



Important Definitions

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Salesforce considers the following to be "public sector" for ethics and compliance purposes:

"Government Entity" means any national, state, provincial, municipal, local, First Nations, or Native American governmental organization, including any department, agency, ministry, instrumentality, or branch of such organizations, as well as public international organizations like the International Monetary Fund, the United Nations, and the World Bank.

"Government-owned Entity" means organizations owned or controlled by a Government Entity. Examples include:

- Companies that are owned (30% ownership or more), controlled, or funded by a Government Entity; OR
- Companies that perform government functions on behalf of government (also known as "State-Owned Enterprises" or "SOEs"), such as a public school or university, public hospital, state-owned oil company, bank, airline, utility, energy, water, customs, or sovereign wealth fund; OR
- Companies owned or controlled by a royal family or, if outside of the U.S., a political party.

"Government Personnel" includes employees at any level of government (e.g., national, regional, or local), political appointees, elected officials, candidates for political office, members of a royal family, and employees of a Government Entity (including public international organizations like the IMF, UN, or World Bank) or a Government-owned Entity.