

Apttus Intelligent Workflow Approvals is a significant extension of the standard Salesforce approvals functionality. Compare automation, ease of use and efficiency, control, insight and administrative functionalities to discover the differentiators between the two approval engines.

	APTUS INTELLIGENT WORKFLOW APPROVALS	SALESFORCE APPROVALS
Automation		
Ability to Execute Parallel Approvals in a Single Step	●	●
Preview of Approvers Based On Thresholds or Conditions	●	
Group Approval Policies (Quorum, Percent-Based, Majority, Unanimous)	●	
Intelligent Auto Re-Approval: Avoids repetitive approvals	●	
Reminder Notifications	●	
Auto-Complete: Threshold-based auto-approval	●	
Continued Approval on Reject	●	
Out-of-Office Delegation	●	
Time-Based Auto-Escalation	●	
Include Multiple Attachments on an Approval Process	●	
Ease of Use & Efficiency		
Reassign: Approve on behalf of others	●	●
Approval Actions via Emails	●	●
Mobile Approvals	●	●
Consolidated Approvals for Headers and Line Items	●	
Mass Approvals: Can approve all approvals simultaneously in one view	●	
Add Ad-Hoc Approvers	●	
Process Status Check-In: Past and pending approval status		
Control		
Granular Control (Example: Approve one line item, reject others)	●	
Time-Based Auto-Escalation	●	
Business Justification Comments	●	
Multi-Object and Intelligent Routing	●	
Control Approvals Through Values Stored on Related Objects	●	
Insight		
Preview of Approvers Based On Thresholds or Conditions	●	
Visual Guidance for Behavior Control	●	
Downstream Workflow Visibility for Approvers	●	
Cycle Time Reports and Dashboards	●	
Administration		
Approvals Using a Single Standard or Custom Object	●	●
Approvals Using a Combination of Related Objects Simultaneously	●	
Unlimited Number of Steps per Approval Process	●	
Generate Workflow Sub-Processes	●	
Assign Approval Requests to Custom Approval Hierarchy	●	
Modify Steps for Active Processes	●	
Any Order or Grouping of Approvers (Parallel or Sequential)	●	