









**DEPARTMENT OF TECHNOLOGY  
SALESFORCE RATES  
Effective July 1, 2018**

Service Code	Service Description	SKU#	Unit of Measurement	Rate
K201	Pardot- Database - Advanced Dynamic Content	SKU# 205-0098	Per User/Year	\$4,752.00
K201	Pardot- Database - Dedicated IP	SKU# 205-0099	Per User/Year	\$5,940.00
K201	Pardot- Database - Inbound Marketing (SEO & Competitor)	SKU# 205-0100	Per User/Year	\$1,188.00
K201	Pardot- Database - Google Adwords Integration	SKU# 205-0101	Per User/Year	\$4,752.00
K201	Pardot- Database - Custom User Roles (Unlimited)	SKU# 205-0102	Per User/Year	\$5,940.00
K201	Pardot- Database - Social Profiles & Lookups	SKU# 205-0103	Per User/Year	\$4,752.00
K201	Pardot- Database - Phone Support	SKU# 205-0104	Per User/Year	\$11,880.00
K201	Pardot- Database - Expansion Pack	SKU# 205-0105	Per User/Year	\$4,752.00
K201	Pardot- Database - Automation Rules	SKU# 205-0106	Per User/Year	\$2,376.00
K201	Pardot- Database - Quick Start (one time fee)	SKU# 205-0107	Per User/Year	\$3,960.00
K201	Pardot- BCC Email Compliance	SKU# 205-0108	Per User/Year	\$4,752.00
K201	Premier Points	SKU# 205-0109	Per User/Year	\$1,485.00
K201	Pardot- Enterprise Success	SKU# 205-0114	% off MSRP	25% off MSRP List Price
K201	Platform Encryption	SKU# 205-0115	% of Net Price	20% of NET Price
K201	Salesforce Shield	SKU# 205-0116	% of Net Price	30% of NET Price
K201	Event Monitoring	SKU# 205-0117	% of Net Price	10% of NET Price
K201	Field Audit Trail	SKU# 205-0118	% of Net Price	10% of NET Price
K201	Additional 10 Objects for Customer Community Logins	SKU# 205-0126	% of Net Price	20% of NET Price
K201	Additional 10 Objects for Customer Community Member	SKU# 205-0127	% of Net Price	20% of NET Price
K201	Additional 10 Objects for Partner Community Logins	SKU# 205-0128	% of Net Price	20% of NET Price
K201	Additional 10 Objects for Partner Community Members	SKU# 205-0129	% of Net Price	20% of NET Price
K201	Lightning Voice - Outbound	SKU# 205-0141	Per User/Year	\$297.00
K201	Lightning Voice - Inbound	SKU# 205-0142	Per User/Year	\$59.40
K201	Lightning Voice - Minutes (2,000 Minutes)	SKU# 205-0143	Per User/Year	\$237.60
<b>SALESFORCE CATEGORY 8: APP EXCHANGE PRODUCTS</b>				
K201	App Exchange Products	SKU# 205-0144	% off Published List Price	1% off then published list price

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<b>SALESFORCE CATEGORY 9: MARKETING CLOUD PRODUCTS</b>				
K201	Distributed Sending	SKU# 204-100143	Per User/Year	\$99,000.00
K201	Distributed Sending Additional Contacts (Price is per contact)	SKU# 204-100143.1	Per User/Year	\$0.05
K201	ExactTarget- Basic Edition	SKU# 204-107000	Per User/Year	\$4,752.00
K201	ExactTarget- Pro Edition	SKU# 204-107001	Per User/Year	\$14,850.00
K201	ExactTarget- Corporate Edition	SKU# 204-107002	Per User/Year	\$44,550.00
K201	ExactTarget- Enterprise Edition	SKU# 204-107003	Per User/Year	\$297,000.00
K201	Additional Contacts - Pro Edition (Price is per contact)	SKU# 204-107005	Per User/Year	\$0.10
K201	Additional Contacts (1,000)- Corporate Edition (Price is per contact)	SKU# 204-107006.1	Per User/Year	\$0.15
K201	Additional Contacts (1,000)- Enterprise Edition (Price is per contact)	SKU# 204-107007.1	Per User/Year	\$0.20
K201	Triggered / Transactional Messaging	SKU# 204-107009	Per User/Year	\$9,900.00
K201	Data & Analytics Standard (Price is per contact)	SKU# 204-107010	Per User/Year	\$0.05
K201	Data & Analytics Advanced (Price is per contact)	SKU# 204-107011	Per User/Year	\$0.05
K201	Complex Org Management	SKU# 204-107013	Per User/Year	\$99,000.00
K201	Complex Org Management Additional Contacts (Price is per contact)	SKU# 204-107013.1	Per User/Year	\$0.05
K201	Mobile Codes - Tier 1	SKU# 204-107018	Per User/Year	\$1,980.00
K201	Mobile Codes - Tier 2	SKU# 204-107019	Per User/Year	\$7,920.00
K201	Mobile Codes - Tier 3	SKU# 204-107020	Per User/Year	\$14,850.00
K201	Mobile Codes - Tier 4	SKU# 204-107021	Per User/Year	\$31,680.00
K201	Additional Users (per user)	SKU# 204-107022	Per User/Year	\$594.00
K201	Additional Automations (+50K/year)	SKU# 204-107023	Per User/Year	\$9,900.00
K201	Additional API Calls (+3.65M/year)	SKU# 204-107024	Per User/Year	\$297.00
K201	Additional Data Storage (+10 GB)	SKU# 204-107025	Per User/Year	\$5,940.00
K201	Additional Facebook Tabs (+20)	SKU# 204-107026	Per User/Year	\$4,950.00
K201	Mobile Code Activation	SKU# 204-107027.1	Per User/Year	\$2,970.00
K201	MobileConnect for Pro Edition	SKU# 204-107045	Per User/Year	\$14,850.00
K201	MobileConnect for Pro Edition Additional Contacts (Price is per contact)	SKU# 204-107045.1	Per User/Year	\$0.05
K201	Super Messages (1000) (Price is per contact)	SKU# 204-107046.1	Per User/Year	\$0.01
K201	Additional Locations (+500)	SKU# 204-107047	Per User/Year	\$49,500.00
K201	Pardot - Standard (Price is per org)	SKU# 204-1537	Per User/Year	\$11,880.00
K201	Pardot - Pro (Price is per org)	SKU# 204-1538	Per User/Year	\$23,760.00
K201	Pardot - Ultimate (Price is per org)	SKU# 204-1539	Per User/Year	\$35,640.00
K201	Pardot- Database - Additional Database Contacts (10,000)	SKU# 204-1657	Per User/Year	\$1,188.00
K201	Pardot- Database - Custom Object Intergration (4)	SKU# 204-1658	Per User/Year	\$4,752.00
K201	Pardot- Database - API Access (100,000/day)	SKU# 204-1659	Per User/Year	\$4,752.00

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K201	Pardot- Database - Advanced Email Analytics	SKU# 204-1660	Per User/Year	\$4,752.00
K201	Pardot- Database - File Hosting (500MB)	SKU# 204-1661	Per User/Year	\$1,188.00
K201	Pardot- Database - Advanced Dynamic Content	SKU# 204-1662	Per User/Year	\$4,752.00
K201	Pardot- Database - Dedicated IP	SKU# 204-1663	Per User/Year	\$5,940.00
K201	Pardot- Database - Inbound Marketing (SEO & Competitor)	SKU# 204-1664	Per User/Year	\$1,188.00
K201	Pardot- Database - Google Adwords Integration	SKU# 204-1665	Per User/Year	\$4,752.00
K201	Pardot- Database - Custom User Roles (Unlimited)	SKU# 204-1666	Per User/Year	\$5,940.00
K201	Pardot- Database - Social Profiles & Lookups	SKU# 204-1667	Per User/Year	\$4,752.00
K201	Pardot- Database - Phone Support	SKU# 204-1668	Per User/Year	\$11,880.00
K201	Pardot- Database - Expansion Pack	SKU# 204-1669	Per User/Year	\$4,752.00
K201	Pardot- Database - Automation Rules (50)	SKU# 204-1670	Per User/Year	\$2,376.00
K201	Pardot- Database - Quick Start (One time fee)	SKU# 204-1671	Per User/Year	\$3,960.00
K201	BCC Email Compliance	SKU# 204-1672	Per User/Year	\$4,752.00
K201	Social Studio- Publish, Listen & Engage Basic	SKU# 204-200004688	Per User/Year	\$17,820.00
K201	Social Studio- Publish, Listen & Engage Pro	SKU# 204-200004689	Per User/Year	\$47,520.00
K201	Social Studio- Publish, Listen & Engage Corporate	SKU# 204-200004690	Per User/Year	\$142,560.00
K201	Social Studio- Publish, Listen & Engage Enterprise	SKU# 204-200004691	Per User/Year	\$475,200.00
K201	Social Studio- Listen & Engage Basic	SKU# 204-200004692	Per User/Year	\$11,880.00
K201	Social Studio- Listen & Engage Pro	SKU# 204-200004693	Per User/Year	\$35,640.00
K201	Social Studio- Listen & Engage Corporate	SKU# 204-200004694	Per User/Year	\$95,040.00
K201	Social Studio- Listen & Engage Enterprise	SKU# 204-200004695	Per User/Year	\$344,520.00
K201	Social Studio - Social Hub - Basic (With 15 Actions)	SKU# 204-200004696	Per User/Year	\$9,504.00
K201	Social Studio - Social Hub - Pro (With 40 Actions)	SKU# 204-200004697	Per User/Year	\$19,008.00
K201	Social Studio - Social Accounts	SKU# 204-200004709	Per User/Year	\$2,970.00
K201	Social Studio - Insights Credits	SKU# 204-200004712	Per User/Year	\$1,188.00
K201	Social Studio - 50,000 Additional Mentions	SKU# 204-200004713	Per User/Year	\$11,880.00
K201	Social Studio - 1 Million Additional Mentions	SKU# 204-200004714	Per User/Year	\$59,400.00
K201	Social Studio- Listen & Engage Agency	SKU# 204-200005065	Per User/Year	\$11,286.00
K201	Social Studio- Publish, Listen & Engage Agency	SKU# 204-200005066	Per User/Year	\$17,820.00
K201	Social Studio - Additional TP & 1M Mentions - Agency*	SKU# 204-200005067	Per User/Year	\$11,286.00
K201	Private IP / Dedicated IP	SKU# 204-200900.1	Per User/Year	\$1,485.00
K201	Private Domain	SKU# 204-200905	Per User/Year	\$1,485.00
K201	Dedicated Data Environment	SKU# 204-202080	Per User/Year	\$247,500.00
K201	Database Data Encryption	SKU# 204-202081	Per User/Year	\$247,500.00
K201	Dedicated Message Transfer Agents (MTA)	SKU# 204-202089	Per User/Year	\$49,500.00

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Service Code	Service Description	SKU#	Unit of Measurement	Rate
K201	Marketing Cloud Connector for Microsoft Dynamics 2013/2015 On-Line	SKU# 204-209983.1	Per User/Year	\$9,900.00
K201	Marketing Cloud Connector for Microsoft Dynamics 2013/2015 On-premise	SKU# 204-209984.1	Per User/Year	\$9,900.00
K201	Salesforce Marketing Cloud Connector for Microsoft Dynamics 2011 On-line	SKU# 204-209997	Per User/Year	\$9,900.00
K201	Salesforce Marketing Cloud Connector for Microsoft Dynamics 2011 On-premise	SKU# 204-209999	Per User/Year	\$9,900.00
K201	Advanced Content Management	SKU# 204-212220.1	Per User/Year	\$2,475.00
K201	Live Offers (Price is per contact)	SKU# 204-212300	Per User/Year	\$0.05
K201	Inbox Preview Basic - 5 rpt per month (60 annual rpts)	SKU# 204-212414.1	Per User/Year	\$3,564.00
K201	Add-on Inbox Preview Rendering Group - North America	SKU# 204-212415	Per User/Year	\$990.00
K201	Add-on Inbox Preview Rendering Group - Latin America	SKU# 204-212416	Per User/Year	\$990.00
K201	Inbox Monitor Basic 12	SKU# 204-212490	Per User/Year	\$940.50
K201	Inbox Monitor Basic 36	SKU# 204-212491	Per User/Year	\$2,475.00
K201	Inbox Monitor Basic 72	SKU# 204-212492	Per User/Year	\$4,455.00
K201	Upgrade: Inbox Monitor Basic 12 to Inbox Monitor Basic 36	SKU# 204-212493	Per User/Year	\$1,534.50
K201	Upgrade: Inbox Monitor Basic 12 to Inbox Monitor Basic 72	SKU# 204-212494	Per User/Year	\$3,514.50
K201	Upgrade: Inbox Monitor Basic 12 to Inbox Tools Basic Combo	SKU# 204-212495.1	Per User/Year	\$6,484.50
K201	Upgrade: Inbox Monitor Basic 36 to Inbox Monitor Basic 72	SKU# 204-212496	Per User/Year	\$1,980.00
K201	Upgrade: Inbox Monitor Basic 36 to Inbox Tools Basic Combo	SKU# 204-212497	Per User/Year	\$4,950.00
K201	Upgrade: Inbox Monitor Basic 72 to Inbox Tools Basic Combo	SKU# 204-212498	Per User/Year	\$2,970.00
K201	Inbox Preview Basic 40	SKU# 204-212499	Per User/Year	\$940.50
K201	Inbox Preview Basic 120	SKU# 204-212500	Per User/Year	\$2,475.00
K201	Inbox Preview Basic 240	SKU# 204-212501	Per User/Year	\$4,455.00
K201	Upgrade: Inbox Preview Basic 40 to Inbox Preview 120	SKU# 204-212502	Per User/Year	\$1,534.50
K201	Upgrade: Inbox Preview Basic 40 to Inbox Preview 240	SKU# 204-212503	Per User/Year	\$3,514.50
K201	Upgrade: Inbox Preview Basic 40 to Inbox Tools Basic Combo	SKU# 204-212504.1	Per User/Year	\$6,484.50
K201	Upgrade: Inbox Preview Basic 120 to Inbox Preview 240	SKU# 204-212505	Per User/Year	\$1,980.00
K201	Upgrade: Inbox Preview 120 to Inbox Tools Basic Combo	SKU# 204-212506	Per User/Year	\$4,950.00
K201	Upgrade: Inbox Preview 240 to Inbox Tools Basic Combo	SKU# 204-212507	Per User/Year	\$2,970.00
K201	Add-on Inbox Monitor Seed Group Region	SKU# 204-212509	Per User/Year	\$990.00
K201	Additional Annual Reports for Inbox Monitor 10	SKU# 204-212510	Per User/Year	\$742.50
K201	Additional Annual Reports for Inbox Preview 10	SKU# 204-212511	Per User/Year	\$247.50
K201	Upgrade: Premium Inbox Tools - 180 Annual Reports to 600 Annual Reports	SKU# 204-212512	Per User/Year	\$3,465.00
K201	Upgrade: Premium Inbox Tools - 180 Annual Reports to 1500 Annual Reports	SKU# 204-212513	Per User/Year	\$8,910.00
K201	Upgrade: Premium Inbox Tools - 180 Annual Reports to 3000 Annual Reports	SKU# 204-212514	Per User/Year	\$14,355.00



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Service Code	Service Description	SKU#	Unit of Measurement	Rate
K201	Upgrade: Premium Inbox Tools - 180 Annual Reports to 6000 Annual Reports	SKU# 204-212515	Per User/Year	\$19,800.00
K201	Upgrade: Premium Inbox Tools - 600 Annual Reports to 1500 Annual Reports	SKU# 204-212516	Per User/Year	\$5,445.00
K201	Upgrade: Premium Inbox Tools - 600 Annual Reports to 3000 Annual Reports	SKU# 204-212517	Per User/Year	\$10,890.00
K201	Upgrade: Premium Inbox Tools - 600 Annual Reports to 6000 Annual Reports	SKU# 204-212518	Per User/Year	\$16,335.00
K201	Upgrade: Premium Inbox Tools - 1500 Annual Reports to 3000 Annual Reports	SKU# 204-212519	Per User/Year	\$5,445.00
K201	Upgrade: Premium Inbox Tools - 1500 Annual Reports to 6000 Annual Reports	SKU# 204-212520	Per User/Year	\$10,890.00
K201	Upgrade: Premium Inbox Tools - 3000 Annual Reports to 6000 Annual Reports	SKU# 204-212521	Per User/Year	\$54,450.00
K201	Upgrade: Premium Inbox Tools-3000 to 6000 Annual Reports	SKU# 204-212521.1	Per User/Year	\$5,445.00
K201	Additional Annual Reports for Inbox Monitor 25	SKU# 204-212522	Per User/Year	\$1,485.00
K201	Additional Annual Reports for Inbox Preview 50	SKU# 204-212523	Per User/Year	\$990.00
K201	Return Path Connector	SKU# 204-212524	Per User/Year	\$1,980.00
K201	Return Path Inbox Insight - 10 Competitors	SKU# 204-212525	Per User/Year	\$23,760.00
K201	Email Archiving	SKU# 204-240005	Per User/Year	\$247,500.00
K201	Tokenized Sending	SKU# 204-240008	Per User/Year	\$198,000.00
K201	Email Burst Sending Package	SKU# 204-240040	Per User/Year	\$247,500.00
K201	ExactTarget- Enterprise Plus Edition	SKU# 204-620151	Per User/Year	\$392,040.00
K201	Additional Contacts (1,000)- Enterprise Plus Edition (Price is per contact)	SKU# 204-620152	Per User/Year	\$0.25
K201	Additional Business Unit (+1)	SKU# 204-620153	Per User/Year	\$29,700.00
K201	Dedicated SSL Certificate for Images	SKU# 204-620154	Per User/Year	\$71,775.00
K201	Email File Attachments (1,000) (Price is per contact)	SKU# 204-620155	Per User/Year	\$0.05
K201	Encrypted Data Sending	SKU# 204-620156	Per User/Year	\$247,500.00
K201	Encrypted Data Sending Contacts (1,000) (Price is per contact)	SKU# 204-620157	Per User/Year	\$0.05
K201	Enhanced Disaster Recovery	SKU# 204-620158	Per User/Year	\$247,500.00
K201	GroupConnect LINE API	SKU# 204-620159	Per User/Year	\$59,400.00
K201	Journey Builder (Professional)	SKU# 204-620160	Per User/Year	\$14,850.00
K201	Journey Builder Contacts (1,000) (Price is per contact)	SKU# 204-620161	Per User/Year	\$0.05
K201	Send Time Attributes	SKU# 204-620162	Per User/Year	\$1,237.50
K201	SSL Certificate	SKU# 204-620163	Per User/Year	\$495.00
K201	Sender Authentication Package	SKU# 204-620164	Per User/Year	\$2,475.00
K201	Pardot - Enterprise Success 25% List Price	SKU# 204-620165	% off MSRP	25% off MSRP List Price

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K201	Premier Accelerator	SKU# 204-620168	Per User/Year	\$7,425.00
K201	Permier+ Accelerator	SKU# 204-620169	Per User/Year	\$14,850.00
K201	Signature Accelerator	SKU# 204-620170	Per User/Year	\$29,700.00
K201	Premium Inbox Tools - 180 annual reports	SKU# 204-620171	Per User/Year	\$18,810.00
K201	Premium Inbox Tools - 600 annual reports	SKU# 204-620172	Per User/Year	\$22,275.00
K201	Premium Inbox Tools - 1,500 annual reports	SKU# 204-620173	Per User/Year	\$27,720.00
K201	Premium Inbox Tools - 3,000 annual reports	SKU# 204-620174	Per User/Year	\$33,165.00
K201	Premium Inbox Tools - 6,000 annual reports	SKU# 204-620175	Per User/Year	\$38,610.00
K201	Upgrade: Email Client Monitor - 60MM annual pixels	SKU# 204-620176	Per User/Year	\$4,455.00
K201	Upgrade: Email Client Monitor - 120MM annual pixels	SKU# 204-620177	Per User/Year	\$7,920.00
K201	Premier Success Plan 20% Net Price	SKU# 204-620178	% of Net Price	20% of NET Price
K201	Premier+ Success Plan 30% Net Price	SKU# 204-620179	% of Net Price	30% of NET Price
K201	Social Studio - Social Hub- Agency	SKU# 204-620180	Per User/Year	\$7,722.00
K201	Advertising Studio Enterprise	SKU# 204-620181	Per User/Year	\$95,040.00
K201	Advertising Studio Enterprise - Contacts (1,000)	SKU# 204-620182	Per User/Year	\$99.00
K201	Advertising Studio Professional	SKU# 204-620183	Per User/Year	\$23,760.00
K201	Advertising Studio Professional - Contacts (1,000)	SKU# 204-620184	Per User/Year	\$49.50
K201	Advertising Studio - Additional Ad Spend (Enterprise)	SKU# 204-620185	Per User/Year	\$29.70
K201	Advertising Studio - Additional Audiences	SKU# 204-620186	Per User/Year	\$2,376.00
<b>SALESFORCE CATEGORY 10: WAVE/ANALYTICS CLOUD</b>				
K201	Analytics Cloud - Wave Analytics Platform	SKU# 205-0019	Per User/Year	\$1,782.00
K201	Analytics Cloud - Wave for Communities	SKU# 205-0020	Per User/Year	\$297.00
K201	Analytics Cloud - Sales Wave Analytics App	SKU# 205-0021	Per User/Year	\$891.00
K201	Analytics Cloud - Service Wave Analytics App	SKU# 205-0146	Per User/Year	\$891.00
K201	Analytics Cloud - Additional Data Rows (100 Million)	SKU# 205-0022	Per User/Year	\$47,520.00
<b>SALESFORCE CATEGORY 11: ADD-ON OTHER</b>				
K201	Salesforce Add-on Other	SKU# 205-0147	% off Published List Price	1% off the published list price
K201	Training - Price is per Day + Expenses	SKU# 205-0148	% off Published List Price	1% off the published list price