗	✗	✗	✓	✓
Outbound Email Scheduling	✗	✗	✗	✗	✓	✓
Save and insert common phrases with ease using text shortcuts	✗	✗	✗	✗	✓	✓
View custom object records relevant to the email selected	✗	✗	✗	✗	✓	✓
Platforms Supported						
Google GSuite	✓	✓	✓	✓	✓	✓
Microsoft Office 365	✓	✓	✓	✓	✓	✓
Microsoft Exchange On Premise (2013+)	✓	✓	✓	✗	✗	✓

For more information please visit <https://autoscribe.salesdirector.ai>