

XMA Limited - Salesforce Hyperforce Lightning Add-Ons

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	£26.18				
Live Agent*	User/Month	£13.71				
Description	Unit	1-99	100-199	200-499	500-999	1000+
Salesforce Mobile App - Plus	User/Month	£17.45	£12.26	£10.18	£7.90	£6.86
Mobile Publisher for Employees and Members	User/Month	£3.66	£3.49	£3.41	£1.95	£1.21
Description	Unit	1+				
Additional Flow Entitlements	Subscription/Month	£789.56				
Big Objects (50M)	Subscription/Month	£789.56				
Einstein Next Best Action Additional Requests	Subscription/Month	£39.48				
High Velocity Sales*	Subscription/Month	£59.22				
Lightning Console	Subscription/Month	£19.74				
Web Services API	User/Month	£9.51				
Description	Unit	1-25000	25001-50000	50001+		
Mobile Publisher for Logins (Per Month)	Login/Month	£0.19	£0.15	£0.11		
Description	Unit	1-49	50-199	200+		
Additional API Calls - 10,000 per day (price is per org)	Subscription/Month	£13.95	£12.89	£9.54		
Salesforce Maps for Community Logins	Login/Month	£5.40	£4.99	£3.99		
Salesforce Maps for Community Members	Member/Month	£13.71	£12.47	£9.97		
Salesforce Maps	User/Month	£38.49	£31.00	£26.18		
Salesforce Maps: Advanced	User/Month	£65.40	£54.16	£49.05		
Salesforce Maps Territory Planning	User/Month	£59.22	£41.14	£33.66		
Description	List Price	1-24	25-99	100-499		
Salesforce Maps Live Tracking - Mobile*	User/Month	£16.62	£14.75	£13.09		
Live Tracking: GM*	User/Month	£16.62	£14.75	£13.09		
Description	Unit	1+				
Additional Scheduled Analytics Bundle (price is per org)	Subscription/Month	£174.54				
Analytics - 5 Additional Dynamic Dashboards (price is per org)	Subscription/Month	£87.27				
Apex Debugger	Subscription/Month	£1,006.69				
Data Storage (50MB) (price is per org)	Subscription/Month	£7.59				

XMA Limited - Salesforce Hyperforce Lightning Add-Ons

Data Storage (500MB) (price is per org)	Subscription/Month	£37.97
Data Storage (10GB) (price is per org)	Subscription/Month	£303.77
File Storage (10GB) (price is per org)	Subscription/Month	£23.38
File Storage (1TB) (price is per org)	Subscription/Month	£187.00
Salesforce Scheduler	Subscription/Month	£19.74
Platform Cache	Subscription/Month	£0.00
Cache-Only Keys for Platform Encryption	Per Org	£3,324.48
Salesforce Connect (price is per connection)	Subscription/Month	£2,123.51
Weekly Export Service (price is per org, Professional Edition only)	Subscription/Month	£52.36
Public Communities Page Views (1 million/month)	Subscription/Month	£2,763.47
Salesforce Customer Identity - EE (25,000 Unique Users/month)	Subscription/Month	£1,381.74
Salesforce Customer Identity - EE (250,000 Unique Users/month)	Subscription/Month	£6,908.69
Identity for Employees	User/Month	£3.95
Identity Connect*	User/Month	£0.99
Identity Verification Credits	Subscription/Month	£986.96
Salesforce Inbox*	User/Month	£12.43
Quip - Starter	User/Month	£5.07
Quip Plus	User/Month	£8.73
Quip for Customer 360*	User/Month	£20.57
Quip Advanced Shield	% of Net Price	30%
Quip Advanced Encryption	% of Net Price	20%
Quip Advanced Antivirus Scanning	% of Net Price	10%
Quip Advanced Event Monitoring	% of Net Price	10%
Quip Advanced Governance	% of Net Price	10%
Einstein Vision and Language (1 Million Predictions/Month)*	Subscription/Month	£2,526.60
Survey Response Pack (1,000)	Subscription/Month	£19.74
Change Data Capture	Subscription/Month	£3,947.82
Sales Enablement - Enterprise Edition*	User/Month	£19.74

XMA Limited - Salesforce Hyperforce Lightning Add-Ons

Sales Enablement - Unlimited Edition*	User/Month	£19.74						
Scratch Org	Subscription/Month	£20.78						
Description - Data Cloud for Health	Unit	1+						
Customer Data Cloud for Health Cloud - Data Storage (1024 GB)	Subscription/Month	£64.83						
Customer Data Cloud Starter for Health Cloud	User/Month	£1,496.02						
Description - Data Cloud for Health	Unit	1-999	1000-4999	5000-9000	10000+			
Customer Data Cloud for Health Cloud - Data Services Card (100K Cre	Subscription/Year	£83.11	£66.49	£58.18	£49.87			
Description	Unit	1-20	21-100	101-500	501-2500	2501-5000	5001-20000	20001+
Sales Enablement for Community Members*	Member/Month	£2.62	£2.08	£1.50	£1.21	£0.54	£0.37	£0.29
Description	Unit	1-200	201-1000	1001-2000	2001-5000	5001-20000	20001-100000	100001+
Sales Enablement for Community Logins (Per Month)*	Login/Month	£0.76	£0.47	£0.30	£0.27	£0.15	£0.08	£0.05
Description	Unit	1-20	21-100	101-500	501-2500	2501-5000	5001-20000	20001+
In-App Walkthroughs- Enterprise Edition (No Third-Party Terms)*	User/Month	£11.01	£10.39	£8.93	£7.79	£6.23	£4.57	£2.70
In-App Walkthroughs - Unlimited Edition (No Third-Party Terms)*	User/Month	£11.01	£10.39	£8.93	£7.79	£6.23	£4.57	£2.70

XMA Limited - Salesforce Hyperforce Lightning Add-Ons

Percentage Based Products	0	Unit Price
Description	Unit	%
Salesforce Shield	% of Net Price	30%
Platform Encryption	% of Net Price	20%
Event Monitoring	% of Net Price	10%
Field Audit Trail	% of Net Price	10%
Description	0	%
Sandbox (Developer Pro) ¹	% of Net Price	5%
Sandbox (Partial Copy) ¹	% of Net Price	20%
Sandbox (Full Copy) ¹	% of Net Price	30%
Salesforce Data Mask	% of Net Price	10%
Description	0	%
Premier Success Plan	% of Net Price	18%
Premier Success Plan - Heroku	% of Net Price	18%
Premier Success Plan - Pardot	% of Net Price	18%

XMA Limited - Salesforce Hyperforce Lightning Add-Ons

Description	Term
1 - Sandbox (Developer Pro) 1 - Sandbox (Partial Copy) 1 - Sandbox (Full Copy)	% of NET price for Sales Cloud, Service Cloud, Force.com, Chatter Plus, Communities, Knowledge-only and Portal Users (all types). Enterprise Edition (EE) includes 1 Sandbox (Partial Copy). Unlimited Edition (UE) includes 5 Sandbox (Developer Pro), 1 Sandbox (Partial Copy), 1 Sandbox (Full Copy).

XMA Limited - Salesforce Hyperforce Lightning Add-Ons

Description	Generic Term
Renewal Options	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.
Administrative Swap	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).
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.

XMA Limited - Salesforce Hyperforce Lightning Add-Ons

*	Products identified with asterisk (*) are Phased Out Products. Phased Out Products can only be purchased by Customer that has already purchased the same Phased Out Product before and continues using the Phased Out Product at least until the end of the term identified in the new Order Form.
Legacy Stock Keeping Units	The pricing above shall also apply to existing Customers who have legacy Stock Keeping Units (SKU) on existing Orgs, per Edition as appropriate: Service Cloud Lightning CRM - Professional Edition, Service Cloud Lightning CRM - Enterprise Edition, or Service Cloud Lightning CRM - Unlimited Edition. For clarity, any new Orgs shall use the new SKUs, as above.
Exclusive of VAT	All prices are exclusive of VAT.