

Softcat Plc - Salesforce Success Plan

Detailed Pricing

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	£149,100.00	£140,175.00	£140,175.00	£140,175.00	£140,175.00
S	575k - 1.2M	£217,039.20	£194,250.00	£194,250.00	£194,250.00	£194,250.00
M	1.2M - 2.3M	£296,625.00	£291,375.00	£291,375.00	£291,375.00	£291,375.00
L	2.3M - 3.85M	£476,460.60	£391,650.00	£391,650.00	£391,650.00	£391,650.00
XL	3.85M - 7.7M	£629,481.30	£548,100.00	£548,100.00	£548,100.00	£548,100.00
XXL	7.7M+	£775,095.30	£690,900.00	£690,900.00	£690,900.00	£690,900.00

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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

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	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.