

Use Rights	RapidStart Sales	Team Members	D365 Sales		
			Pro	Enterprise	Premium
Access					
Dynamics 365 for Outlook and Dynamics 365 App for Outlook	•	•	•	•	•
Dynamics 365 Mobile Client Application	•	•	•	•	•
Microsoft Dynamics 365 for iPad & Windows	•	•	•	•	•
Microsoft Dynamics 365 Web application	•	•	•	•	•
Read					
All Dynamics 365 application data	•	•	•	•	•
Custom table data	•	•	•	•	•
Tables: Create, Update, Delete					
Accounts	•		•	•	•
Activities	•	•	•	•	•
Announcements	•	•	•	•	•
Calendar: share	•	•	•	•	•
Cases for Sales: Create cases with limited edit capability. No case SLAs, entitlements, or case routing. Users only licensed with Sales license	•		•	•	•
Competitors	•			•	•
Contacts	•	•	•	•	•
Custom tables	•	15 max	15 max	•	•
Embedded intelligence				•	•
Forecasting				•	•
Invoices	•		•	•	•
Lead management	•		•	•	•
Marketing campaigns	•		•	•	•
Marketing list	•		•	•	•
Notes	•	•	•	•	•
Opportunities	•		•	•	•
Orders	•		•	•	•
Personal views	•	•	•	•	•
Price lists	•		•	•	•
Product	•		•	•	•
Product bundles	•		•	•	•
Product families/hierarchies	•			•	•
Product relationships	•			•	•
Quick campaigns	•		•	•	•
Quotes	•		•	•	•
Sales goals	•			•	•
Sales literature	•			•	•
Saved views	•	•	•	•	•
Territories	•			•	•
Tables: Actions					
Activity feeds: post and follow activity feeds	•	•	•	•	•
Activity: convert to an opportunity	•		•	•	•
Add or remove a connection (stakeholder, sales team) for an account or	•	•	•	•	•
Business Card Reader (10/user/month: pooled at tenant level)				•	•
Business units: define and configure	•			•	•
Chat with support team (as chat client for self-service, requires third-party)	•	•	•	•	•
Dialog: start dialog	•	•	•	•	•
Knowledgebase: create, update, publish, configure, search (basic)				•	•
Lead: qualify and convert to an opportunity	•		•	•	•
Mail merge: perform mail merge	•	•	•	•	•
Marketing list: associate a marketing list with an account or contact	•	•	•	•	•
Queue: use a queue item	•	•	•	•	•
Resource competencies: update own resource competencies for Project		•	•	•	•
Teams: define and configure	•			•	•

General System Use: Actions					
Auditing: configure			•	•	•
Business processes: customize	•		5 max	•	•
Create and update custom reports, charts and dashboards	•		5 max	•	•
Customize and extend out of the box reports, charts and dashboards				•	•
Dialogs: define and configure			•	•	•
Duplicate detection: configure rules	•		•	•	•
Dynamics 365 forms, tables, and fields: create	•		•	•	•
Email: create, update, and delete templates	•	•	•	•	•
Forms and views: customize	•		2 max	•	•
Import data in bulk	•		•	•	•
Microsoft Excel: export data to Excel	•	•	•	•	•
Queue: define and configure	•		15 max	•	•
Records: use relationships and connections between records	•	•	•	•	•
Search and advanced find: use	•	•	•	•	•
Tables: define connections and relationships between tables	•		•	•	•
Word: create, update, and delete templates	•	•	•	•	•
Workflows: define and configure	•		•	•	•
Automation & AI Offerings (Inc Sales Premium Features)					
Email Engagement				•	•
Assistant Cards				•	•
Auto Capture				•	•
Conversation Intelligence				•	•
Sales Accelerator				•	•
Lead & Opportunity Scoring				•	•
Notes Analysis					•
Connection Insights (Who Knows Whom)					•
Pipeline Intelligence (Predictive forecasting)					•
Relationship Analytics					•
Additional Services and Software					
Copilot in Dynamics 365 Sales				•	•
Dynamics 365 Customer Voice				•	•
Dynamics 365 Mobile Offline capabilities				•	•
Microsoft Sales Copilot				•	•
Power Apps Copilot	•				