

Next User Roles

FEATURE	RESTRICTED	INDIVIDUAL	MANAGER	ADMIN
Detailed Contact Info	✗	✓	✓	✓
Data Export	✗	✓	✓	✓
All Companies	View Only	✓	✓	✓
All Contacts	✗	✗	✓	✓
All Prospects	✗	✗	✓	✓
All Opportunities	✗	✗	✓	✓
All Activities	✗	✗	✓	✓
Delegate Access	✗	Optional	Optional	✓
Reporting	✗	Optional	Optional	✓
Relationship Partners	View Only	Optional	Optional	Edit
Marketing Lists	✗	View, Add	View, Add	View, Add, Delete
User Management	✗	✗	✗	✓
Tag Management	✗	✗	✗	✓
Industry Management	✗	✗	✗	✓
Data Cleaner	✗	✗	✗	✓
All Imports	✗	✗	✗	✓

ALL ROLES HAVE ACCESS TO

- ✓ My Contacts
- ✓ My Companies
- ✓ Who Knows Who
- ✓ Contact & Company Lists
- ✓ Tasks
- ✓ Personal Activity Feed
- ✓ Custom Activities
- ✓ Outlook Add-In

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FEATURE	INDIVIDUAL	MANAGER	ADMIN
Detailed Contact Info	✓	✓	✓
Data Export	✓	✓	✓
All Companies	✓	✓	✓
All Contacts	✗	✓	✓
All Prospects	✗	✓	✓
All Opportunities	✗	✓	✓
All Activities	✗	✓	✓
Delegate Access	Optional	Optional	✓
Reporting	Optional	Optional	✓
Relationship Partners	Optional	Optional	Edit
Marketing Lists	View, Add	View, Add	View, Add, Delete
User Management	✗	✗	✓
Tag Management	✗	✗	✓
Industry Management	✗	✗	✓
Data Cleaner	✗	✗	✓
All Imports	✗	✗	✓

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