



YES CRM Consultants

Salesforce Winter'18 Release Features



Agenda

- Enabled for All Users by Default
- Enabled for Administrators/developers
- Requires Administrator Setup



ENABLED FOR USERS



Salesforce Overall

Available in : All Editions except Database.com

Change applies : Lightning Experience only.

Features Available :

- Resize Columns, Wrap Text, and Easily Sort on the Search Results Page
- Navigate More Quickly with Keyboard Shortcuts

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Sales



Core Salesforce Features : Leads

Available in : Group, Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience only.

Features Available :

- Speed Through Lead Conversions with Added Flexibility

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Google Integration : Lightning for Gmail

Available in : Group, Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience and Salesforce Classic.

Features Available :

- Manage Salesforce Tasks from Gmail

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Other Changes in the Sales Cloud

Available in : All Editions except Group and Contact Manager Editions

Change applies : Lightning Experience only.

Features Available :

- Recent Calendar Changes Visible from Lightning Experience Without Browser Refresh

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Productivity Features: Email

Available in : Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience only.

Features Available :

- No More Errors for Empty Email Merge Fields
- Expand Your Reps' Email Reach with List Email

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Productivity Features: Calendar

Available in : Enterprise, Unlimited, and Developer Editions

Change applies : Lightning Experience only.

Features Available :

- Share Calendars with Coworkers in Lightning Experience

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Analytics

Available in : Group, Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience only.

Features Available :

- Open Reports in Quip
- Add Tables with Up to 10 Columns to Dashboards (Beta)

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Chatter



User Profiles

Available in : Group, Professional, Enterprise, Performance, Unlimited, Contact Manager, and Developer Editions

Change applies : Lightning Experience only.

Features Available :

- Take a Guilt-Free Vacation with Out of Office

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Feeds

Available in : Group, Professional, Enterprise, Performance, Unlimited, Contact Manager, and Developer Editions

Change applies : Lightning Experience and Lightning communities.

Features Available :

- Increase the Visibility of Critical Information with Pinned Posts
- Spice Up Your Conversations with Emojis

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Files

Available in : Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience and Lightning communities.

Features Available :

- Sort Your Files Search Results with New Fields
- Keep Files on Records Private

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Service



Cases

Available in : Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience and all versions of the Salesforce1 mobile app

Features Available :

- Seamlessly Clone Cases
- Save Time When Emailing Customers with Merge Fields and Salesforce Classic Templates

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Knowledge

Available in : Salesforce Knowledge is available in Performance and Developer Editions and in Unlimited Edition with the Service Cloud.

Salesforce Knowledge is available for an additional cost in: Professional, Enterprise, and Unlimited Editions.

Change applies : Lightning Experience only.

Features Available :

- Access Knowledge Articles in Multi-Language Orgs with Lightning Experience (Beta)
- Create Articles from the Knowledge Component

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Mobile

Available in : Salesforce1 and Salesforce mobile browser

Changes applies : Salesforce1 app and the Salesforce mobile browser

Features Available :

- Updated Salesforce1 Requirements
- See More Relevant Objects in the Recent Section

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Enabled for administrators/developers



Salesforce Overall : Search

Available in : All Editions except Database.com

Change applies : Lightning Experience only.

Features Available :

- Find Things in Setup Faster with Enhanced Quick Find

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Sales



Data Quality

Available in : Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience and all versions of the Salesforce1 mobile app

Features Available :

- Merge Person Accounts in Lightning Experience

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Security and Identity

Change applies : Lightning Experience and Salesforce Classic

Features Available :

- Let Users Log Out of All Apps at Once with Single Logout
- Make Your Login Flows New Fashioned

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Customization



Process Builder

Available in : Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience and Salesforce Classic

Features Available :

- Start a Process When a Platform Event Occurs
- Quickly Reference Specific Users and Queues in Your Processes
- Access Encrypted Data in Process Builder

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Fields and Picklists

Available in : All Editions

Change applies : Lightning Experience and Salesforce Classic

Features Available :

- Manage Inactive Picklist Values Easier with Pagination

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Setup

Available in : Professional, Enterprise, Unlimited, and Developer Editions

Change applies : Lightning Experience and Salesforce Classic

Features Available :

- Run More Workflow Time Triggers Per Hour

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Globalization

Available in : Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience, Salesforce Classic, and all versions of the Salesforce1 mobile app

Features Available :

- Turn On Multiple Currencies Without Contacting Support

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Lightning App Builder

Available in : Group, Professional, Enterprise, Performance, Unlimited, and Developer Editions

Features Available :

- Make Your Lightning Pages Dynamic
- Set More Variable Values in the Flow Component

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Development



Visualforce

Available in : Contact Manager, Group, Professional, Enterprise, Performance, Unlimited, and Developer Editions

Features Available :

- Automatically Style Existing Visualforce Pages with Lightning Experience Stylesheets
- Get Your Pages Ready for Lightning Experience

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Apex

Available in : Enterprise, Performance, Unlimited, Developer, and Database.com Editions

Change applies : Salesforce Classic and Lightning Experience

Features Available :

- Run Apex Tests Through the API Using Class Names

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User Interface API

Available in : Enterprise, Performance, Unlimited, and Developer Editions

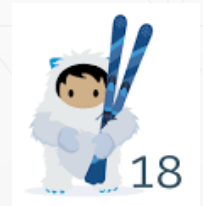
Features Available :

- Get Child Records

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Requires Administrative Setup



Salesforce Overall

Available in : Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience

Features Available :

- Automatically Open Related Records in Console Apps with Navigation Rules

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Sales



Calendar

Available in : Dialer is available for an additional cost in Professional, Enterprise, Performance, and Unlimited Editions

Change applies : Lightning Experience

Features Available :

- Lightning Dialer
- Get Event Attendee Details into Salesforce with Lightning Sync for Google

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Accounts

Available in : Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : This change applies to both Lightning Experience and Salesforce Classic.

Features Available :

- Set Up Person Accounts with Ease

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Opportunities

Available in : Group, Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience only

Features Available :

- Prompt Users to Add Products to Opportunities

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Security

Change applies : Lightning Experience, Salesforce Classic, and all versions of the Salesforce1 mobile app.

Features Available :

- Encrypt More of Your Customers' Personally Identifying Information

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Analytics

Available in : Group, Professional, Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience only

Features Available :

- Get the Full Power of Enhanced Folder Sharing in Lightning Experience

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Service

Available in : Enterprise, Performance, Unlimited, and Developer Editions

Change applies : Lightning Experience and all versions of the Salesforce1 mobile app

Features Available :

- Add a Case Comment from a Related List

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Security and Identity

Features Available :

- Improved Browser Protection for Visualforce Pages, Sites, and Communities

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Thank you

