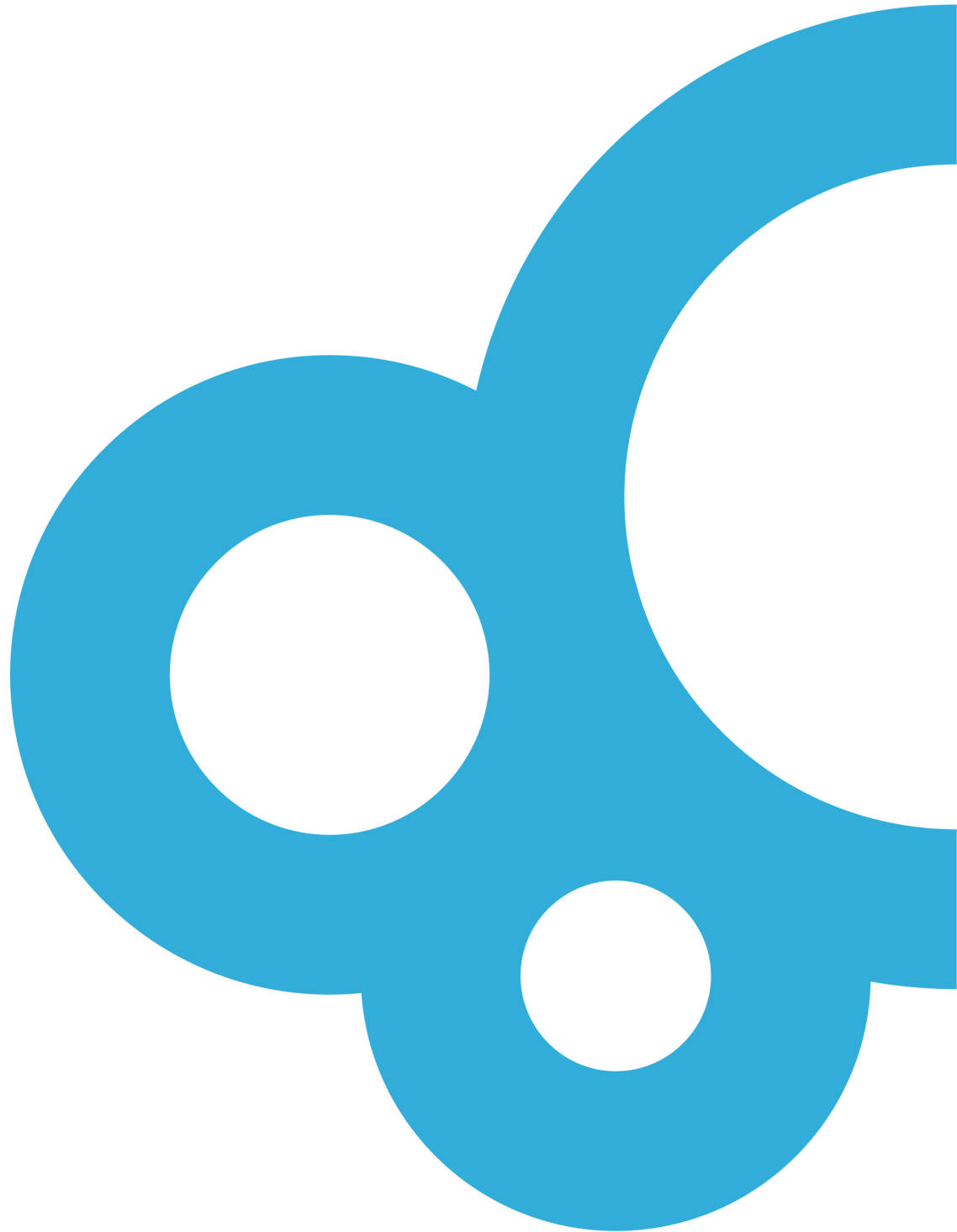




Arcus - Salesforce Add-Ons

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.

Add-ons		Unit Price by Volume Band (subscribers from-to)				
Description	Unit	1+				
Knowledge	User/Month	£27.93				
Live Agent*	User/Month	£14.62				
Description	Unit	1-99	100-199	200-499	500-999	1000+
Salesforce Mobile App - Plus	User/Month	£18.83	£18.39	£17.73	£13.29	£8.86
Mobile Publisher for Employees and Members	User/Month	£3.91	£3.73	£3.63	£2.75	£1.42
Description	Unit	1+				
Big Objects (50M)	Subscription/Month	£842.11				
Einstein Next Best Action Additional Requests	Subscription/Month	£42.11				
Lightning Console	Subscription/Month	£21.05				



Web Services API	User/Month	£10.14		
Description	Unit	1-25000	25001-50000	50001+
Mobile Publisher for Logins (Per Month)	Login/Month	£0.20	£0.16	£0.13
Description	Unit	1-49	50-199	200+
Additional API Calls - 10,000 per day	Subscription/Month	£14.88	£13.75	£10.36
Salesforce Maps for Community Logins	Login/Month	£5.76	£5.32	£4.61
Salesforce Maps for Community Members	Member/Month	£14.62	£13.29	£11.53
Salesforce Maps	User/Month	£45.21	£37.23	£32.58
Salesforce Maps: Advanced	User/Month	£79.78	£62.05	£54.29
Salesforce Maps Territory Planning*	User/Month	£63.16	£43.87	£35.91
Description	Unit	1-49	50-199	200+
Salesforce Maps Live Tracking - Mobile*	User/Month	£17.73	£15.74	£13.96
Description	Unit	1+		
Additional Scheduled Analytics Bundle (price is per org)*	Subscription/Month	£186.15		



Analytics - 5 Additional Dynamic Dashboards (price is per org)	Subscription/Month	£93.07
Data Storage (50MB) (price is per org)	Subscription/Month	£14.69
Data Storage (500MB) (price is per org)	Subscription/Month	£46.15
Data Storage (10GB) (price is per org)	Subscription/Month	£323.99
File Storage (10GB) (price is per org)	Subscription/Month	£24.93
File Storage (1TB) (price is per org)	Subscription/Month	£199.44
Salesforce Scheduler	Subscription/Month	£21.05
Platform Cache	Subscription/Month	£0.00
Salesforce Connect (price is per connection)	Subscription/Month	£2,264.82
Public Communities Page Views (1 million/month)	Subscription/Month	£2,947.37
Salesforce Customer Identity - EE (25,000 Unique Users/month)	Subscription/Month	£1,473.68
Identity Connect*	User/Month	£1.05
Identity Verification Credits	Subscription/Month	£1,052.63
Salesforce Inbox*	User/Month	£14.85



Quip - Starter	User/Month	£6.74
Quip Plus	User/Month	£18.83
Quip for Customer 360*	User/Month	£21.94
Quip Advanced Shield	% of Net Price	30%
Quip Advanced Antivirus Scanning	% of Net Price	10%

Add-ons		Unit Price by Volume Band (subscribers from-to)					
Description	Unit	1+					
Knowledge	User/Month	£27.93					
Live Agent*	User/Month	£14.62					
Description	Unit	1-99	100-199	200-499	500-999	1000+	
Salesforce Mobile App - Plus	User/Month	£18.83	£18.39	£17.73	£13.29	£8.86	
Mobile Publisher for Employees and Members	User/Month	£3.91	£3.73	£3.63	£2.75	£1.42	
Description	Unit	1+					
Big Objects (50M)	Subscription/Month	£842.11					
Einstein Next Best Action Additional Requests	Subscription/Month	£42.11					



Lightning Console	Subscription/Month	£21.05		
Web Services API	User/Month	£10.14		
Description	Unit	1-25000	25001-50000	50001+
Mobile Publisher for Logins (Per Month)	Login/Month	£0.20	£0.16	£0.13
Description	Unit	1-49	50-199	200+
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Quip for Customer 360*	User/Month	£21.94
Quip Advanced Shield	% of Net Price	30%
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	£2,694.74
Survey Response Pack (1,000)	Subscription/Year	£207.96
Change Data Capture	Subscription/Month	£4,210.53
Sales Enablement - Enterprise Edition*	User/Month	£21.05
Sales Enablement - Unlimited Edition*	User/Month	£21.05
Scratch Org	Subscription/Month	£22.16
Description	Unit	1-20
Sales Enablement for Community Members*	Member/Month	£2.79

21-100	101-500	501-2500	2501-5000	5001-20000	20001+
£2.22	£1.60	£1.28	£0.58	£0.40	£0.31



Description	Unit	1-200	201-1000	1001-2000	2001-5000	5001-20000	20001-100000	100001+
Sales Enablement for Community Logins (Per Month)*	Login/Month	£0.82	£0.49	£0.33	£0.28	£0.16	£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	£11.75	£11.08	£9.53	£8.31	£6.65	£4.87	£2.88
In-App Walkthroughs - Unlimited Edition (No Third-Party Terms)*	User/Month	£11.75	£11.08	£9.53	£8.31	£6.65	£4.87	£2.88

Percentage Based Products		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	Unit	%
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	Unit	%
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.
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).

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



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