

## Detailed Pricing

Add Ons for Lightning CRM, App Cloud and Community Cloud		Unit Price by Volume Band (subscribers from-to)				
Description	Unit	1+				
Knowledge	User/Month	£26.46				
Live Agent	User/Month	£13.65				
Description	Unit	1-99	100-199	200-499	500-999	1000+
Salesforce Engage	User/Month	£27.67	£25.93	£23.82	£22.42	£21.37
Description	Unit	1+				
Additional Flow Entitlements	Subscription/Month	£842.11				
Big Objects (50M)	Subscription/Month	£842.11				
Einstein Next Best Action Additional Requests	Subscription/Month	£42.11				
High Velocity Sales	Subscription/Month	£63.16				
Lightning Console	Subscription/Month	£21.05				
Mobile Publisher for Employees 10	User/Month	£21.05				

# Salesforce - Add Ons



Mobile Publisher for Members 10	User/Month	£4.21		
Mobile Publisher for Logins 10	Login/Month	£1.66		
myTrailhead	User/Month	£21.05		
Web Services API	User/Month	£9.63		
<b>Description</b>	<b>Unit</b>	<b>1-49</b>	<b>50-199</b>	<b>200+</b>
Additional API Calls - 10,000 per day (price is per org)	Subscription/Month	£14.21	£13.09	£9.73
<b>Description</b>	<b>Unit</b>	<b>1+</b>		
Additional Scheduled Analytics Bundle (price is per org)	Subscription/Month	£176.00		
Analytics - 5 Additional Dynamic Dashboards (price is per org)	Subscription/Month	£88.00		
Apex Debugger	Subscription/Month	£1,020.00		
Data Storage (50MB) (price is per org)	Subscription/Month	£7.71		
Data Storage (500MB) (price is per org)	Subscription/Month	£38.54		
Data Storage (10GB) (price is per org)	Subscription/Month	£308.26		

# Salesforce - Add Ons



File Storage (10GB) (price is per org)	Subscription/Month	£23.65
File Storage (1TB) (price is per org)	Subscription/Month	£189.20
Lightning Scheduler	Subscription/Month	£21.05
Platform Cache	Subscription/Month	£204.00
Salesforce Connect (price is per connection)	Subscription/Month	£2,157.85
Weekly Export Service (price is per org, Professional Edition only)	Subscription/Month	£52.80
Public Communities Page Views (1 million/month)	Subscription/Month	£2,800.00
Identity for Customers & Partners (25,000 Unique Users/month)	Subscription/Month	£1,400.00
Identity for Customers & Partners (250,000 Unique Users/month)	Subscription/Month	£7,000.00
Identity for Customers & Partners (1,000,000 Unique Users/month)	Subscription/Month	£14,000.00
Identity for Employees	User/Month	£4.21
Identity Connect	User/Month	£1.00

# Salesforce - Add Ons



Identity Verification Credits	Subscription/Month	£1,052.63
Salesforce Inbox	User/Month	£11.56
Quip - Business	User/Month	£5.14
Quip - Enterprise	User/Month	£8.91
Einstein Vision and Language (1 Million Predictions/Month)	Subscription/Month	£3,368.42
Surveys (Enterprise Edition and Unlimited Edition)	User/Month	£60.00
Change Data Capture	Subscription/Month	£4,210.53
Salesforce IoT Plus	Subscription/Month	£20,210.53
Salesforce IoT Explorer	Subscription/Month	£5,052.63
IoT Explorer - Additional Devices and Events	Subscription/Month	£1,052.63

# Salesforce - Add Ons



Percentage Based Products		Unit Price
Description	Unit	%
Salesforce Shield (incorporating Platform Encryption, Event Monitoring and Field Audit Trail)	% of Net Price	30%
Platform Encryption	% of Net Price	20%
Event Monitoring	% of Net Price	10%
Field Audit Trail	% of Net Price	10%
Description		%
Sandbox (Developer Pro) <sup>1</sup>	% of Net Price	5%
Sandbox (Partial Copy) <sup>1</sup>	% of Net Price	20%
Sandbox (Full Copy) <sup>1</sup>	% of Net Price	30%
Description		%
Premier Success Plan	% of Net Price	20%
Premier Plus Success Plan	% of Net Price	30%
Premier Priority	% of Net Price	5%

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., <a href="http://Data.com">http://Data.com</a>, 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.
(note) <sup>1</sup>	<sup>1</sup> Sandbox: % of NET price for Sales Cloud, Service Cloud, Force.com, Chatter Plus, Communities, Knowledge-only and Portal Users (all types). Lightning Enterprise Edition (EE) includes 1 Sandbox (Partial Copy). Lightning Unlimited Edition (UE) includes 5 Sandbox (Developer Pro), 1 Sandbox (Partial Copy), 1 Sandbox (Full Copy).