

	ACT! 6.0	ACT! 7.0	ACT! 8.0	ACT! 2007	ACT! 2008
<b>Contact and Customer Management</b>					
Separate Notes and History tabs	✓				
Notes and History shared between Contacts	✓				
Unlimited Secondary Contacts	✓				
Rich text formatting including colours, bullets, graphics, URLs	✓				
Attach documents to Activities and History	✓				
Synchronise attachments	✓				
Groups with 15 levels of hierarchy (14 Subgroups)	✓				
Dynamic Membership	✓				
Split Panel Notes Preview	✓	✓	✓		
Hyperlink to Companies from Contact List view	✓	✓			
Specify Linked Contact/Company fields <sup>1</sup>	✓	✓	✓		
Print any ACT! calendar template with the contact phone number		✓			
View all group associations		✓			
Duplicate checking for Groups and Companies	✓	✓	✓	✓	
Advanced Queries for Groups and Companies		✓	✓	✓	
List Edit Mode		✓	✓	✓	
Duplicate checking by first and last name		✓	✓	✓	
<b>Company Management</b>					
Company Records	✓				
Contacts linked to Companies	✓				
Tree view for Companies	✓	✓			
<b>Intuitive Interface</b>					
Streamlined Setup Assistant	✓	✓	✓	✓	✓
<b>Lookups and Searching</b>					
Lookup Indicator <sup>2</sup>		✓	✓		
Edit existing Queries <sup>2</sup>		✓	✓		
Advanced Keyword Search <sup>2</sup>		✓	✓		
Save Lookups as Groups	✓				
Easy and powerful Lookups	✓	✓	✓	✓	✓
Fast access to previous contact Lookups	✓	✓	✓	✓	✓
<b>Sales Opportunity Management</b>					
Opportunity list view	✓				
Opportunity Lookups	✓				
Instant Quotes <sup>3 2</sup>	✓				
Multiple built-in ACT! sales processes	✓				
Track multiple products	✓				
Generate and import product list <sup>4</sup>	✓				
Opportunity date fields	✓	✓	✓		
<b>Calendar and Activity Management</b>					
Rich text formatting in Activity details	✓				
Five calendar views including daily, weekly, and monthly	✓				
View global events	✓				
Change activity organizer		✓			
Automatic Outlook calendar sync <sup>2</sup>	✓	✓	✓		
ACT! activity scheduling from Outlook e-mails	✓	✓	✓	✓	✓
One-click calendar copy	✓	✓	✓	✓	✓
Calendar printing improvements	✓	✓	✓	✓	✓
Calendar visibility improvements	✓	✓	✓	✓	✓

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<b>Prospect and Customer Communications</b>					
Built-in spell checker	✓				
Improved Mail Merge	✓				
Validate and correct addresses during Mail Merge	✓				
ACT! E-mail Find	✓				
Use ACT! as Outlook address book	✓				
ACT! E-mail Client integrated with Outlook®, Outlook Express, or Lotus Notes®		✓			
Create ACT! Contacts from Outlook e-mail <sup>5</sup>	✓	✓	✓		
Attach Outlook e-mail to ACT! Contacts <sup>5</sup>	✓	✓	✓		
Specify default history types and create ACT! history from Outlook <sup>5</sup>	✓	✓	✓		
Use flexible Outlook Rules in ACT!	✓	✓	✓	✓	✓
Last E-mail field	✓	✓	✓		
En Masse E-mail attaching	✓	✓	✓	✓	✓
E-mail send from the Notes Preview Pane	✓	✓	✓	✓	✓
<b>Dashboards and Reporting</b>					
ACT! Dashboard	✓	✓	✓	✓	
ACT! Premium Dashboard with team views	✓	✓	✓	✓	
20+ preformatted/streamlined sales reports	✓				
Graphical sales pipeline with drill down to see opportunity details	✓				
<b>Data Sharing and Security</b>					
Group scheduling	✓				
Manage resources including conference rooms and equipment	✓				
Five security levels	✓				
Mark Notes and Opportunities as private	✓				
Secure Notes, History, and Opportunities en masse	✓	✓	✓		
Field level security	✓	✓	✓		
Company security <sup>6</sup>	✓	✓	✓	✓	
Group and Company security <sup>7</sup>	✓	✓	✓	✓	
<b>Customisation</b>					
Share drop-down lists across different fields	✓				
Field types – Picture, Yes/No, Memo, E-mail	✓				
Customisable drop-downs; utilize multi-select values <sup>4</sup>	✓				
Customisable Priority, Activity, and History types <sup>4</sup>	✓				
Customisable opportunity field names and types with drop-down lists <sup>4</sup>	✓	✓			
<b>Administration</b>					
Scalability to accommodate larger teams <sup>8</sup>	✓				
View team memberships <sup>4</sup>	✓	✓			
Grant Contact access en masse <sup>4</sup>	✓	✓			
Lookup Contacts by access	✓	✓			
Custom user permissions	✓	✓			
Automatic database sync and backup <sup>4</sup>	✓	✓			
Automatic database maintenance <sup>4</sup>	✓	✓	✓		
Password rules	✓	✓	✓		
Query-based sync	✓				
Improved administration for remote users <sup>4</sup>	✓	✓			
Support for Non-Local Machine Administrators <sup>9 4</sup>	✓	✓			
Silent Install <sup>10</sup>	✓	✓			
ACT! Scheduler in ACT!	✓	✓	✓	✓	✓
ACT! Scheduler with hourly options <sup>11</sup>	✓	✓	✓	✓	✓
Simplified installation of a remote database	✓	✓	✓	✓	✓
Streamlined sync progress bar	✓	✓	✓	✓	✓
Option to exclude attachments from backups <sup>11</sup>	✓	✓	✓	✓	✓
Quick info for logged-in users	✓	✓	✓	✓	✓