Analytics & Reporting	Salesvue	Outreach	SalesLoft
Use Salesforce Reporting Dashboards	☑	☑	☑
Filter Reports by Custom Objects	☑	☑	☑
Filter Reports by Activities	☑	☑	☑
Filter Reports by Specific Rep	☑	☑	☑
Email Analytics	☑	☑	☑
Phone Analytics	☑	☑	☑
Cadence / Plan / Sequence Analytics	☑	☑	☑
Account-Based Reports	☑	☐	☑
Math of Sales™ Reports	☑	☐	☐
Time to First Touch Reporting	☑	☐	☐
Supports Data Prior to Installation	☑	☐	☐
Single Console	☑	☐	☐
Native to Salesforce: Full pipeline analytics in one place	☑	☐	☐

Email Features	Salesvue	Outreach	SalesLoft
Send in Bulk	☑	☑	☑
Email Tracking	☑	☑	☑
Send as Reply	☑	☑	☑
Email Templates	☑	☑	☑
Supports Mail Merge	☑	☑	☑
Full HTML / Rich Media Email Editor	☑	☑	☑
Email Analytics	☑	☑	☑
Gmail & Outlook Integration	☑	☑	☑
Email Scheduling	☑	☑	☑
A/B Testing	☑	☑	☑
Email Scoring & Prioritization	☑	☑	☑
Real Time Notifications of Opened Emails	☑	☐	☐
Real Time Notifications of Links Clicked in Emails	☑	☐	☐

Phone Features	Salesvue	Outreach	SalesLoft
Call Tracking	☑	☑	☑
Click to Dial	☑	☑	☑
Listen/Barge for Coaching	☑	☑	☑
Dialer Console	☑	☑	☑
Call Recording	☑	☑	☑
Global Presence	☑	☑	☑
Perfect Voicemail	☑	☑	☑
Phone Activity Analytics	☑	☑	☑
Supports Dialer Services (Twilio, Genysis, etc.)	☑	☑	☑
Power Dialer	☑	☑	☑
Live Agent Power Dialer	☑	☐	☐

Plan/Sequence/Cadence Features	Salesvue	Outreach	SalesLoft
Dynamic Cadences	☑	☑	☑
Automatic Task Routing & Assignment	☑	☑	☑
Plans on Leads & Contacts	☑	☑	☑
Plans on Salesforce Accounts	☑	☑	☑
Plans on Salesforce Opportunities	☑	☐	☐
Account Based Selling	☑	☑	☑
Supports Call, Email, & Other Tasks	☑	☑	☑
Plans for Marketing & Sales	☑	☑	☑
Plans for Onboarding & Renewals	☑	☑	☑
Supports Scheduled Date Tasks in Cadence	☑	☑	☑
Customize Plans & Fields Based on Company Terminology	☑	☐	☐
Plan to Plan Cadences	☑	☐	☐
Native to Salesforce: Mass Salesforce object updates with one-click call disposition	☑	☐	☐
Security, Implementation, & Support	**Salesvue**	**Outreach**	**SalesLoft**
Native to Salesforce: Maximum security	☑	☐	☐
Passed 60 Day Salesforce Security Review	☑	☐	☐
HIPAA Data Compliant	☑	☐	☐
45 Minute Installation	☑	☐	☐
Works with All Salesforce & Custom Objects, Leads, Contacts, Accounts, Opportunities	☑	☐	☐
Mobile App available	☑	☐	☑
Data Export/Sync & API Calls Required	☐	☑	☑
Data Mapping Required	☐	☑	☑
Salesforce Administrator Required to Implement	☐	☑	☑