Large Transactions Processing

(Exec Summary)

Revenue Cloud: Comparing Large Deals performance differences between Summer ’26 and Winter ’27

Salesforce Industries & Revenue Cloud Expert Services · November 2026



INTRODUCTIONS

Nazrul Amin

Principal Revenue Cloud Architect

Stratus Carta · Dubai

6×
Salesforce certified

12 yrs
on Salesforce

SPECIALISED IN

Salesforce CPQ

Revenue Cloud



WHY WE TESTED

Winter ’27 Promises Quotes up to 15,000 Lines

Winter ’27 (release 264) adds Large Transaction Processing. Calculation, Opportunity sync and CLM document generation are meant to scale to 15,000 quote lines and run in the background *.

15,000

Stated Winter ’27 maximum quote lines

14

Quote sizes tested, from 10 to 16,000 lines

11

Steps timed on every Winter ’27 quote: load, calculate, sync, calc + sync, four document steps, clone, edit, order

To prove the change, we measured Summer ’26 first.
The same tests were run again after Winter ’27 reached our sandbox in Mid Oct 2026.

* Please note: Limits are generally guidelines rather than hard limits or guarantees

TEST SETUP

Same Product, Same Sandbox, No Existing Custom Automation

Item	Detail
Release/Settings	Summer’ 26 (262.14.26), Winter 27 (264) Large Deals Off & On
Interface	Lightning Experience
Test product	“ Simple Test One Time Product“ – Flat Product with no child components or attributes – List Price of £100
Test data	One Opportunity and Quote per line count test, every line quantity 1, inserted by Apex without pricing or sync
Network	Various Wi-Fi networks; times aren’ t lab-accurate (see Run Conditions)

AUTOMATION CHECK

- No Apex triggers, record-triggered flows or Process Builders on Quote, Quote Line, Opportunity or Opportunity Product
- Only active flow runs on Order
- No Workflow Rules

* Please note: Limits are generally guidelines rather than hard limits or guarantees

SUMMER ’26 RESULTS

Where Each Step Stops Working

All 8 steps. 14 quote sizes tested, from 10 to 16,000 lines. Log scale, so the small quotes stay visible.

Lines load
passes at every size

Calculation
passes to 1,000 · fails from 1,100

Calc + Opp sync
passes to 1,000 · fails from 1,100

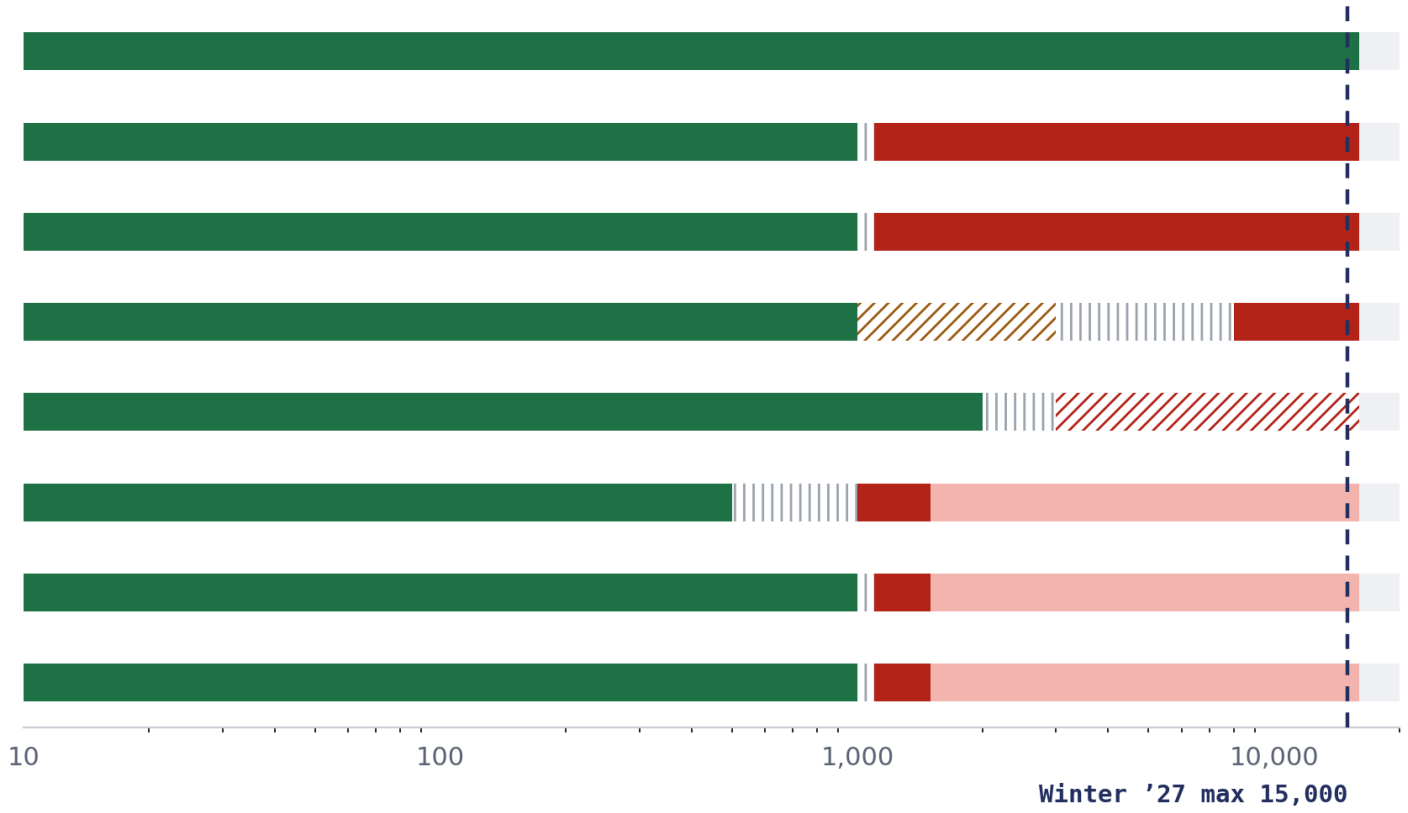
Opportunity sync
passes to 3,000 · fails from 8,000

CLM document
passes to 2,000 · empty from 3,000

Quote clone
passes to 500 · fails from 1,000

Quote edit
passes to 1,000 · fails from 1,100

Create Order
passes to 1,000 · blocked from 1,100

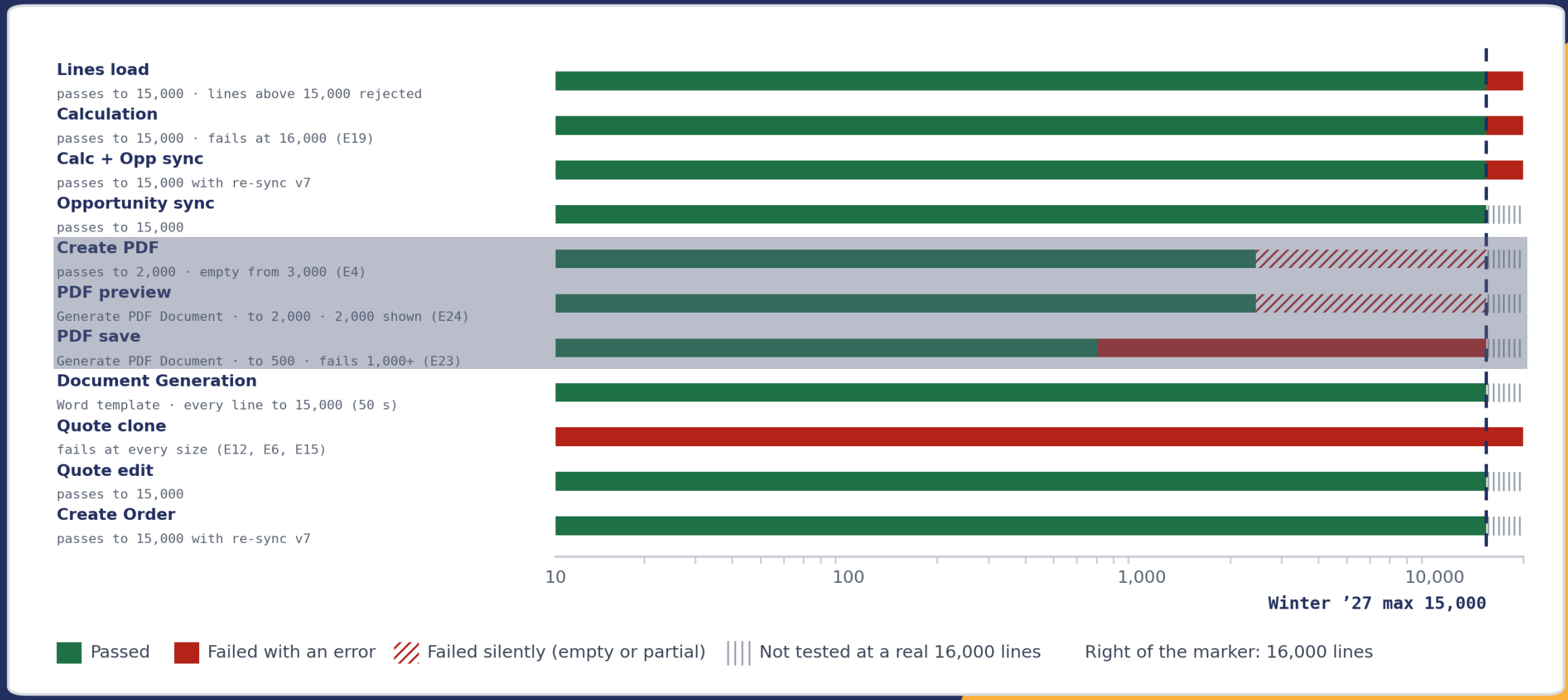


* Please note: Limits are generally guidelines rather than hard limits or guarantees

WINTER ’27 RESULTS · LARGE DEALS ON (PASS 2)

Where Each Step Stops Working

All 11 steps with Large Deals on; 14 quote sizes, 10 to 16,000 lines. Log scale.



* Please note: Limits are generally guidelines rather than hard limits or guarantees

BIGGEST FINDING · WINTER ’27, LARGE DEALS OFF (PASS 1)

Winter ’27 on its own changes nothing: every Summer ’ 26 limit is still there

Calculation, editing and orders still stop at 1,000 lines and sync fails from 8,000. Only quote documents scale: Document Generation prints every line, even at 16,000.



BIGGEST FINDING · WINTER ’27, LARGE DEALS ON (PASS 2)

Large Deals take calculation, editing, sync, quote documents and orders from 1,000 to 15,000 lines, but… breaks cloning!

All work now finishes in the background (a 15,000-line sync shows done in 2 s, writes for 40 s) and cloning fails at every size. Quote documents need Document Generation: 15,000 lines in 50 s



SUMMARY · WINTER ’27 LARGE DEALS

Are Winter ’27 Large Deals Performing as Expected?

Expectation	What we saw	Verdict
Every step passes to 15,000 lines	Calculation, editing, sync, orders and Document Generation do, on Large Deal quotes. Cloning doesn’t.	**Mostly Delivered**
Documents are complete	Document Generation (Word template) prints every line: 15,000 in 50 s. Create PDF is empty from 3,000 (E4); Generate PDF Document saves only to 500 (E23).	**Delivered** (with Document Generation)
Sync runs in the background	2 s on screen, 40 s in the background at 15,000 lines. But quote changes no longer re-sync on their own. *	**Delivered** (with a gap)
Small quotes don’t get slower	Calculation finishes in 6–12 s against 2–6 s with Large Deals off; calc + sync 9–26 s against 2–6 s (10–1,000 lines). *	**Not in our tests**
Just works by switching it on	Quotes need Large Deal set at creation, lines via Place Sales Transaction with FORCE pricing, a leaner pricing procedure, Initiate Sync on the layout, and a re-sync that ends on a sync (E16).	**Delivered** (with additional setup required)
Large quotes can be cloned	Quote clone fails at every size; line clone shows success but adds nothing.	**Not in our tests**

Verdict: Mostly Delivered - Winter ’27 lifts the 1,000-line ceiling and Document Generation prints every line, but cloning still doesn’t scale, small quotes slow down, and it needs extra setup and custom automation (if automatic re-sync is required)

- Calc + sync with Large Deals on includes our clean re-sync (all Opportunity products deleted and rebuilt).A leaner re-sync may be faster.

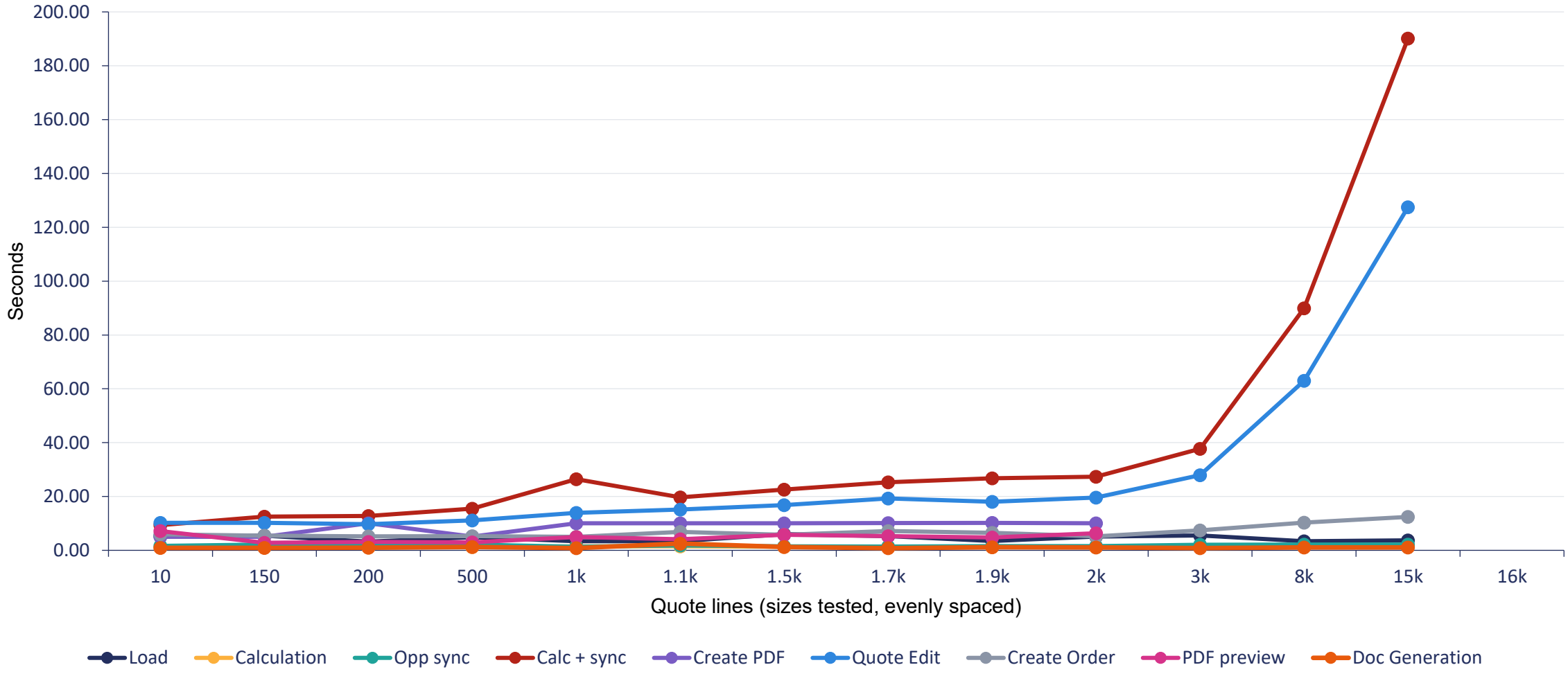
WINTER ’27 TESTING

Limits: Summer ’26 vs Winter ’27

Step	Summer ’26	Winter ’27, Large Deals off (Pass 1)	Winter ’27, Large Deals on (Pass 2)	What changed
Lines load	All sizes to 16,000	All sizes to 16,000	To 15,000; lines above rejected (E18, E19)	Large Deal quotes stop at 15,000
Calculation	To 1,000; fails 1,100+ (E1)	To 1,000; fails 1,100+ (E1; E10 at 16,000)	To 15,000 (2 s on screen, 1m 53 s background)	Limit up from 1,000 to 15,000
Opportunity sync	To 3,000 (36 s); fails 8,000+ (E3)	To 3,000 (34 s); fails 8,000+ (E3)	To 15,000 (2 s on screen, 40 s background)	No more 2–3 minute failures
Calc + Opp sync	To 1,000; fails 1,100+ (E2)	To 1,000; fails 1,100+ (E1; E10 15,000+)	To 15,000 (3m 10 s to synced message)	Needs the re-sync automation
Create PDF	To 2,000; empty 3,000+ (E4)	To 2,000; empty 3,000+ (E4)	To 2,000; empty 3,000–16,000 (E4)	No change: use Document Generation
Generate PDF Document	Not tested	Preview to 2,000, then partial (E24); saves to 500, fails 1,000+ (E23)	Preview to 2,000, then partial (E24); saves to 500, fails 1,000+ (E23)	Same with Large Deals on or off; the release note promises 15,000
Document Generation	Not tested	Every line, all sizes; 16,000 in 48 s	Every line to 15,000 (50 s)	New: Word template, Large Deals on or off. Meets the release note
Quote clone	To 500; fails 1,000+ (E5, E6)	To 500; fails 1,000+ (E5, E6, E15)	Fails at every size (E12, E6, E15)	Worse: Large Deals don’t support quote cloning
Quote edit	To 1,000; fails 1,100+ (E7)	To 1,000; fails 1,100+ (E2; E10 15,000+)	To 15,000 (2m 8 s)	Limit up from 1,000 to 15,000
Create Order	To 1,000; blocked 1,100+ (E8, E9)	To 1,000; blocked 1,100+ (E8)	To 15,000 (12 s on screen, 1m 39 s background)	Up to 15,000; the re-sync must end on a sync (E16)

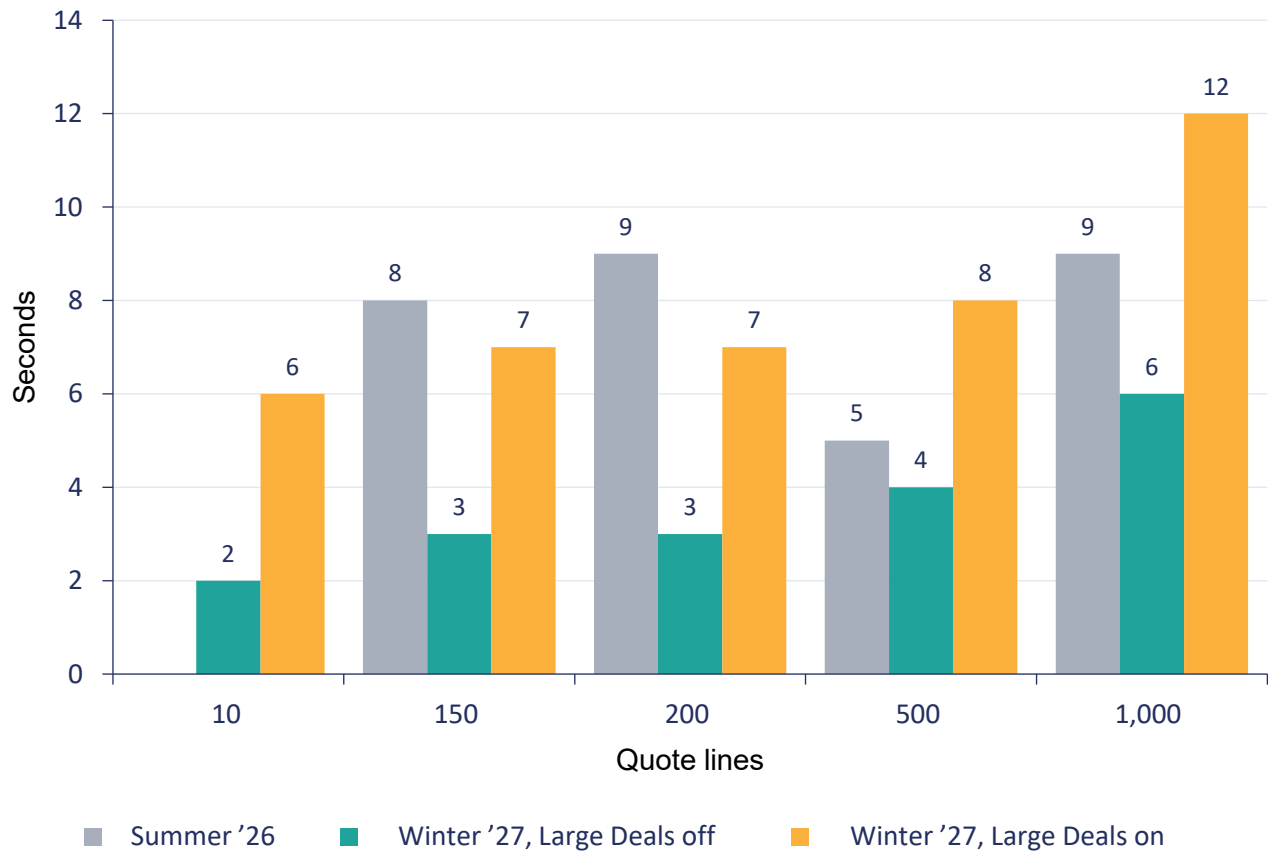
Large Deals On – UI Timings by Quote Size

UI seconds, click to screen free · Clone fails at every size, Create PDF empty from 3,000 · no 16,000 points: that quote held 15,000 lines (E18)



Small Quotes Are Slower as Large Deals

Calculation, seconds until finished, 10–1,000 lines · Summer ’26: stopwatch · Winter ’27: record timestamps



SLOWER WITH LARGE DEALS ON

Calculation 6–12 s against 2–6 s with Large Deals off (1,000 lines: 12 s vs 6 s)

Calc + sync 9–26 s against 2–6 s: the re-sync rebuilds the Opportunity products

Quote Edit 10–14 s against 3–7 s

FASTER ON SCREEN ONLY

Opp sync 1–2 s against 3–6 s, and **Create Order** 5–6 s against 6–10 s: the work moves to the background.

WORTH NOTING

Quote PDF timings about the same (5–10 s). Summer ’26 is a single stopwatch run, so compare it with care.

RECOMMENDATION

Only mark quotes as Large Deal when they need it (over 1k lines). Smaller quotes stay faster as standard quotes.

* Calc + sync with Large Deals on includes our clean re-sync (all Opportunity products deleted and rebuilt). A leaner re-sync may be faster.

SUMMARY · WINTER ’27 LARGE DEALS

Large Deal Gotchas

GOTCHA 1 · LARGE DEAL FLAG

Set it when the quote is created

Turning it on later failed on our 1,100-line quote (“Your quote was not updated”) but worked on a 16,000-line one. Set it at creation to be safe.

GOTCHA 2 · LOADING LINES

Add lines through the API

Directly inserted lines price at £0, with no error. Use Place Use Place Sales Transaction with FORCE pricing, up to up to 1,000 lines a call.

GOTCHA 3 · PRICING PROCEDURE

Use supported elements only

Advanced decision tables only. Our Promotion Execution step and ItemLocationPrice table failed every Large Deal quote.

GOTCHA 4 · OPPORTUNITY SYNC

No automatic re-sync

To work like Summer ’26, add your own background automation: when IsSyncing is true and CalculationStatus reaches its final value, run Sync Quote to Opportunity.

GOTCHA 5 · RE-SYNC

Clean up first, one step at a time

A second sync adds products on top (500 lines gave 800). Stop sync → delete → sync on → sync, one at a time, and end on a sync, or orders fail.

GOTCHA 6 · BACKGROUND WORK

“Done” on screen isn’t done

Sync and orders show success in seconds but finish in the background (40 s and 99 s at 15,000 lines). Downstream steps must wait.

SUMMARY · WINTER ’27 LARGE DEALS

Cloning Doesn’t Work on Large Deal Quotes

QUOTE CLONE

Fails at every size

10–1,000 lines: “the Clone API doesn’t support large transactions” (E12). 1,100–3,000: too many lines (E6). 8,000+: too complex (E15).

LINE CLONE

Looks fine, does nothing

Cloning a line in the line editor seems to succeed, but after a refresh no line was added and no error appeared.

COMPARED WITH SUMMER ’26

A step backwards

Summer ’26 and Large Deals off cloned quotes up to 500 lines. With Large Deals on, no size works.

Impact Reps can’t copy a Large Deal quote or its lines.

WINTER ’27 TESTING

Winter ’27 Findings and Recommendation

FINDING 1

Large Deals lift the limit to 15,000

Calculation, editing, sync and orders now work to 15,000 lines (Calc + sync 3m 10 s). Summer ’26 and Large Deals off both stop at 1,000 *.

FINDING 2

Screens free up, work finishes later

Sync shows done in 2 s at 15,000 lines but writes for 40 s; orders take 99 s. Small quotes calculate in 6–12 s, against 2–6 s with Large Deals off.

FINDING 3

Cloning doesn’t scale; documents do

Cloning fails at every size on Large Deal quotes. Document Generation prints all 15,000 lines in 50 s; Create PDF and Generate PDF Document don’t **.

RECOMMENDATION

Go, with conditions. Turn on Large Transaction Processing and Asynchronous Opportunity Sync, and mark only quotes over 1,000 lines as Large Deal, before lines are added. Load lines through Place Sales Transaction, use a lean pricing procedure, deploy the re-sync automation, and have downstream steps wait for background work. Produce quote documents with Document Generation (Word template). Don’t rely on cloning Large Deal quotes yet, and raise it with Salesforce.

* Limits will vary based on product modelling, product/pricing configuration and any customizations

** Findings as of Nov 2026, worth rechecking if you’re watching this in the future when a future patch or release is out

WINTER ’27 RECOMMENDATIONS

Use Large Deals Only Where They Pay Off

stratus carta

1 · TURN IT ON

Turn on Large Transaction Processing & Asynchronous Sync

Both in Revenue Settings, plus the Large Transaction permission for users of large quotes.

WHY

Without them, calculation, editing and orders stop at 1,000 lines and sync fails from 8,000 (E1, E2, E3, E8).

2 · LARGE DEAL FLAG

Mark only quotes over 1,000 lines as Large Deal

Set IsLargeDeal when the quote is created, before any lines are added.

WHY

Small Large Deal quotes calculate in 6–12 s against 2–6 s and can’t be cloned (E12). Setting it later fails.

3 · 15,000-LINE CEILING

Split deals before they reach 15,000 lines

Plan the quote structure so no single quote goes past 15,000 lines.

WHY

Lines above 15,000 are rejected with no error (E18). A 16,000-line quote can’t be repriced (E19) or cloned (E15).

DECISION RULE

Up to 1,000 lines → Don’t turn on Large Deals

1,001 to 15,000 lines → Turn on Large Deals

Over 15,000 lines → Split deals into multiple quotes

* Limits will vary based on product modelling, product/pricing configuration and any customizations

SUMMARY · NEXT STEPS

Issues to Raise with Salesforce

Issue	What we saw	Evidence to attach
Large quote clone (Deep Clone)	Fails at every size: E12 “Clone API doesn’t support large transactions” up to 1,000 lines, E6 and E15 above, even with Clone Quotes and Orders on	Error screenshots, quote IDs, Revenue Settings screenshot, release note link
Line clone in the line editor	Shows success but adds no line and shows no error (150 and 2,000 lines)	Screen recording, line counts before and after
Quote documents on large quotes	“Create PDF”: no quote lines from 3,000, no error (E4). “Generate PDF Document”: save fails from 1,000 (E23), preview stops at 2,000 (E24). Document Generation works to 15,000: ask if the other two will be fixed or should be retired.	Quote IDs, bell notification and Preview PDF screenshots, Quote PDF status Failed, release note link
Turning on Large Deal later	Unreliable: failed on a 1,100-line quote with “Your quote was not updated”, worked on a 16,000-line one	Screenshot, quote ID
Place Sales Transaction above 15,000 lines	Returns success, then its background job rejects the extra lines (LIMIT_EXCEEDED, PstBaseStepFailed), with no message to the user (E18, E19)	Revenue Transaction Error Log, job status, line count

These are gaps as of Nov 2026, worth rechecking if you’re watching this in the future when a future patch or release is out

Thank you