

Salesforce - Lightning Community Cloud



Detailed Pricing

Community Cloud		Unit Price by Volume Band (subscribers from-to)						
Description	Unit	1-20	21-100	101-500	501-2500	2501-5000	5001-20,000	20,001-10,0000
Customer Community - Members	Member/Month	£2.63	£2.12	£1.54	£1.23	£0.54	£0.39	£0.27
Description	Unit	1-200	201-1000	1001-2000	2001-5000	5001-20,000	20,001-10,0000	10,0001-1,000000
Customer Community - Logins	Login/Month	£0.77	£0.46	£0.31	£0.26	£0.14	£0.08	£0.04
Description	Unit	1-20	21-100	101-500	501-2500	2501-5000	5001-20,000	20,001-100,000
Customer Community Plus - Members	Member/Month	£9.25	£6.94	£4.62	£2.89	£1.50	£0.92	£0.69
Description	Unit	1-200	201-1000	1001-2000	2001-5000	5001-15,000	15,001-50,000	50,001-100000
Customer Community Plus - Logins	Login/Month	£1.62	£1.16	£1.02	£0.92	£0.65	£0.45	£0.36

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Description	Unit	1-20	21-100	101-500	501-2500	2501-5000	5001-20,000	20,001-100,000
Partner Community - Members	Member/Month	£15.41	£12.33	£11.56	£7.71	£5.78	£2.70	£1.93
Description	Unit	1-200	201-1000	1001-2000	2001-5000	5001-15,000	20,000	
Partner Community - Logins	Login/Month	£5.01	£3.08	£2.31	£1.93	£0.77	£0.73	
Description	Unit	1+						
Additional 10 Objects for Partner Community (Member or Login)	Member or Login/Month	20% of Net						
Additional 10 Objects for Customer Community (Member or Login)	Member or Login/Month	20% of Net						
Description	Unit	1+						
Lightning Platform Expansion for Community Cloud	per Org/Month	£144,000.00						

Description	Term
Renewal Options	<p>Upon renewal, Customer may (1) sign a new Call-Off Agreement under the same G-Cloud Framework as may be available, at the prices contained therein, for the duration of the Renewal Term, (2) sign a new Call-Off Agreement under a new G-Cloud Framework as may be available, at the prices contained therein, for the duration of the Renewal Term. Any improvement in pricing as published in the relevant Digital Marketplace offering for which they signed a Call-Off Agreement, subject to (1) the total monthly contract value and the total contract value being the same or greater; (2) the Order Term being the same duration or longer than the current Contract Term; and (3) Customer executes a new Order Form reflecting this. For purposes of clarification, any prepaid fees for the period after the start of the new contract shall be applied to such new contract.</p>
Administrative Swap	<p>During a subscription term, Customer may replace, some or all of the User subscriptions purchased hereunder with User subscriptions for a different SFDC product, provided: (1) the total monthly contract value and the total contract value being the same or greater; (2) the Order Term being the same duration or longer than the Order Term set forth in this Order Form; and (3) Customer executes a new Order Form reflecting the new subscriptions, and pays, in addition to any subscription fees set forth on such new Order Form, a one time Administrative Swap Fee equal to: (a) the quantity of subscriptions being swapped, multiplied by (b) the subscription per unit per month subscription fee, multiplied by (c) the number of months remaining in the subscription term of this Order Form, multiplied by 10%. For the avoidance of doubt, in no event may Customer replace SFDC products for any professional services, retained / program architect services, non GA products, Dreamforce conference passes, or products for which SFDC owes a royalty to third parties (e.g., http://Data.com, Heroku and Marketing Cloud Products). Discounts are Non-Cumulative When Customer places their first Order Form, User subscription counts for the purposes of discounting shall start from one (1).</p>



Volume Discount Tiering	Discounts are based on the total number of Users under this Order Form at the time of the applicable order, taking into account any previously purchased User subscriptions if this Order Form is an add-on. Any price decreases shall have no effect on previously purchased User subscriptions. If a single additional order raises the number of Users under this Order Form above a certain threshold, only those User subscriptions exceeding the threshold are entitled to the reduced pricing. For the avoidance of doubt, no re-pricing of existing User subscriptions shall take place, based on achieving or exceeding a discounting threshold.
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