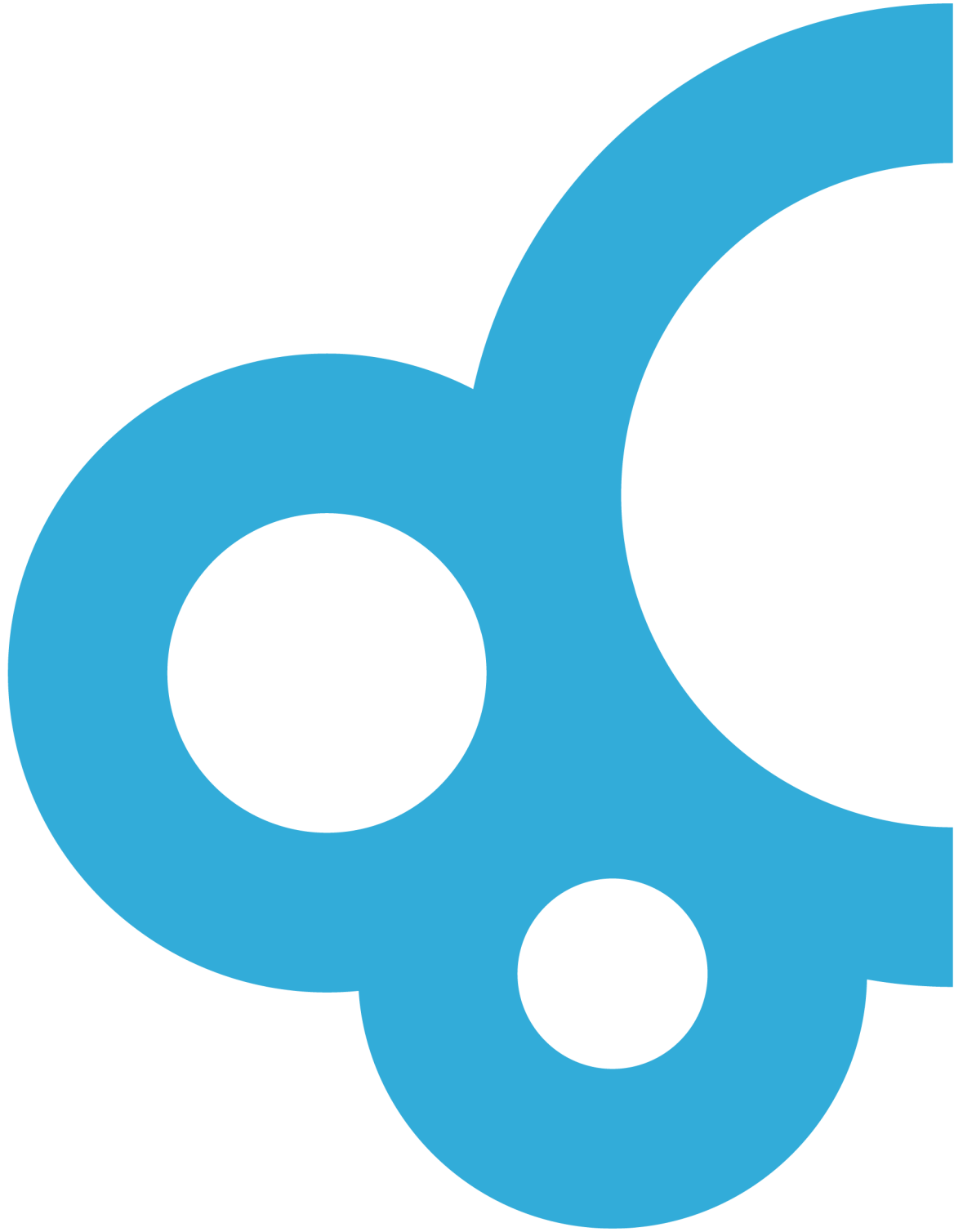




Arcus - Salesforce Success Plan

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.

Premier Success	
Description	
Premier Success Pricing	Premier Success is calculated at 18% Net. of the licence cost

Signature ¹ Success ² annual pricing - Salesforce Platform (inc. Data360 ³), Marketing Cloud Engagement, Marketing Cloud Personalization, Marketing Cloud Intelligence, Marketing Cloud Account Engagement, Commerce Cloud and Mulesoft						
Org Size ⁴	Org. ⁵ AOV (GBP)	SFDC Core	Marketing Cloud Engagement	Marketing Cloud Personalization	Marketing Cloud Intelligence	Mulesoft
XS ⁶	0 - 575K	£149,473.68	£140,526.32	£140,526.32	£140,526.32	£140,526.32
S	575k - 1.2M	£217,583.16	£194,736.84	£194,736.84	£194,736.84	£194,736.84
M	1.2M - 2.3M	£297,368.42	£292,105.26	£292,105.26	£292,105.26	£292,105.26
L	2.3M - 3.85M	£477,654.74	£392,631.58	£392,631.58	£392,631.58	£392,631.58
XL	3.85M - 7.7M	£631,058.95	£549,473.68	£549,473.68	£549,473.68	£549,473.68
XXL	7.7M+	£777,037.89	£692,631.58	£692,631.58	£692,631.58	£692,631.58



Tableau Success Plans ⁷	
Description	
Premier Success Pricing	Premier Success is calculated at 18% of the net licence cost
Signature Success Pricing	Signature Success is calculated at 40% of the net licence cost, or a minimum price of £75k

Description	Term
1 - Signature	- Premier Success is a pre-requisite service (with the exception of Tableau Signature) and cost to which Signature Success can be added at the rates detailed - Signature resource staffing is world-wide, including CSM. Resources are not UKI only - Signature Success co-terms to the licence agreement, with a minimum commitment of 12 months
2 - Pricing	- Pricing for Signature is sized per Org. - Pricing is subject to a fee equal to 10% of the total net applicable subscription fees for any new or additional subscriptions provisioned to the Org
3 - Data360	Signature Success for Data360 is covered within Signature Success for Core.
4 - Org Size	Pricing for Signature is sized per Org.
5 - Org	- “Org” is defined as a unique instance of the applicable Services, i.e., a separate set of Customer Data and Customer-specific Service customizations held by SFDC in a logically separated database (i.e., a database segregated through password-controlled access). “Org” may also refer to “Tenant” or “Realm”. - Signature Success is a support offering that is priced per Org. - The Signature Success subscription(s) ordered hereunder may not be transferred or provisioned to another Org. - Signature Success fees will not be reduced or refunded for any reason, including a reduction in total net applicable subscriptions



	during the Order Term. - Customer agrees to pay an incremental Signature Success fee equal to 10% of the total net applicable subscription fees for any new or additional subscriptions provisioned to the Org
6 - XS	"XS" Org. size pricing indicates the minimum pricing for Signature services
7- XS	Tableau Signature Success includes Premier Success

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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