

MCSA0016, SA 5 - Addendum A

Updated 10/23/19

Salesforce Cloud Price List		MCSA-0016 Service Attachment 5	
Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
205-0000	Lightning Sales Cloud Professional Edition	\$900.00	\$868.17
205-0001	Lightning Sales Cloud Enterprise Edition	\$1,800.00	\$1,736.34
205-0002	Lightning Sales Cloud Unlimited Edition	\$3,600.00	\$3,472.69
205-0003	Lightning Service Cloud Professional Edition	\$900.00	\$868.17
205-0004	Lightning Service Cloud Enterprise Edition	\$1,800.00	\$1,736.34
205-0005	Lightning Service Cloud Unlimited Edition	\$3,600.00	\$3,472.69
205-0006	Lightning CRM Professional Edition	\$1,200.00	\$1,157.56
205-0007	Lightning CRM Enterprise Edition	\$2,400.00	\$2,315.12
205-0008	Lightning CRM Unlimited Edition	\$4,800.00	\$4,630.25
205-0009	Employee Apps and Community-only	\$300.00	\$289.39
205-0010	Lightning Force 100	\$900.00	\$868.17
205-0011	Lightning Force 100 (Administrator)	\$900.00	\$868.17
205-0012	Financial Services - Wealth Professional Edition	\$1,800.00	\$1,736.34
205-0013	Financial Services - Wealth Enterprise Edition	\$3,300.00	\$3,183.29
205-0014	Financial Services - Wealth Unlimited Edition	\$4,800.00	\$4,630.25
205-0015	Health Cloud - Enterprise Edition	\$3,420.00	\$3,299.05
205-0016	Health Cloud - Unlimited Edition	\$4,920.00	\$4,746.00
205-0017	Field Service Lightning - Dispatcher / Field Technician - Enterprise Edition	\$1,620.00	\$1,562.71
205-0018	Field Service Lightning - Dispatcher / Field Technician - Unlimited Edition	\$3,120.00	\$3,009.66
205-0019	Analytics Cloud - Wave Analytics Platform	\$1,800.00	\$1,736.34
205-0020	Analytics Cloud - Wave for Communities	\$300.00	\$289.39
205-0021	Analytics Cloud - Sales Wave Analytics App	\$900.00	\$868.17
205-0022	Analytics Cloud - Additional Data Rows (100 Million)	\$48,000.00	\$46,302.47
205-0023	Customer Community Members	\$60.00	\$57.88

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205-0024	Customer Community Logins	\$24.00	\$23.15
205-0025	Customer Community Plus Members	\$180.00	\$173.63
205-0026	Customer Community Plus Logins	\$72.00	\$69.45
205-0027	Partner Community Members	\$300.00	\$289.39
205-0028	Partner Community Logins	\$120.00	\$115.76
205-0029	SteelBrick CPQ - Professional	\$900.00	\$868.17
205-0030	SteelBrick CPQ - Enterprise	\$1,800.00	\$1,736.34
205-0031	Steelbrick CPQ for Partner Community Members	\$300.00	\$289.39
205-0032	Steelbrick CPQ for Partner Community Login	\$120.00	\$115.76
205-0033	Steelbrick CPQ for Customer Community Members	\$180.00	\$173.63
205-0034	Steelbrick CPQ for Customer Community Login	\$72.00	\$69.45
205-0035	Steelbrick CPQ- Advanced Approvals	\$300.00	\$289.39
205-0036	Steelbrick CPQ- Training Subscription for Admins	\$1,200.00	\$1,157.56
205-0037	Data.com Clean	\$300.00	\$289.39
205-0038	Data.com Prospector	\$1,800.00	\$1,736.34
205-0039	Data.com Premium Records Additional (price is each)	\$0.65	\$0.63
205-0040	Employee Apps and Community (Add-on)	\$300.00	\$289.39
205-0041	Force Custom Object Pack	\$900.00	\$868.17
205-0042	Knowledge Add-on	\$900.00	\$868.17
205-0043	Live Agent	\$900.00	\$868.17
205-0044	Salesforce Engage	\$600.00	\$578.78
205-0045	SalesforceIQ Inbox	\$300.00	\$289.39
205-0046	Heroku - 1 Dyno	\$540.00	\$520.90
205-0047	Heroku Dev Starter	\$48,000.00	\$46,302.47
205-0048	Heroku Prod Starter	\$480,000.00	\$463,024.69
205-0049	Heroku - 1000 Add On Credit	\$14,400.00	\$13,890.74
205-0050	Pardot - Standard (price is per org)	\$12,000.00	\$11,575.62
205-0051	Pardot - Pro (price is per org)	\$24,000.00	\$23,151.23
205-0052	Pardot - Ultimate (price is per org)	\$36,000.00	\$34,726.85

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205-0053	Desk.com - Standard	\$240.00	\$231.51
205-0054	Desk.com - Pro	\$720.00	\$694.54
205-0055	Desk.com - Business Plus	\$1,200.00	\$1,157.56
205-0056	Desk.com - Flex Bundle 1 (20 hours)	\$360.00	\$347.27
205-0057	Desk.com - Flex Bundle 2 (50 hours)	\$780.00	\$752.42
205-0058	Desk.com - Flex Bundle 3 (100 hours)	\$1,380.00	\$1,331.20
205-0059	Desk.com - Flex Bundle 4 (250 hours)	\$3,000.00	\$2,893.90
205-0060	Desk.com - Flex Bundle 5 (500 hours)	\$5,100.00	\$4,919.64
205-0061	Desk.com - Portal SSL	\$348.00	\$335.69
205-0062	Desk - Configuration + (Tier 1)	\$4,500.00	\$4,340.86
205-0063	Desk - Configuration + (Tier 2)	\$6,500.00	\$6,270.13
205-0064	Desk - Advanced Branding	\$4,000.00	\$3,858.54
205-0065	Desk - Data Import	\$2,500.00	\$2,411.59
205-0066	Desk.com- Advanced Branding Multi-brand	\$500.00	\$482.32
205-0067	Desk.com- Advanced Branding Multi-lingual	\$150.00	\$144.70
205-0068	SalesforceIQ Starter	\$300.00	\$289.39
205-0069	SalesforceIQ Growth	\$900.00	\$868.17
205-0070	SalesforceIQ Business	\$1,500.00	\$1,446.95
205-0071	Additional API Calls - 10000 per day (price is per org) Increases number of API calls for PE orgs that have API access enabled (either for a qualified partner application or an org with "Web Services API" product.	\$300.00	\$289.39
205-0072	Additional Scheduled Analytics Bundle (price is per org) Additional Scheduled Analytics Bundle includes: 1 Additional Scheduled Report/hr, 1 Additional Scheduled Dashboard/hr, & 1 Additional Scheduled Snapshot/hr.	\$6,000.00	\$5,787.81

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Part Number	Description	List Price	MCSA Price
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205-0073	Analytics - 5 Additional Dynamic Dashboards (price is per org)	\$3,000.00	\$2,893.90
205-0074	Apex Debugger (This product requires pre-approval from Salesforce.com before it can be sold.)	\$18,000.00	\$17,363.43
205-0075	Data Storage (50MB) (price is per org)	\$300.00	\$289.39
205-0076	Data Storage (500MB) (price is per org)	\$1,500.00	\$1,446.95
205-0077	Data Storage (10GB) (price is per org)	\$12,000.00	\$11,575.62
205-0078	File Storage (10GB) (price is per org)	\$498.00	\$480.39
205-0079	File Storage (1TB) (price is per org) (This product requires pre-approval from Salesforce.com before it can be sold.)	\$3,600.00	\$3,472.69
205-0080	Files Connect	\$84.00	\$81.03
205-0081	Identity Only	\$60.00	\$57.88
205-0082	Identity Connect	\$12.00	\$11.58
205-0083	Platform Cache	\$3,600.00	\$3,472.69
205-0084	Salesforce Connect (price is per connection)	\$48,000.00	\$46,302.47
205-0085	SOS (This product requires pre-approval from Salesforce.com before it can be sold.)	\$1,800.00	\$1,736.34
205-0086	Weekly Export Service (price per org)	\$900.00	\$868.17
205-0087	Web Services API	\$300.00	\$289.39
205-0088	Public Communities Page Views (1 million/month)	\$48,000.00	\$46,302.47
	External Identity (25,000 Unique Users/month) Customer Community Members products provision a user license called Customer Community. Customer Community Login products provision a user license called Customer Community Login. Customer Community Plus Members products provision a user license called Customer Community Plus.		

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
205-0089	<p>Customer Community Plus Logins products provision a user license called Customer Community Plus Login.</p> <p>Partner Community Members products provision a user license called Partner Community.</p> <p>Partner Community Logins products provision a user license called Partner Community Login.</p> <p>External Identity products provisions a user license called External Identity Login</p>	\$24,000.00	\$23,151.23
205-0090	<p>External Identity (25,0000 Unique Users/month) Customer Community Members products provision a user license called Customer Community.</p> <p>Customer Community Login products provision a user license called Customer Community Login.</p> <p>Customer Community Plus Members products provision a user license called Customer Community Plus.</p> <p>Customer Community Plus Logins products provision a user license called Customer Community Plus Login.</p> <p>Partner Community Members products provision a user license called Partner Community.</p> <p>Partner Community Logins products provision a user license called Partner Community Login.</p> <p>External Identity products provisions a user license called External Identity Login</p>	\$120,000.00	\$115,756.17
	<p>External Identity (1,000,000 Unique Users/month) Customer Community Members products provision a user license called Customer Community.</p>		

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Part Number	Description	List Price	MCSA Price
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205-0091	<p>Customer Community Login products provision a user license called Customer Community Login.</p> <p>Customer Community Plus Members products provision a user license called Customer Community Plus.</p> <p>Customer Community Plus Logins products provision a user license called Customer Community Plus Login.</p> <p>Partner Community Members products provision a user license called Partner Community.</p> <p>Partner Community Logins products provision a user license called Partner Community Login.</p> <p>External Identity products provisions a user license called External Identity Login</p>	\$240,000.00	\$231,512.34
205-0092	<p>External Identity (5,000,000 Unique Users/month) Customer Community Members products provision a user license called Customer Community.</p> <p>Customer Community Login products provision a user license called Customer Community Login.</p> <p>Customer Community Plus Members products provision a user license called Customer Community Plus.</p> <p>Customer Community Plus Logins products provision a user license called Customer Community Plus Login.</p> <p>Partner Community Members products provision a user license called Partner Community.</p> <p>Partner Community Logins products provision a user license called Partner Community Login.</p> <p>External Identity products provisions a user license called External Identity Login</p>	\$600,000.00	\$578,780.86

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
205-0093	Pardot- Database - Additional Database Contacts (10000)All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$1,200.00	\$1,157.56
205-0094	Pardot- Database - Custom Object Intergration (4)All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$4,800.00	\$4,630.25
205-0095	Pardot- Database - API Access (100000/day)All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$4,800.00	\$4,630.25
	Pardot- Database - Advanced Email Analytics All Pardot		

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Part Number	Description	List Price	MCSA Price
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205-0096	products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$4,800.00	\$4,630.25
205-0097	Pardot- Database - File Hosting (500MB) All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$1,200.00	\$1,157.56
205-0098	Pardot- Database - Advanced Dynamic Content All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$4,800.00	\$4,630.25
205-0099	Pardot- Database - Dedicated IP All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$6,000.00	\$5,787.81

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Part Number	Description	List Price	MCSA Price
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205-0100	Pardot- Database - Inbound Marketing (SEO & Competitor) All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$1,200.00	\$1,157.56
205-0101	Pardot- Database - Google Adwords Integration All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$4,800.00	\$4,630.25
205-0102	Pardot- Database - Custom User Roles (Unlimited) All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$6,000.00	\$5,787.81
	Pardot- Database - Social Profiles & Lookups All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.		

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
205-0103		\$4,800.00	\$4,630.25
	Pardot- Database - Phone Support All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.		
205-0104		\$12,000.00	\$11,575.62
	Pardot- Database - Expansion Pack All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.		
205-0105		\$4,800.00	\$4,630.25
	Pardot- Database - Automation Rules (50) All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.		
205-0106		\$2,400.00	\$2,315.12
	Pardot- Database - Quick Start (one time fee) All Pardot		

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Part Number	Description	List Price	MCSA Price
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205-0107	products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$4,000.00	\$3,858.54
205-0108	Pardot- BCC Email Compliance All Pardot products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as on add-on for Lightning Sales Cloud users. The customer must own both a Pardot edition and Lightning Sales Cloud to purchase Salesforce Engage.	\$4,800.00	\$4,630.25
205-0109	Premier Points	\$1,500.00	\$1,446.95
205-0114	Pardot- Enterprise Success 25% List price	25%	25%
205-0115	Platform Encryption 20% Net Price	20%	20%
205-0116	Salesforce Shield 30% Net Price	30%	30%
205-0117	Event Monitoring 10% Net Price	10%	10%
205-0118	Field Audit Trail 10% Net Price (This product requires pre-approval from Salesforce.com before it can be sold.)	10%	10%
205-0119	Sandbox (Developer Pro) 5% Net Price	5%	5%
205-0120	Sandbox (Full Copy) 30% Net Price	30%	30%
205-0122	Premier+ Success Plan 25% List Price	25%	25%
205-0123	Premier Success Plan 15% List price	15%	15%
205-0124	Enterprise Edition Government Cloud 30% List Price	30%	30%
205-0125	Unlimited Edition Government Cloud 5% List Price	5%	5%
205-0126	Additional 10 Objects for Customer Community Logins 20% net price	20%	20%

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
205-0127	Additional 10 Objects for Customer Community Member 20% net price	20%	20%
205-0128	Additional 10 Objects for Partner Community Logins 20% net price	20%	20%
205-0129	Additional 10 Objects for Partner Community Members 20% net price	20%	20%
205-0130	Communities Premier + Success 25% Net Price	25%	25%
205-0131	Communities Premier Sucess 15% Net Price	15%	15%
205-0132	Communities Enterprise Government Cloud 30% Net Price	30%	30%
205-0133	Communities Unlimited Government Cloud 5% Net Price	5%	5%
205-0134	Portal Premier + Success 25% Net Price	25%	25%
205-0135	Portal Premier Sucess 15% Net Price	15%	15%
205-0136	Portal Enterprise Government Cloud 30% Net Price	30%	30%
205-0137	Portal Unlimited Government Cloud 5% Net Price	5%	5%
BG-CFE	Code Enforcement Module Manage and track all code enforcement cases from complaint to resolution including aging parcels with code violations, generating compliance dates, automating notifications and preparing documents for boards.	\$29,999.00	\$29,099.03
BG-PM	Permitting Module Manages all critical permitting and inspection functions from application to approval including managing the inspection order, workflow, submissions, and status	\$29,999.00	\$29,099.03
	Inspections Module		

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BG-IM	Helps manage inspector itineraries, inspection checklists, decisions, results, ordinance and violation input. Available on any tablet type as well as offline, if required.	\$29,999.00	\$29,099.03
BG-OI	<p>Offline Inspections</p> <p>Allows for agencies to take the Inspection module offline into either Android, ios, or Windows based devices. Costs also includes supporting agencies selection of mobile device management tools</p>	\$9,999.00	\$9,699.03
BG-PLM	<p>Planning Module</p> <p>Helps you get productive and organize the complex processes involved in managing development and community projects. Event driven tasks automatically schedule notifications, proceedings, hearings and other critical deadlines and milestones.</p>	\$29,999.00	\$29,099.03
BG-LM	<p>Licensing Module</p> <p>Helps you renew licenses faster, collect licensing revenues on time, improve budgeting, and manage cash flow. BasicGov ensures your revenue is maximized due to automation of common everyday tasks related to licensing for local businesses, contractors, animals, health matters, liquor control and many other license types.</p>	\$29,999.00	\$29,099.03
	Offline Inspections		

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Part Number	Description	List Price	MCSA Price
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BG-OLS	Helps you renew licenses faster, collect licensing revenues on time, improve budgeting, and manage cash flow. BasicGov ensures your revenue is maximized due to automation of common everyday tasks related to licensing for local businesses, contractors, animals, health matters, liquor control and many other license types.	\$29,999.00	\$29,099.03
BG-FA	Fund Accounting Provides a centralized toolset to view, input, and manage cash and receivables, corrections and distributions, and accounting reports. The One-Stop Portal will communicate transactions events via files, emails and reports to and from departments to support the financial reconciliation process.	\$29,999.00	\$29,099.03
BG-FAS	BasicGov Full Access Seat Includes access to all modules within the BasicGov solution.	\$1,800.00	\$1,746.00
BG-AS	BasicGov Admin Seat Includes client Admin access for self-management of BasicGov Solution	\$1,500.00	\$1,455.00
BG-OAS	BasicGov Offline Access Seat Includes access to BasicGov solution via tablet in an offline mode.	\$1,200.00	\$1,164.00
	Dynamic Rules Engine (DRE)		

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BG-DRE	<p>A comprehensive set of tools to assist in the workflow configuration process and eliminates the need to write custom code to create workflow process. Unique to BasicGov on the Salesforce platform, The Dynamic Rules Engine (DRE) was developed specifically automate and simplify the triggering of more complex rules that Permitting/Inspections, Licensing and Code Enforcement systems require, such as, complex approvals, notification and re-inspections.</p> <p>The DRE enables configuration of complex workflow for fees, fines, reviews, inspections and approvals, batch processes, and other functions.</p>	\$49,999.00	\$48,499.03
BG-PC	<p>Payment Cart & API</p> <p>A set of tools that provide an Amazon-style shopping cart that allows for multiple items to be paid for across multiple departments. When used with the Fund Accounting Module the combined offering allows for the easy allocation and reconciliation of funds to appropriate accounts. The payment cart also features back end tools for refunds and other processes. Features are dependent on features available in the payment gateway.</p>	\$9,999.00	\$9,699.03
	<p>Letters Engine</p> <p>An optional, and commonly required, module to generate certificates, create inspection reports, receipts, invoices and other physical documents.</p> <p>Automates the process of generating certificates, inspection reports, receipts, invoices, and other physical documents.</p>		

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BG-LE		\$19,999.00	\$19,399.03
	<p>ESRI-GIS Connector</p> <p>ESRI GIS Connector integrates your existing ESRI GIS Server spatial data with BasicGov. It adds visual analysis capabilities to BasicGov.</p> <p>BasicGov GIS reduces complexity by providing your staff with map based tools to manage all land use, zoning, and relevant information related to a parcel, permit, inspection, plan, or code violation.</p>		
BG-ESRI		\$9,999.00	\$9,699.03
BG-FCSB	Full Sandbox	20% of Licensing Pricing	20% of Licensing Pricing
BG-PCSB	Partial Sandbox	10% of Licensing Pricing	10% of Licensing Pricing

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Current Customers that are permitted to leverage legacy product pricelist:

Customer Name	Org ID
licensing	00Dt0000000GynC
Dept of Admin - Collective Bargaining	00Di0000000bl92
Ohio Development Services	00Dd0000000etTh
Ohio Housing and Financing	00Di0000000KnGi
Ohio Cosmetology	00DG0000000C1rd
Ohio Attorney General	00DF00000008Hol
Ohio Dept of Taxation (Cig Tax)	00Dt0000000Gygp
Ohio Department of Natural Resources	00Dt0000000Gykw
Ohio Department of Treasury	00Dt0000000Gyn2

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Legacy Salesforce Product SKUS

Part Number	Description	List Price	MCSA Price
204-1380-L	Authenticated Sites - (1,000 Named Users)	\$ 6,000.00	\$ 5,744.40
204-1383-L	Authenticated Sites - (5,000 Logins/month)	\$ 6,000.00	\$ 5,744.40
204-1384-L	Authenticated Sites - (20,000 Logins/month)	\$ 18,000.00	\$ 17,233.20
204-1385-L	Authenticated Sites - (100,000 Logins/month)	\$ 60,000.00	\$ 57,444.00
204-1477-L	Customer Community - (100 Members)	\$ 4,200.00	\$ 4,021.08
204-1482-L	Customer Community - (2,000 Logins/month)	\$ 12,000.00	\$ 11,488.80
204-1483-L	Customer Community - (20,000 Logins/month)	\$ 60,000.00	\$ 57,444.00
204-1634-L	Customer Community - (200 Logins/month)	\$ 3,000.00	\$ 2,872.20
204-1636-L	Customer Community - (5,000 Logins/month)	\$ 30,000.00	\$ 28,722.00
204-1478-L	Customer Community - (500 Members)	\$ 12,000.00	\$ 11,488.80
204-1564-L	Customer Community Plus - (100 Members)	\$ 12,600.00	\$ 12,063.24
204-1619-L	Customer Community Plus - (10 Members)	\$ 2,400.00	\$ 2,297.76
204-1566-L	Customer Community Plus - (2,000 Logins/month)	\$ 36,000.00	\$ 34,466.40
204-1565-L	Customer Community Plus - (200 Logins/month)	\$ 9,000.00	\$ 8,616.60
204-1620-L	Customer Community Plus - (500 Members)	\$ 36,000.00	\$ 34,466.40
204-1626-L	Customer Community Plus - (1,000 Logins/month)	\$ 27,000.00	\$ 25,849.80
204-1566L-L	Customer Community Plus - (2,000 Logins/month) - Legacy	\$ 48,000.00	\$ 45,955.20
204-1621-L	Customer Community Plus - (2,500 Members)	\$ 144,000.00	\$ 137,865.60
204-1628-L	Customer Community Plus - (20,000 Logins/month)	\$ 180,000.00	\$ 172,332.00
204-1563-L	Customer Community Plus - (20 Members) - Legacy	\$ 3,600.00	\$ 3,446.64
204-1627-L	Customer Community Plus - (5,000 Logins/month)	\$ 90,000.00	\$ 86,166.00
204-1635-L	Customer Community - (1,000 Logins/month)	\$ 9,000.00	\$ 8,616.60
204-1484-L	Customer Community - (100,000 Logins/month)	\$ 120,000.00	\$ 114,888.00
204-1631-L	Customer Community - (10 Members)	\$ 804.00	\$ 769.75
204-1176-L	Customer Portal - Enterprise Edition (Named User)	\$ 60.00	\$ 57.44
204-1393-L	Customer Portal - Enterprise Admin (1 Login/month)	\$ 48.00	\$ 45.96
204-1394-L	Customer Portal - Enterprise Admin (Named User)	\$ 120.00	\$ 114.89
204-1461-L	Data.com Corporate Clean	\$ 300.00	\$ 287.22
204-1464-L	Data.com Premium Clean	\$ 300.00	\$ 287.22

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
205-0038-L	Data.com Prospector	\$ 1,800.00	\$ 1,723.32
205-0009-L	Employee Apps and Community-only	\$ 300.00	\$ 287.22
204-1311-L	Enterprise Edition (Chatter Plus)	\$ 180.00	\$ 172.33
204-1580-L	Enterprise Edition (Employee Help Desk-only)	\$ 60.00	\$ 57.44
204-1313-L	Enterprise Edition (Knowledge-only)	\$ 600.00	\$ 574.44
204-1590-L	Files Connect	\$ 84.00	\$ 80.42
204-1315-L	Force.com - Enterprise Edition	\$ 960.00	\$ 919.10
204-1319-L	Force.com - Enterprise Edition (Administrator)	\$ 600.00	\$ 574.44
204-1452-L	Force.com - Enterprise Edition (Enterprise Applications)	\$ 300.00	\$ 287.22
204-1454-L	Force.com - Enterprise Edition (Light Applications)	\$ 120.00	\$ 114.89
204-1316-L	Force.com - Unlimited Edition	\$ 1,800.00	\$ 1,723.32
204-1320-L	Force.com - Unlimited Edition (Administrator)	\$ 900.00	\$ 861.66
204-1530-L	Force.com - Unlimited Edition (App Bundle)	\$ 960.00	\$ 919.10
204-1453-L	Force.com - Unlimited Edition (Enterprise Applications)	\$ 300.00	\$ 287.22
205-0146-L	Government Case Connect Lightning CRM - Unlimited Edition	\$ 5,400.00	\$ 5,169.96
204-1611-L	Heroku - 1,000 Add-on Credit	\$ 14,400.00	\$ 13,786.56
204-1474-L	Partner Community - (1,000 Logins/month)	\$ 78,000.00	\$ 74,677.20
204-1469-L	Partner Community - (100 Members)	\$ 30,000.00	\$ 28,722.00
204-1612-L	Partner Community - (10 Members)	\$ 6,000.00	\$ 5,744.40
204-1473-L	Partner Community - (200 Logins/month)	\$ 24,000.00	\$ 22,977.60
204-1468-L	Partner Community - (20 Members)	\$ 8,400.00	\$ 8,042.16
204-1470-L	Partner Community - (500 Members)	\$ 96,000.00	\$ 91,910.40
204-1471-L	Partner Community - (2,500 Members)	\$ 384,000.00	\$ 367,641.60
204-1476-L	Partner Community - (20,000 Logins/month)	\$ 480,000.00	\$ 459,552.00
204-1614-L	Partner Community - (25,000 Members)	\$ 1,200,000.00	\$ 1,148,880.00
204-1395-L	Partner Portal - (Named User)	\$ 420.00	\$ 402.11
204-1354-L	Profiles and Page Layouts	\$ 300.00	\$ 287.22
204-1300-L	Sales Cloud - Group Edition	\$ 300.00	\$ 287.22
204-1302-L	Sales Cloud Lightning CRM - Enterprise Edition	\$ 1,800.00	\$ 1,723.32
204-1302R-L	Sales Cloud Lightning CRM - Enterprise Edition (Restricted Use)	\$ 1,800.00	\$ 1,723.32
204-1301-L	Sales Cloud Lightning CRM - Professional Edition	\$ 900.00	\$ 861.66
204-1303-L	Sales Cloud Lightning CRM - Unlimited Edition	\$ 3,600.00	\$ 3,446.64

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
204-1303R-L	Sales Cloud Lightning CRM - Unlimited Edition (Restricted Use)	\$ 3,600.00	\$ 3,446.64
204-1486-L	Sales Cloud - Performance Edition	\$ 3,600.00	\$ 3,446.64
204-1306-L	Service Cloud Lightning CRM - Enterprise Edition	\$ 1,800.00	\$ 1,723.32
204-1306R-L	Service Cloud Lightning CRM - Enterprise Edition (Restricted Use)	\$ 1,800.00	\$ 1,723.32
204-1308-L	Service Cloud Lightning CRM - Enterprise Edition - Knowledge Pack	\$ 2,700.00	\$ 2,584.98
204-1305-L	Service Cloud Lightning CRM - Professional Edition	\$ 900.00	\$ 861.66
204-1307-L	Service Cloud Lightning CRM - Unlimited Edition	\$ 3,600.00	\$ 3,446.64
204-1307R-L	Service Cloud Lightning CRM - Unlimited Edition (Restricted Use)	\$ 3,600.00	\$ 3,446.64
204-1309-L	Service Cloud Lightning CRM - Unlimited Edition - Knowledge Pack	\$ 3,600.00	\$ 3,446.64
204-1487-L	Service Cloud - Performance Edition	\$ 3,600.00	\$ 3,446.64
204-1487R-L	Service Cloud - Performance Edition (Restricted Use)	\$ 3,600.00	\$ 3,446.64
204-1386-L	Service Cloud Portal - (100 Named Users)	\$ 6,000.00	\$ 5,744.40
204-1390-L	Service Cloud Portal - Enterprise Edition - (5,000 Logins/month)	\$ 24,000.00	\$ 22,977.60
204-1388-L	Service Cloud Portal - Enterprise Edition - (5,000 Named Users)	\$ 60,000.00	\$ 57,444.00
204-1387-L	Service Cloud Portal - Unlimited Edition - (1,000 Named Users)	\$ 24,000.00	\$ 22,977.60
204-1391-L	Service Cloud Portal - Unlimited Edition - (20,000 Logins/month)	\$ 120,000.00	\$ 114,888.00
204-1369-L	Site.com Contributor	\$ 240.00	\$ 229.78
204-1373-L	Site.com Published Site	\$ 18,000.00	\$ 17,233.20
204-1370-L	Site.com Publisher	\$ 1,500.00	\$ 1,436.10
204-1312-L	Unlimited Edition (Chatter Plus)	\$ 180.00	\$ 172.33
204-1314-L	Unlimited Edition (Knowledge-only)	\$ 600.00	\$ 574.44
204-1364-L	Workflow	\$ 900.00	\$ 861.66

Added 05/02/17 ** Salesforce Marketing Cloud Product SKUs **			
Part Number	Description	List Price	MCSA Price
204-100143	Distributed Sending	\$ 100,000.00	\$ 96,463.48
204-100143.1	Distributed Sending Additional Contacts (Price is per contact)	\$ 0.05	\$ 0.05
204-107000	ExactTarget- Basic Edition	\$ 4,800.00	\$ 4,630.25
204-107001	ExactTarget- Pro Edition	\$ 15,000.00	\$ 14,469.52
204-107002	ExactTarget- Corporate Edition	\$ 45,000.00	\$ 43,408.56
204-107003	ExactTarget- Enterprise Edition	\$ 300,000.00	\$ 289,390.43
204-107005	Additional Contacts - Pro Edition (Price is per contact)	\$ 0.10	\$ 0.10

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
204-107006.1	Additional Contacts (1,000)- Corporate Edition (price is per contact)	\$ 0.15	\$ 0.14
204-107007.1	Additional Contacts (1,000)- Enterprise Edition (price is per contact)	\$ 0.20	\$ 0.19
204-107009	Triggered / Transactional Messaging	\$ 10,000.00	\$ 9,646.35
204-107010	Data & Analytics Standard (Price is per contact)	\$ 0.05	\$ 0.05
204-107011	Data & Analytics Advanced (Price is per contact)	\$ 0.05	\$ 0.05
204-107012	Additional Business Units (+5)	\$ 150,000.00	\$ 144,695.21
204-107013	Complex Org Management	\$ 100,000.00	\$ 96,463.48
204-107013.1	Complex Org Management Additional Contacts (Price is per contact)	\$ 0.05	\$ 0.05
204-107016	Sandbox for ExactTarget - Corporate Edition	\$ 25,000.00	\$ 24,115.87
204-107017	Sandbox for ExactTarget - Enterprise Edition	\$ 200,000.00	\$ 192,926.95
204-107018	Mobile Codes - Tier 1	\$ 2,000.00	\$ 1,929.27
204-107019	Mobile Codes - Tier 2	\$ 8,000.00	\$ 7,717.08
204-107020	Mobile Codes - Tier 3	\$ 15,000.00	\$ 14,469.52
204-107021	Mobile Codes - Tier 4	\$ 32,000.00	\$ 30,868.31
204-107022	Additional Users (per user)	\$ 600.00	\$ 578.78
204-107023	Additional Automations (+50K/year)	\$ 10,000.00	\$ 9,646.35
204-107024	Additional API Calls (+3.5M/year)	\$ 300.00	\$ 289.39
204-107025	Additional Data Storage (+10 GB)	\$ 6,000.00	\$ 5,787.81
204-107026	Additional Facebook Tabs (+20)	\$ 5,000.00	\$ 4,823.17
204-107027.1	Mobile Code Activation	\$ 3,000.00	\$ 2,893.90
204-107043A	Super Messages (Basic Edition Only) >0 Messages to >2,000,000,000 Me	\$ 0.03	\$ 0.03
204-107045	MobileConnect for Pro Edition	\$ 15,000.00	\$ 14,469.52
204-107045.1	MobileConnect for Pro Edition Additional Contacts (Price is per contact)	\$ 0.05	\$ 0.05
204-107046.1	Super Messages (1000) (price is per contact)	\$ 0.01	\$ 0.01
204-107047	Additional Locations (+500)	\$ 50,000.00	\$ 48,231.74
204-200004	Sandbox for ExactTarget - Pro Edition	\$ 10,000.00	\$ 9,646.35
204-200004688	Social Studio- Publish, Listen & Engage Basic	\$ 18,000.00	\$ 17,363.43
204-200004689	Social Studio- Publish, Listen & Engage Pro	\$ 48,000.00	\$ 46,302.47
204-200004690	Social Studio- Publish, Listen & Engage Corporate	\$ 144,000.00	\$ 138,907.41
204-200004691	Social Studio- Publish, Listen & Engage Enterprise	\$ 480,000.00	\$ 463,024.69
204-200004692	Social Studio- Listen & Engage Basic	\$ 12,000.00	\$ 11,575.62
204-200004693	Social Studio- Listen & Engage Pro	\$ 36,000.00	\$ 34,726.85

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
204-200004694	Social Studio- Listen & Engage Corporate	\$ 96,000.00	\$ 92,604.94
204-200004695	Social Studio- Listen & Engage Enterprise	\$ 348,000.00	\$ 335,692.90
204-200004696	Social Studio - Social Hub - Basic (With 15 Actions)	\$ 9,600.00	\$ 9,260.49
204-200004697	Social Studio - Social Hub - Pro (With 40 Actions)	\$ 19,200.00	\$ 18,520.99
204-200004709	Social Studio - Social Accounts	\$ 3,000.00	\$ 2,893.90
204-200004712	Social Studio - Insights Credits	\$ 1,200.00	\$ 1,157.56
204-200004713	Social Studio - 50,000 Additional Mentions	\$ 12,000.00	\$ 11,575.62
204-200004714	Social Studio - 1 Million Additional Mentions	\$ 60,000.00	\$ 57,878.09
204-200005065	Social Studio- Listen & Engage Agency	\$ 11,400.00	\$ 10,996.84
204-200005066	Social Studio- Publish, Listen & Engage Agency	\$ 18,000.00	\$ 17,363.43
204-200005067	Social Studio - Additional TP & 1M Mentions -Agency*	\$ 11,400.00	\$ 10,996.84
204-200005068	Social Studio - Social Hub - Agency* (With 15 Actions)	\$ 650.00	\$ 627.01
204-200005071	Social Studio - Social Accounts - Agency*	\$ 3,000.00	\$ 2,893.90
204-200005072	Social Studio - Insights Credits - Agency*	\$ 1,200.00	\$ 1,157.56
204-200005613	Exact Target Standard + Success Plan	\$ 480.00	\$ 463.02
204-200005614	Exact Target Premier Success Plan	\$ 720.00	\$ 694.54
204-200005615	Exact Target Premier + Success Plan	\$ 1,200.00	\$ 1,157.56
204-200900.1	Private IP / Dedicated IP	\$ 1,500.00	\$ 1,446.95
204-200905	Private Domain	\$ 1,500.00	\$ 1,446.95
204-202000	Additional Sender Authentication Package	\$ 2,500.00	\$ 2,411.59
204-202080	Dedicated Data Environment	\$ 250,000.00	\$ 241,158.69
204-202081	Database Data Encryption	\$ 250,000.00	\$ 241,158.69
204-202089	Dedicated Message Transfer Agents (MTA)	\$ 50,000.00	\$ 48,231.74
204-209983.1	Marketing Cloud Connector for Microsoft Dynamics 2013/2015 On-Line	\$ 10,000.00	\$ 9,646.35
204-209984.1	Marketing Cloud Connector for Microsoft Dynamics 2013/2015 On-prem	\$ 10,000.00	\$ 9,646.35
204-209992	Salesforce Marketing Cloud Connector for Microsoft Dynamics v3/v4	\$ 10,000.00	\$ 9,646.35
204-209997	Salesforce Marketing Cloud Connector for Microsoft Dynamics 2011 On	\$ 10,000.00	\$ 9,646.35
204-209998	Campaign Workflow Automation for Microsoft Dynamics CRM 4.0	\$ 10,000.00	\$ 9,646.35
204-209999	Salesforce Marketing Cloud Connector for Microsoft Dynamics 2011 On	\$ 10,000.00	\$ 9,646.35
204-212220.1	Advanced Content Management	\$ 2,500.00	\$ 2,411.59
204-212300	Live Offers (Price is per contact)	\$ 0.05	\$ 0.05
204-212414.1	Inbox Preview Basic - 5 rpt per month (60 annual rpts)	\$ 3,600.00	\$ 3,472.69

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
204-212415	Add-on Inbox Preview Rendering Group - North America	\$ 1,000.00	\$ 964.63
204-212416	Add-on Inbox Preview Rendering Group - Latin America	\$ 1,000.00	\$ 964.63
204-212417	Add-On Inbox Detective Basic - Asia Pacific	\$ 1,000.00	\$ 964.63
204-212418	Add-on Inbox Preview Rendering Group - Europe	\$ 1,000.00	\$ 964.63
204-212420	Premium In-Box Tools - 15 Reports Per Month	\$ 19,000.00	\$ 18,328.06
204-212421	Premium Inbox Tools - 50 reports per month	\$ 22,500.00	\$ 21,704.28
204-212422	Premium In-Box Tools - 125 Reports Per Month	\$ 28,000.00	\$ 27,009.77
204-212423	Premium Inbox Tools - 250 reports per month	\$ 33,500.00	\$ 32,315.26
204-212424	Premium In-Box Tools - 500 Reports Per Month	\$ 39,000.00	\$ 37,620.76
204-212425	Campaign Insight - 5MM Pixels per Month	\$ 4,500.00	\$ 4,340.86
204-212426	Campaign Insight - 10MM Pixels per Month	\$ 8,000.00	\$ 7,717.08
204-212427	Campaign Insight -25MM Pixels per Month	\$ 15,300.00	\$ 14,758.91
204-212428	Campaign Insight - 50MM Pixels per Month	\$ 28,300.00	\$ 27,299.16
204-212429	Campaign Insight - 75MM Pixels per Month	\$ 39,000.00	\$ 37,620.76
204-212430	Campaign Insight - 100MM Pixels per Month	\$ 47,300.00	\$ 45,627.22
204-212490	Inbox Monitor Basic 12	\$ 950.00	\$ 916.40
204-212491	Inbox Monitor Basic 36	\$ 2,500.00	\$ 2,411.59
204-212492	Inbox Monitor Basic 72	\$ 4,500.00	\$ 4,340.86
204-212493	Upgrade: Inbox Monitor Basic 12 to Inbox Monitor Basic 36	\$ 1,550.00	\$ 1,495.18
204-212494	Upgrade: Inbox Monitor Basic 12 to Inbox Monitor Basic 72	\$ 3,550.00	\$ 3,424.45
204-212495.1	Upgrade: Inbox Monitor Basic 12 to Inbox Tools Basic Combo	\$ 6,550.00	\$ 6,318.36
204-212496	Upgrade: Inbox Monitor Basic 36 to Inbox Monitor Basic 72	\$ 2,000.00	\$ 1,929.27
204-212497	Upgrade: Inbox Monitor Basic 36 to Inbox Tools Basic Combo	\$ 5,000.00	\$ 4,823.17
204-212498	Upgrade: Inbox Monitor Basic 72 to Inbox Tools Basic Combo	\$ 3,000.00	\$ 2,893.90
204-212499	Inbox Preview Basic 40	\$ 950.00	\$ 916.40
204-212500	Inbox Preview Basic 120	\$ 2,500.00	\$ 2,411.59
204-212501	Inbox Preview Basic 240	\$ 4,500.00	\$ 4,340.86
204-212502	Upgrade: Inbox Preview Basic 40 to Inbox Preview 120	\$ 1,550.00	\$ 1,495.18
204-212503	Upgrade: Inbox Preview Basic 40 to Inbox Preview 240	\$ 3,550.00	\$ 3,424.45
204-212504.1	Upgrade: Inbox Preview Basic 40 to Inbox Tools Basic Combo	\$ 6,550.00	\$ 6,318.36
204-212505	Upgrade: Inbox Preview Basic 120 to Inbox Preview 240	\$ 2,000.00	\$ 1,929.27
204-212506	Upgrade: Inbox Preview 120 to Inbox Tools Basic Combo	\$ 5,000.00	\$ 4,823.17

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
204-212507	Upgrade: Inbox Preview 240 to Inbox Tools Basic Combo	\$ 3,000.00	\$ 2,893.90
204-212508	Inbox Tools Basic Combo	\$ 7,500.00	\$ 7,234.76
204-212509	Add-on Inbox Monitor Seed Group Region	\$ 1,000.00	\$ 964.63
204-212510	Additional Annual Reports for Inbox Monitor 10	\$ 750.00	\$ 723.48
204-212511	Additional Annual Reports for Inbox Preview 10	\$ 250.00	\$ 241.16
204-212512	Upgrade: Premium Inbox Tools - 180 Annual Reports to 600 Annual Rep	\$ 3,500.00	\$ 3,376.22
204-212513	Upgrade: Premium Inbox Tools - 180 Annual Reports to 1500 Annual Re	\$ 9,000.00	\$ 8,681.71
204-212514	Upgrade: Premium Inbox Tools - 180 Annual Reports to 3000 Annual Re	\$ 14,500.00	\$ 13,987.20
204-212515	Upgrade: Premium Inbox Tools - 180 Annual Reports to 6000 Annual Re	\$ 20,000.00	\$ 19,292.70
204-212516	Upgrade: Premium Inbox Tools - 600 Annual Reports to 1500 Annual Re	\$ 5,500.00	\$ 5,305.49
204-212517	Upgrade: Premium Inbox Tools - 600 Annual Reports to 3000 Annual Re	\$ 11,000.00	\$ 10,610.98
204-212518	Upgrade: Premium Inbox Tools - 600 Annual Reports to 6000 Annual Re	\$ 16,500.00	\$ 15,916.47
204-212519	Upgrade: Premium Inbox Tools - 1500 Annual Reports to 3000 Annual R	\$ 5,500.00	\$ 5,305.49
204-212520	Upgrade: Premium Inbox Tools - 1500 Annual Reports to 6000 Annual R	\$ 11,000.00	\$ 10,610.98
204-212521.1	Upgrade: Premium Inbox Tools-3000 to 6000 Annual Reports	\$ 5,500.00	\$ 5,305.49
204-212522	Additional Annual Reports for Inbox Monitor 25	\$ 1,500.00	\$ 1,446.95
204-212523	Additional Annual Reports for Inbox Preview 50	\$ 1,000.00	\$ 964.63
204-212524	Return Path Connector	\$ 2,000.00	\$ 1,929.27
204-212525	Return Path Inbox Insight - 10 Competitors	\$ 24,000.00	\$ 23,151.23
204-212602	Active Audiences: Package 1	\$ 50,000.00	\$ 48,231.74
204-212603	Active Audiences: Package 2	\$ 150,000.00	\$ 144,695.21
204-212604	Advertising Performance Package	\$ 720,000.00	\$ 694,537.03
204-240005	Email Archiving	\$ 250,000.00	\$ 241,158.69
204-240008	Tokenized Sending	\$ 200,000.00	\$ 192,926.95
204-240040	Email Burst Sending Package	\$ 250,000.00	\$ 241,158.69
204-600843	Marketing Cloud Training Instructor-Led	\$ 3,750.00	\$ 3,617.38
204-600844	Marketing Cloud Training Instructor-Led Certification	\$ 500.00	\$ 482.32
204-600851	Marketing Cloud Training Instructor-Led	\$ 2,250.00	\$ 2,170.43
204-600853	Marketing Cloud Training On-Site	\$ 2,000.00	\$ 1,929.27
204-620150	Inbox Insight Baseline Assessment	\$ 2,500.00	\$ 2,411.59
204-620151	ExactTarget- Enterprise Plus Edition	\$ 396,000.00	\$ 381,995.37
204-620152	Additional Contacts (1,000)- Enterprise Plus Edition (price is per contact	\$ 0.25	\$ 0.24

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
204-620153	Additional Business Unit (+1)	\$ 30,000.00	\$ 28,939.04
204-620154	Dedicated SSL Certificate for Images	\$ 72,500.00	\$ 69,936.02
204-620155	Email File Attachments (1,000) (price is per contact)	\$ 0.05	\$ 0.05
204-620156	Encrypted Data Sending	\$ 250,000.00	\$ 241,158.69
204-620157	Encrypted Data Sending Contacts (1,000) (price is per contact)	\$ 0.05	\$ 0.05
204-620158	Enhanced Disaster Recovery	\$ 250,000.00	\$ 241,158.69
204-620159	GroupConnect LINE API	\$ 60,000.00	\$ 57,878.09
204-620160	Journey Builder (Professional)	\$ 15,000.00	\$ 14,469.52
204-620161	Journey Builder Contacts (1,000) (price is per contact)	\$ 0.05	\$ 0.05
204-620162	Send Time Attributes	\$ 1,250.00	\$ 1,205.79
204-620163	SSL Certificate	\$ 500.00	\$ 482.32
204-620164	Sender Authentication Package	\$ 2,500.00	\$ 2,411.59
204-620165	Pardot - Enterprise Success 25% List Price / \$100	\$ 25.00	\$ 24.12
204-620166	Prmr Success Plan - ExactTarget 20% Net Price / \$100	\$ 20.00	\$ 19.29
204-620167	Prmr+ Success Plan - ExactTarget 30% Net Price / \$100	\$ 30.00	\$ 28.94
204-620168	Premier Accelerator	\$ 7,500.00	\$ 7,234.76
204-620169	Permier+ Accelerator	\$ 15,000.00	\$ 14,469.52
204-620170	Signature Accelerator	\$ 30,000.00	\$ 28,939.04
204-620171	Premium Inbox Tools - 180 annual reports	\$ 19,000.00	\$ 18,328.06
204-620172	Premium Inbox Tools - 600 annual reports	\$ 22,500.00	\$ 21,704.28
204-620173	Premium Inbox Tools - 1,500 annual reports	\$ 28,000.00	\$ 27,009.77
204-620174	Premium Inbox Tools - 3,000 annual reports	\$ 33,500.00	\$ 32,315.26
204-620175	Premium Inbox Tools - 6,000 annual reports	\$ 39,000.00	\$ 37,620.76
204-620176	Upgrade: Email Client Monitor - 60MM annual pixels	\$ 4,500.00	\$ 4,340.86
204-620177	Upgrade: Email Client Monitor - 120MM annual pixels	\$ 8,000.00	\$ 7,717.08
204-620178	Premier Success Plan 20% Net Price / \$100	\$ 20.00	\$ 19.29
204-620179	Premier+ Success Plan 30% Net Price / \$100	\$ 30.00	\$ 28.94
204-620180	Social Studio - Social Hub- Agency	\$ 7,800.00	\$ 7,524.15
204-620181	Advertising Studio Enterprise	\$ 96,000.00	\$ 92,604.94
204-620182	Advertising Studio Enterprise - Contacts (1,000)	\$ 100.00	\$ 96.46
204-620183	Advertising Studio Professional	\$ 24,000.00	\$ 23,151.23
204-620184	Advertising Studio Professional - Contacts (1,000)	\$ 50.00	\$ 48.23

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
204-620185	Advertising Studio - Additional Ad Spend (Enterprise)	\$ 30.00	\$ 28.94
204-620186	Advertising Studio - Additional Audiences	\$ 2,400.00	\$ 2,315.12

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**** Salesforce Cloud Product SKUs ****

Part Number	Description	List Price	MCSA Price
205-0142	Employee Apps Starter	\$ 300.00	\$ 289.39
205-0143	Employee Apps Plus	\$ 1,200.00	\$ 1,157.56
205-0144	Analytics Cloud- Einstein Data Discovery- Analyst	\$ 24,000.00	\$ 23,151.23
205-0145	Analytics Cloud- Enstein Data Discovery- User	\$ 900.00	\$ 868.17
205-0146	Salesforce Government Case Connect - UE	\$ 5,400.00	\$ 5,209.03
205-0147	Salesforce Government Case Connect - EE	\$ 3,600.00	\$ 3,472.69
205-0148	Analytics Cloud- Service Wave Analytics App	\$ 900.00	\$ 868.17
205-0149	Billing	\$ 20,000.00	\$ 19,292.70
205-0150	Sales Cloud Einstein	\$ 600.00	\$ 578.78
205-0151	CPQ	\$ 900.00	\$ 868.17
205-0152	CPQ+	\$ 1,800.00	\$ 1,736.34
205-0153	Lightning LiveMessage	\$ 900.00	\$ 868.17
205-0154	Sandbox (Partial Copy) 20% Net Price / \$100 Sandbox: % of NET price for Lightning Sales Cloud, Lightning Service Cloud, Lightning Force 100, Communities, and Portal Users (all types). Additional Partial Copy Sandbox for UE is 20%.	\$ 20.00	\$ 19.29
205-0155	Heroku - 1000 Add On Credit- Data	\$ 14,400.00	\$ 13,890.74
205-0156	Heroku - 1000 Add On Credit- Partner	\$ 14,400.00	\$ 13,890.74
205-0157	Heroku - 1000 Add On Credit- General	\$ 15,600.00	\$ 15,048.30
205-0158	Heroku - 250K Connect Rows	\$ 24,000.00	\$ 23,151.23
205-0159	Heroku - 1 Private Space	\$ 14,400.00	\$ 13,890.74
205-0160	Premier+ Success Plan 30% NET Price / \$100 - Premier Success Plans: Premier Success Plans: % of Net price for Lightning Sales Cloud, Lightning Service Cloud and Lightning Force 100, Employee Apps and Community-only. % of NET price for Communities and Portal Users (all types).	\$ 30.00	\$ 28.94

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Part Number	Description	List Price	MCSA Price
Part #	Part Description	List	Contract Price
205-0161	Premier Success Plan 20% NET price / \$100 - Premier Success Plans: Premier Success Plans: % of Net price for Lightning Sales Cloud, Lightning Service Cloud and Lightning Force 100, Employee Apps and Community-only. % of NET price for Communities and Portal Users (all types).	\$ 20.00	\$ 19.29
205-0162	Mission Critical Support 10% Net / \$100	\$ 0.10	\$ 0.10
205-0163	Service Message Pack (1,000) (one time fee)	\$ 30.00	\$ 28.94
205-0164	Lightning LiveMessage Short Code	\$ 24,000.00	\$ 23,151.23
205-0165	Lightning LiveMessage Vanity Short Code	\$ 36,000.00	\$ 34,726.85
205-0166	Lightning LiveMessage Short Code Set Up	\$ 5,000.00	\$ 4,823.17
205-0167	Quip- Business	\$ 120.00	\$ 115.76
205-0168	Quip- Enterprise	\$ 300.00	\$ 289.39
205-0169	Quip- Private Cloud	\$ 420.00	\$ 405.15
205-0175	Enterprise Edition Government Cloud 35% NET Price / \$100	\$ 35.00	\$ 33.76
205-0176	Unlimited Edition Government Cloud 10% NET Price / \$100	\$ 10.00	\$ 9.65
205-0016-N	Lightning Health Cloud- Unlimited Edition	\$ 5,400.00	\$ 5,209.03
205-0017-N	Lightning Field Service- Dispatcher / Field Technician- Enterprise Edition	\$ 1,800.00	\$ 1,736.34
205-0018-N	Lightning Field Service- Dispatcher / Field Technician- Unlimited Edition	\$ 3,600.00	\$ 3,472.69
205-0045-N	Salesforce Inbox	\$ 300.00	\$ 289.39
PS-SE	Professional Services - Software Engineer - Per Hour	\$ 250.00	\$ 241.00
PS-SSE	Professional Services - Senior Software Engineer - Per Hour	\$ 275.00	\$ 265.10

UPDATED(06/05/17)**

**** REI GovGrants Product SKUs ****

Part Number	Description	List Price	MCSA Price
003-01	Full GovGrants OEM Agency User Enterprise	\$3,500.00	\$3,376.10
003-02	Limited GovGrants OEM Agency User Enterprise	\$800.00	\$771.68
004-01	GovGrants Sub-Recipient Enterprise	\$400,000.00	\$385,840.00

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Added 6/5/17

**** Drawloop Product SKUs ****

Part Number	Description	List Price	MCSA Price
DDG-S	Drawloop Standard User	\$144.00	\$138.82
DDG-E	Drawloop Enterprise User	\$216.00	\$208.22
DDG-G	Drawloop FedRAMP User	\$360.00	\$347.04

NEW(10/18/2019)**

**** Salesforce SKUs ****

Part Number	Description	List Price	MCSA Price
205-PAS	Program Architect Program Subscription <i>*Please note, Part Number "205-PAS" shall only be available for purchase through 11/08/2020 *</i>	\$565,000.00	\$545,996.23

Mulesoft SKUs_10.23.19

100-0001	Anypoint Platform Base Subscription		\$ 86,931.18
100-0002	Anypoint Platform - API Management Solution		\$ 86,931.18
100-0003	Additional Production Core/vCore		\$ 17,897.71
100-0004	Additional Pre-Production Core/vCore		\$ 17,897.71
100-0005	Additional Design vCore		\$ 923.22
100-0006	Platinum Subscription (33% Uplift)		33% of NET
100-0007	Titanium Subscription (59% Uplift)		59% of NET
100-0008	API Manager and Analytics		\$ 73,857.93
100-0009	On-Premise Management		\$ 23,601.95
100-0010	Load Balancer for CloudHub		\$ 5,213.50
100-0011	Anypoint Virtual Private Cloud (VPC)		\$ 3,752.14
100-0012	AnypointMQ Base Subscription		\$ 24,092.70
100-0013	Anypoint MQ 500MM Additional API Requests		\$ 24,092.70
100-0014	Anypoint Security - Edge - Production		\$ 8,399.86
100-0015	Anypoint Security - Edge - Pre-Production		\$ 8,399.86
100-0016	Anypoint Security - Tokenization 2M Transactions		\$ 35,516.98
100-0017	Anypoint Security - Tokenization 50M Transactions		\$ 87,207.66
100-0018	Anypoint Security - Tokenization 250M Transactions		\$ 293,970.38
100-0019	Anypoint Security - Tokenization Expansion Pack 10M Transactions		\$ 13,438.59

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Part Number	Description	List Price	MCSA Price
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100-0020	HL7 Connector - Production		\$ 21,821.66
100-0021	HL7 Connector - Pre-Production		\$ 21,821.66
100-0022	Siebel (On Premise) Connector - Production		\$ 21,821.66
100-0023	Siebel (On Premise) Connector - Pre-Production		\$ 21,821.66
100-0024	SAP Connector - Production		\$ 21,821.66
100-0025	SAP Connector - Pre-Production		\$ 21,821.66
100-0026	Oracle EBS Connector - Production		\$ 21,821.66
100-0027	Oracle EBS Connector - Pre-Production		\$ 21,821.66
100-0028	Oracle PeopleSoft Connector - Production		\$ 21,821.66
100-0029	Oracle PeopleSoft Connector - Pre-Production		\$ 21,821.66
100-0030	IBM CTG Connector - Production		\$ 21,821.66
100-0031	IBM CTG Connector - Pre-Production		\$ 21,821.66
100-0032	AS2 Connector - Production		\$ 24,838.19
100-0033	AS2 Connector - Pre-Production		\$ 24,838.19
100-0034	FTPS Connector - Production		\$ 10,382.57
100-0035	FTPS Connector - Pre-Production		\$ 10,382.57
100-0036	Anypoint B2B Message Pack - EDIFACT		\$ 59,262.11
100-0037	Anypoint B2B Message Pack - X12		\$ 59,262.11
100-0038	Anypoint B2B Message Pack - RosettaNet		\$ 59,262.11
100-0039	Anypoint B2B Message Pack - TRADACOMS		\$ 59,262.11
100-0040	MuleSoft Government Cloud (Requires Platinum Subscription) (23% Uplift)		23% of NET
Mule-PA	Principal Solution Architect (Per Hour)		\$400.00
Mule-SSA	Senior Solution Architect (Per Hour)		\$350.00
Mule-SA	Solution Architect (Per Hour)		\$300.00
Mule-DS	Delivery Executive (Per Hour)		\$300.00
Mule-DM	Delivery Manager (Per Hour)		\$250.00
Mule-STC	Senior Technical Consultant (Per Hour)		\$250.00
Mule-FTC	Flexible Training Credit		\$275.00
Mule-PA2	Program Architect		\$485,000.00