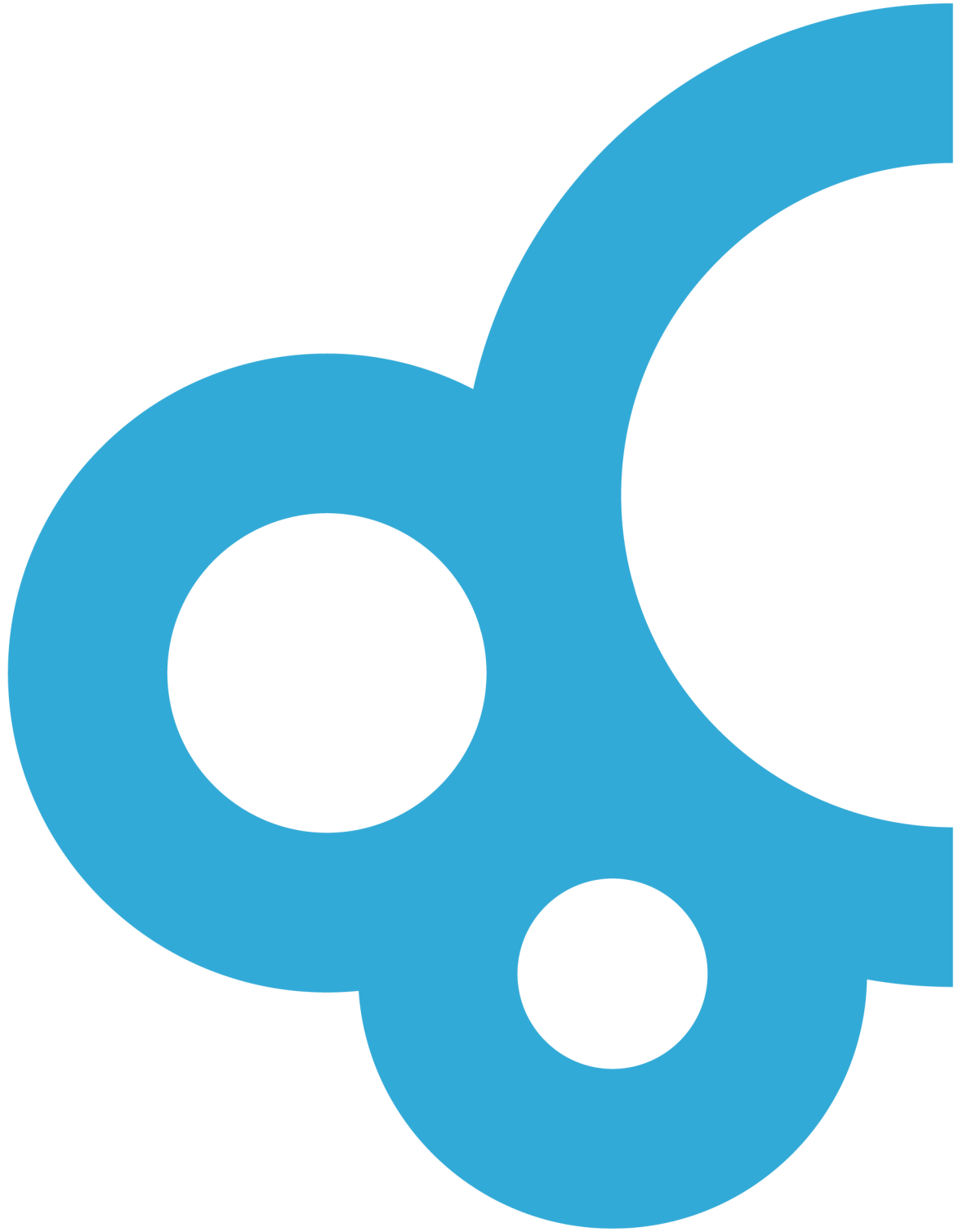




# **Arcus Global Salesforce Lightning Agentforce Digital Experiences**

Pricing

G-Cloud 15



# Pricing

The pricing below shows list prices for Salesforce services contracted through the G-Cloud framework.

All prices are exclusive of VAT.

| Lightning Agentforce Digital Experiences (formerly Lightning Experience Cloud) |              | Unit Price by Volume Band (subscribers from-to) |          |           |           |            |              |                |
|--------------------------------------------------------------------------------|--------------|-------------------------------------------------|----------|-----------|-----------|------------|--------------|----------------|
| Description                                                                    | Unit         | 1-20                                            | 21-100   | 101-500   | 501-2500  | 2501-5000  | 5001-20000   | 20001-100000   |
| Customer Community - Members                                                   | Member/Month | £3.24                                           | £2.48    | £1.98     | £1.47     | £0.93      | £0.72        | £0.34          |
| Description                                                                    | Unit         | 1-200                                           | 201-1000 | 1001-2000 | 2001-5000 | 5001-20000 | 20001-100000 | 100001-1000000 |
| Customer Community - Logins                                                    | Login/Month  | £1.33                                           | £0.86    | £0.59     | £0.47     | £0.36      | £0.22        | £0.11          |
| Description                                                                    | Unit         | 1-20                                            | 21-100   | 101-500   | 501-2500  | 2501-5000  | 5001-20000   | 20001-100000   |
| Customer Community Plus - Members                                              | Member/Month | £9.47                                           | £7.07    | £5.56     | £3.92     | £2.27      | £1.64        | £0.76          |
| Description                                                                    | Unit         | 1-200                                           | 201-1000 | 1001-2000 | 2001-5000 | 5001-15000 | 15001-50000  | 50001-100000   |
| Customer Community Plus - Logins                                               | Login/Month  | £3.28                                           | £1.77    | £1.21     | £1.01     | £0.71      | £0.45        | £0.36          |
| Description                                                                    | Unit         | 1-20                                            | 21-100   | 101-500   | 501-2500  | 2501-5000  | 5001-20000   | 20001+         |
| Partner Community - Members                                                    | Member/Month | £17.89                                          | £13.68   | £11.58    | £9.68     | £6.32      | £3.37        | £2.11          |
| Description                                                                    | Unit         | 1-200                                           | 201-1000 | 1001-2000 | 2001-5000 | 5001-15000 | 15001-20000  | 20001+         |
| Partner Community - Logins                                                     | Login/Month  | £5.81                                           | £4.38    | £2.95     | £2.44     | £1.52      | £1.01        | £0.84          |



| <b>Description - Partner Community for Energy &amp; Utilities Cloud</b> | <b>Unit</b> | <b>1-200</b> | <b>201-1000</b> | <b>1001-2000</b> | <b>2001-5000</b> | <b>5001-20000</b> | <b>20001-100000</b> | <b>100001+</b> |
|-------------------------------------------------------------------------|-------------|--------------|-----------------|------------------|------------------|-------------------|---------------------|----------------|
| Partner Community for Energy & Utilities Cloud - Logins - EE            | Login/Month | £10.11       | £8.42           | £6.74            | £4.88            | £2.69             | £1.68               | £1.35          |
| Partner Community for Energy & Utilities Cloud - Logins - UE            | Login/Month | £10.11       | £8.42           | £6.74            | £4.88            | £2.69             | £1.68               | £1.35          |

| <b>Agentforce Digital Experiences (formerly Experience Cloud)</b>       | <b>Unit Price by Volume Band (subscribers from-to)</b> |             |               |                |                 |                  |                   |               |
|-------------------------------------------------------------------------|--------------------------------------------------------|-------------|---------------|----------------|-----------------|------------------|-------------------|---------------|
| <b>Description - Partner Community for Energy &amp; Utilities Cloud</b> | <b>Unit</b>                                            | <b>1-20</b> | <b>21-100</b> | <b>101-500</b> | <b>501-2500</b> | <b>2501-5000</b> | <b>5001-20000</b> | <b>20001+</b> |
| Partner Community for Energy & Utilities Cloud - Members - EE           | User/Month                                             | £29.47      | £25.26        | £23.37         | £19.37          | £13.05           | £8.42             | £5.05         |
| Partner Community for Energy & Utilities Cloud - Members - UE           | User/Month                                             | £29.47      | £25.26        | £23.37         | £19.37          | £13.05           | £8.42             | £5.05         |
| <b>Description</b>                                                      | <b>Unit</b>                                            | <b>1-20</b> | <b>21-100</b> | <b>101-500</b> | <b>501-2500</b> | <b>2501-5000</b> | <b>5001-20000</b> |               |
| Partner Relationship Management                                         | Subscription/Month                                     | £192.00     | £166.74       | £128.84        | £106.11         | £60.63           | £27.79            |               |
| <b>Description</b>                                                      | <b>Unit</b>                                            | <b>1+</b>   |               |                |                 |                  |                   |               |
| Additional 20 Objects for Customer Community                            | Subscription/Month                                     | £0.40       |               |                |                 |                  |                   |               |
| Additional 20 Objects for Customer Community Plus                       | Subscription/Month                                     | £1.60       |               |                |                 |                  |                   |               |
| Additional 20 Objects for Partner Relationship Management               | Subscription/Month                                     | £43.96      |               |                |                 |                  |                   |               |



|                                                  |                    |            |
|--------------------------------------------------|--------------------|------------|
| Additional 20 Objects for Partner Community      | Subscription/Month | £4.00      |
| Public Communities Page Views (1 million/month)  | Subscription/Month | £2,800.00  |
| <b>Description</b>                               | <b>Unit</b>        | <b>1+</b>  |
| Lightning Platform Expansion for Community Cloud | per Org/Month      | £11,957.89 |

| Percentage Based Products            |                | Unit Price |
|--------------------------------------|----------------|------------|
| <b>Description</b>                   | <b>Unit</b>    | <b>%</b>   |
| 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%        |
| <b>Description</b>                   | <b>Unit</b>    | <b>%</b>   |
| 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%        |
| Salesforce Data Mask                 | % of Net Price | 10%        |
| <b>Description</b>                   | <b>Unit</b>    | <b>%</b>   |
| Premier Success Plan                 | % of Net Price | 18%        |
| Premier Success Plan - Heroku        | % of Net Price | 18%        |
| Premier Success Plan - Pardot        | % of Net Price | 18%        |



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

All prices are quoted exclusive of VAT.



## Rate Card

|                           | Strategy & architecture | Business change | Solution development & implementation | Service management | Procurement & management support | Client interface |
|---------------------------|-------------------------|-----------------|---------------------------------------|--------------------|----------------------------------|------------------|
| 1. Follow                 | £650                    | £650            | £650                                  | £650               | £650                             | £650             |
| 2. Assist                 | £800                    | £800            | £800                                  | £800               | £800                             | £800             |
| 3. Apply                  | £950                    | £950            | £950                                  | £950               | £950                             | £950             |
| 4. Enable                 | £1050                   | £1050           | £1050                                 | £1050              | £1050                            | £1050            |
| 5. Ensure                 | £1200                   | £1200           | £1200                                 | £1200              | £1200                            | £1200            |
| 6. Initiate / Influence   | £1400                   | £1400           | £1400                                 | £1400              | £1400                            | £1400            |
| 7. Set Strategy / Inspire | £2000                   | £2000           | £2000                                 | £2000              | £2000                            | £2000            |

## Standards for Consultancy Day Rate Cards

**Consultant's working day:** 7 hours exclusive of travel and lunch

**Working week:** Monday to Friday excluding national holidays

**Working hours:** 9:00am to 5:00pm Monday to Friday

**Travel, mileage & subsistence:** Included in day rate within M25. Payable at cost for standard travel and subsistence rates outside M25

**Professional indemnity insurance:** included in day rate

**Discounts:** May apply for large numbers of consultancy days



# Contact Details

Future Business Centre  
Kings Hedges Road  
Cambridge  
Cambridgeshire  
CB4 2HY

Phone: 01223 482768

Email: [gcloud@arcusglobal.com](mailto:gcloud@arcusglobal.com)

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