**Prompt: Regulatory Compliance**

From Salesforce’s most recent SEC filings, extract all regulatory and legal risks flagged in the *Risk Factors* section. Summarize each distinct regulatory issue in 1–2 sentences, grouped by theme. For each issue, include:

* The risk description (e.g., data privacy, AI regulation, export controls)
* The specific regulation(s) or jurisdiction(s) mentioned (e.g., GDPR, CCPA/CPRA, EU AI Act, U.S. TCPA)
* A short note on the potential impact (e.g., penalties, business model restrictions, contract terminations)
* The filing type (10-K or 10-Q), fiscal year/quarter, and filing date as the source citation

Return the results as a table

| **Regulatory Issue** | **Description** | **Filing(s)** | **Source** |
| --- | --- | --- | --- |
| Privacy & data-protection laws | Expanding obligations under GDPR, CCPA/CPRA, and other regimes; risk of penalties, enforcement, and business practice changes | 10-K FY2025, 10-Q Q2 FY2025 | [SEC](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm) |
| AI-specific regulation | Emerging rules (EU AI Act, Utah & Colorado AI statutes, draft CCPA rules on automated decision-making); non-compliance could adversely impact business | 10-K FY2025 | [SEC](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm) |
| Cross-border data transfers & sovereignty | Restrictions and evolving frameworks may limit adoption and require operational changes | 10-K FY2025 | [SEC](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm) |
| Online platform liability & safe harbors | Narrowing/removal of safe harbors (copyright/defamation) could increase exposure; active legal matters noted | 10-K FY2025 | [SEC](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm) |
| Communications/marketing laws | Exposure under TCPA and similar laws governing outreach | 10-K FY2025, 10-Q Q2 FY2025 | [SEC](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm) |
| Antitrust & competition scrutiny | Global efforts to tighten competition rules for digital markets could force compliance changes | 10-K FY2025, 10-Q Q2 FY2025 | [SEC](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm) |
| Export controls & sanctions | Restrictions on providing products/services to sanctioned parties; heightened geopolitical enforcement risk | 10-K FY2025 | [SEC](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm) |
| Government contracting rules | Audits, inquiries, or investigations tied to contracts may reduce use or lead to termination | 10-K FY2025 | [SEC](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm) |
| Tax law changes | Global/federal/state tax reforms (incl. OECD Pillar Two) may affect cash flows | 10-K FY2025 | [SEC](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm) |
| ESG & climate requirements | Climate-related regulatory and physical risks could disrupt operations and add compliance costs | 10-K FY2025 | [SEC](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm) |
| Cybersecurity regulation/reporting | Heightened regulatory requirements; material impact possible even without past major breaches | 10-K FY2025 | [SEC](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm) |

**Technology Investment**

**From Salesforce’s earnings calls, or Sec filing extract major technology investment announcements . Return as: "$X investment in [area], over Y years."**

**Market Expansion**

**From Salesforce’s most recent Sec fillings extract all statements about *market expansion initiatives*.**

**For each initiative, return:**

* **The filing type (10-K or 10-Q)**
* **The fiscal year or quarter covered**
* **The initiative (short phrase, e.g., “geographic expansion,” “vertical industry solutions”)**
* **A 1–2 sentence description of the initiative, in Salesforce’s own words where possible**

**Return the results in a Markdown table with columns: Filing | Period Covered | Expansion Initiative | Notes.**

| **Filing** | **Period Covered** | **Expansion Initiative** | **Notes** |
| --- | --- | --- | --- |
| **10-K FY2025 (ended Jan 31, 2025)** | **Fiscal year ended January 31, 2025** | **Increasing geographic reach, via extending go-to-market globally** | **Sell to new customers in new regions; investing in domestic & international operations and infrastructure. (**[**SEC**](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm?utm_source=chatgpt.com)**)** |
| **10-K FY2025** | **Fiscal year ended January 31, 2025** | **Expanding industry-specific reach with more vertical software solutions** | **Building “out‐of‐the‐box” solutions for certain industries (e.g. financial services, healthcare & life sciences, manufacturing). (**[**SEC**](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm?utm_source=chatgpt.com)**)** |
| **10-K FY2025** | **Fiscal year ended January 31, 2025** | **Driving multiple service-offering adoption & cross-selling / upselling with existing customers** | **They want more of their suite sold within the installed base, adding new products/features/functional areas/business units. (**[**SEC**](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm?utm_source=chatgpt.com)**)** |
| **10-Q Q1 FY2025 (quarter ended April 30, 2024)** | **Three months ended April 30, 2024** | **Increasing penetration with enterprise & international customers** | **Part of growth levers; tied with expanding industry-specific reach. (**[**Q4 Capital**](https://s205.q4cdn.com/626266368/files/doc_financials/2025/q1/406ce68c-f5bf-44af-875f-eed4356965f1.pdf?utm_source=chatgpt.com)**)** |
| **10-Q Q1 FY2025** | **Three months ended April 30, 2024** | **Industry-vertical expansion (“more vertical software solutions”)** | **Also noted in the same growth-lever list. (**[**Q4 Capital**](https://s205.q4cdn.com/626266368/files/doc_financials/2025/q1/406ce68c-f5bf-44af-875f-eed4356965f1.pdf?utm_source=chatgpt.com)**)** |

**From Salesforce’s most recent SEC filings and earnings call transcripts (filed with or referenced in 8-Ks), extract all disclosures about strategic partnerships or alliances announced or expanded in the past 12 months.**

**For each partnership or alliance, provide:**

* **Filing type or Earnings Call**
* **Date / Fiscal period covered**
* **Partner name(s) (if disclosed)**
* **Description of the partnership or expansion (1–2 sentences, in Salesforce’s own words where possible)**
* **Status or business purpose (e.g., “partners included in top 10 deals,” “expanded industry collaboration,” “pending launch”)**

**Return the output as a Markdown table with columns: Source | Date / Period | Partner(s) | Description | Notes.**