

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

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### Notes on Discounting

1 - Quote currency determines which discount matrix document applies. A separate discount approval matrix exist for each supported currency.

2 - Approval matrix for order terms, quote special terms, billing and payment terms can be found on Ask Astro or by searching "WW Quote Approval Matrix" in Content.

3 - Click on the Discount Matrix Name to see a list of applicable products.

4 - Discount approval hierarchy is listed in the table below. Specific names are displayed within the quoting flow when quote is submitted for approval.

5 - Click the link to see the list of products with restricted product approvers.

[See More](#)

6 - Click the link to find more information on Rest of the World (ROW) countries

[See More](#)

7 - Depending on the management hierarchy and approval level on user record, there could be more than one L0, L1, L2, L3 approver. The next level approver may be more than one level above AE or current approver.

8 - Quantities for certain products are aggregated based on Approval Family to determine discount tier. This applies to both products on the quote and assets the customer already purchased.

Pricing agreement tier quantities are not included in combined total. If a pricing agreement discount is larger than quote line discount, the pricing agreement discount is used.

The following products are aggregated (including language/region-specific: Sales Cloud (All Editions), Service Cloud (EE Corporate+), Service Cloud Knowledge Pack (EE+), Force.com Administrator (EE+).

For a full list of products by Approval Family, refer to the report in Org62 named "Products by Approval Family".

9 - Click the link to find more information on discounting for Commerce Cloud Digital products.

[See More](#)

10 - Click the link to search products in the Product Chart, and find links to their DAMs in Org62

[See More](#)

### Discount Approver Hierarchy

	Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
AMER EMEA APAC LACA Japan	AE	Next Level Manager	Next Level Manager	Next Level Manager	EVP/SVP/President, Sales	<\$1M AOV - Pricing Deal Desk >= \$1M AOV - Pricing Deal Desk Dir / Mgr > \$5M AOV - VP Global Deal Desk
Salesforce University	AE	n/a	Regional TAE Queue Chris Cuklin (AMER) Douglas McPhail (EMEA)	Christopher Cuklin (AMER) Trailhead Manager (APAC) Douglas McPhail (EMEA) Chikara Goto (JP)	Bill Mastrangelo (AMER) William Sim (APAC) Roland Miles (EMEA) Mariko Sugiyama (JP)	Amy Regan Morehouse
Restricted Product	Approval Queues In Org62: Click Set-up > Users > Queues > search for queue name by clicking first letter of queue name	Approval Queues In Org62: Click Set-up > Users > Queues > search for queue name by clicking first letter of queue name	Approval Queues In Org62: Click Set-up > Users > Queues > search for queue name by clicking first letter of queue name	Approval Queues In Org62: Click Set-up > Users > Queues > search for queue name by clicking first letter of queue name	Approval Queues In Org62: Click Set-up > Users > Queues > search for queue name by clicking first letter of queue name	Approval Queues In Org62: Click Set-up > Users > Queues > search for queue name by clicking first letter of queue name

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## AI and Data

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Additional Einstein Requests for Agentforce (200)</b>							
1	99999999	25.00%	35.00%	40.00%	45.00%	50.00%	>50.00%
<b>[Enterprise, Unlimited] Agentforce Conversations</b>							
1	99999	2.00%	3.00%	5.00%	10.00%	20.00%	>10.00%
100000	499999	3.00%	5.00%	10.00%	15.00%	20.00%	>20.00%
500000	999999	5.00%	8.00%	12.00%	20.00%	25.00%	>25.00%
1000000	4999999	7.00%	10.00%	15.00%	25.00%	30.00%	>30.00%
5000000	9999999	9.00%	14.00%	20.00%	30.00%	35.00%	>35.00%
10000000	99999999	11.00%	17.00%	25.00%	35.00%	40.00%	>40.00%
<b>[Enterprise, Unlimited] Flex Credits - Pre-commit (100k)</b>							
1	9						>0.00%
10	249	3.00%					>3.00%
250	749	6.00%					>6.00%
750	1499	12.00%					>12.00%
1500	2999	18.00%					>18.00%
3000	9999999	23.00%					>23.00%
<b>[Enterprise, Unlimited] Customer Data Cloud - Data Services Card - Unlimited</b>							
1	99999999						>0.00%
<b>[Enterprise, Unlimited] Flex Credits - Unlimited</b>							
1	99999999						>0.00%
<b>[Enterprise, Unlimited] Flex Credits (100k)</b>							
1	249	5.00%	10.00%	15.00%	20.00%	30.00%	>20.00%
250	749	10.00%	15.00%	20.00%	25.00%	40.00%	>30.00%
750	1499	15.00%	20.00%	25.00%	30.00%	45.00%	>40.00%
1500	2999	20.00%	25.00%	30.00%	35.00%	45.00%	>45.00%
3000	9999999	20.00%	25.00%	30.00%	35.00%	45.00%	>45.00%
<b>[Enterprise, Unlimited] Customer Data Cloud - Data Services Card - Pre-commit (100k Credits)</b>							
1	9	6.00%					>0.00%
10	149	17.00%					>6.00%
150	749	38.00%					>17.00%
750	2999	52.00%					>38.00%
3000	9999	65.00%					>52.00%
10000	24999	70.00%					>65.00%
25000	54999	72.00%					>70.00%
55000	99999	73.00%					>72.00%
100000	199999	73.00%					>73.00%
200000	99999999	76.00%					>76.00%
<b>[Enterprise, Unlimited] Customer Data Cloud - Data Services Card (100K Credits)</b>							
1	149	0.00%	5.00%	10.00%	15.00%	25.00%	>25.00%
150	749	5.00%	10.00%	20.00%	25.00%	36.00%	>36.00%
750	2999	10.00%	15.00%	30.00%	40.00%	53.00%	>53.00%
3000	9999	15.00%	25.00%	35.00%	48.00%	65.00%	>65.00%
10000	24999	20.00%	30.00%	45.00%	50.00%	73.00%	>73.00%
25000	54999	25.00%	35.00%	50.00%	58.00%	77.00%	>77.00%
55000	99999	30.00%	40.00%	55.00%	66.00%	80.00%	>80.00%
100000	199999	35.00%	50.00%	65.00%	70.00%	82.00%	>82.00%
200000	99999999	40.00%	55.00%	68.00%	76.00%	86.00%	>86.00%
<b>[Enterprise, Unlimited] Customer Data Cloud Starter</b>							
1	99999999	10.00%	15.00%	20.00%	25.00%	30.00%	>30.00%
<b>[Enterprise, Unlimited] Data 360 - Additional Calculated Insights (2)</b>							
<b>[Enterprise, Unlimited] Data 360 - Additional Segments (10)</b>							
<b>[Enterprise, Unlimited] Data 360 - Additional Transforms (2)</b>							
<b>[Enterprise, Unlimited] Data 360 Enterprise Profiles (1,000)</b>							
<b>[Enterprise, Unlimited] Data 360 Profiles (1,000)</b>							
1	149	5.00%			20.00%	24.00%	>24.00%
150	749	10.00%			30.00%	39.00%	>39.00%
750	1999	15.00%			40.00%	48.00%	>48.00%
2000	4999	20.00%			50.00%	58.00%	>58.00%
5000	9999	25.00%			58.00%	70.00%	>70.00%
10000	24999	30.00%			67.00%	78.00%	>78.00%
25000	54999	35.00%			72.00%	83.00%	>83.00%
55000	99999	40.00%			77.00%	86.00%	>86.00%
100000	199999	45.00%			81.00%	88.00%	>88.00%
<b>[Enterprise, Unlimited] Customer Data Cloud - Data Storage (1024 GB)</b>							
<b>[Enterprise, Unlimited] Data Services Credits for Agentforce AddOn</b>							
1	99999999						>0.00%
<b>[Enterprise, Unlimited] Data Cloud - Sub-second Real-Time Profile &amp; Entities (10K)</b>							
1	99	10.00%	20.00%	30.00%	40.00%	48.00%	>48.00%
100	499	15.00%	24.00%	34.00%	44.00%	54.00%	>54.00%
500	999	18.00%	27.00%	37.00%	47.00%	57.00%	>57.00%
1000	1999	22.00%	31.00%	41.00%	51.00%	61.00%	>61.00%
2000	2999	25.00%	34.00%	44.00%	54.00%	64.00%	>64.00%
3000	3999	29.00%	38.00%	48.00%	58.00%	68.00%	>68.00%
4000	4999	32.00%	41.00%	51.00%	61.00%	71.00%	>71.00%
5000	99999999	36.00%	45.00%	55.00%	65.00%	74.00%	>74.00%

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## AI and Data

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Data Cloud One Additional Connection</b>							
[Enterprise, Unlimited] Data Space - Platform							
1	3	26.00%	30.00%	34.00%	38.00%	50.00%	>50.00%
4	6	30.00%	34.00%	38.00%	42.00%	50.00%	>50.00%
7	10	34.00%	38.00%	42.00%	46.00%	50.00%	>50.00%
11	999999999	38.00%	42.00%	46.00%	48.00%	50.00%	>50.00%
<b>[Enterprise, Unlimited] Private Connect for Data Cloud</b>							
1	999999999	5.00%	10.00%	15.00%	20.00%	25.00%	>25.00%

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## Analytics

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Professional, Enterprise, Unlimited] Additional Scheduled Dashboards Total Limit</b>							
1	999999999						>0.00%
<b>[Essentials, Enterprise, Unlimited] Analytics - 5 Additional Dynamic Dashboards</b>							
1	999999999	25.00%	50.00%	60.00%	75.00%	>75.00%	
<b>[Enterprise, Unlimited] Analytics - Additional Data Rows (100 Million)</b>							
1	999999999	10.00%	15.00%	20.00%	30.00%	>30.00%	
<b>[Enterprise, Unlimited] CRM Analytics for Community Logins</b>							
1	10	2.00%	5.50%	15.00%	30.00%	>30.00%	
11	20	3.00%	7.00%	20.00%	35.00%	>35.00%	
21	40	7.00%	10.50%	25.00%	40.00%	>40.00%	
41	70	14.00%	20.00%	35.00%	40.00%	>40.00%	
71	100	15.00%	28.00%	38.00%	43.00%	>43.00%	
101	200	20.00%	32.00%	38.00%	43.00%	>43.00%	
201	300	25.00%	32.00%	39.00%	44.00%	>44.00%	
301	500	25.00%	36.00%	40.00%	49.00%	>49.00%	
501	700	30.00%	36.00%	44.00%	51.00%	>51.00%	
701	1000	35.00%	43.00%	50.50%	55.50%	>55.50%	
1001	1500	35.00%	47.00%	56.00%	62.00%	>62.00%	
1501	2000	45.00%	55.00%	62.00%	66.00%	>66.00%	
2001	2500	45.00%	57.00%	66.00%	69.00%	>69.00%	
2501	3000	50.00%	59.00%	66.00%	69.00%	>69.00%	
3001	3500	54.00%	60.00%	66.00%	71.00%	>71.00%	
3501	4000	58.00%	61.00%	66.00%	73.00%	>73.00%	
4001	5000	60.00%	65.00%	70.00%	76.00%	>76.00%	
5001	10000	65.00%	70.00%	78.00%	83.00%	>83.00%	
10001	15000	70.00%	75.00%	82.00%	87.00%	>87.00%	
15001	20000	75.00%	80.00%	86.00%	88.00%	>88.00%	
20001	30000	80.00%	83.00%	86.00%	90.00%	>90.00%	
30001	40000	85.00%	86.00%	88.00%	90.50%	>90.50%	
40001	50000	85.00%	88.00%	90.00%	92.30%	>92.30%	
50001	1000000000						>0.00%
<b>[Enterprise, Unlimited] CRM Analytics for Community Members</b>							
1	10	20.00%	25.00%	35.00%		>35.00%	
11	100	22.00%	30.00%	37.00%		>37.00%	
101	500	27.00%	32.00%	40.00%		>40.00%	
501	2500	35.00%	40.00%	45.00%	50.00%	>50.00%	
2501	5000	40.00%	45.00%	50.00%	60.00%	>60.00%	
5001	20000	45.00%	50.00%	55.00%	60.00%	65.00%	>65.00%
20001	50000	50.00%	55.00%	60.00%	65.00%	70.00%	>70.00%
50001	999999999	55.00%	60.00%	65.00%	70.00%	77.00%	>77.00%
<b>[Enterprise, Unlimited] CRM Analytics Growth</b>							
1	9	26.00%	32.00%	39.00%	44.00%	>44.00%	
10	24	29.00%	34.00%	44.00%	53.00%	>53.00%	
25	49	39.00%	44.00%	53.00%	62.00%	72.00%	>72.00%
50	99	44.00%	48.00%	58.00%	67.00%	77.00%	>77.00%
100	199	48.00%	53.00%	62.00%	72.00%	79.00%	>79.00%
200	499	53.00%	59.00%	65.00%	72.00%	81.00%	>81.00%
500	999	58.00%	64.00%	70.00%	74.00%	85.00%	>85.00%
1000	1999	62.00%	67.00%	72.00%	76.00%	87.00%	>87.00%
2000	1000000000	67.00%	71.00%	74.00%	78.00%	89.00%	>89.00%
<b>[Enterprise, Unlimited] CRM Analytics Plus</b>							
[Enterprise, Unlimited] CRM Analytics Plus (No Third-Party Terms)							
[Enterprise, Unlimited] CRM Analytics for Consumer Goods Cloud (No Third Party Terms)							
[Enterprise, Unlimited] CRM Analytics for Education Cloud (No Third Party Terms)							
[Enterprise, Unlimited] CRM Analytics for Manufacturing (No Third Party Terms)							
1	9	21.00%	31.00%	38.00%	42.00%	51.00%	>51.00%
10	24	24.00%	33.00%	39.00%	44.00%	51.00%	>51.00%
25	49	27.00%	33.00%	39.00%	44.00%	53.00%	>53.00%
50	99	29.00%	34.00%	41.00%	46.00%	56.00%	>56.00%
100	199	31.00%	40.00%	49.00%	54.00%	58.00%	>58.00%
200	499	31.00%	45.00%	53.00%	58.00%	62.00%	>62.00%
500	999	31.00%	48.00%	56.00%	63.00%	67.00%	>67.00%
1000	1999	36.00%	49.00%	62.00%	69.00%	73.00%	>73.00%
2000	2999	36.00%	52.00%	65.00%	74.00%	80.00%	>80.00%
3000	4999	36.00%	54.00%	67.00%	76.00%	82.00%	>82.00%
5000	7499	40.00%	56.00%	69.00%	78.00%	84.00%	>84.00%
7500	999999999	41.00%	57.00%	70.00%	79.00%	85.00%	>85.00%
<b>[Enterprise, Unlimited] CRM Analytics Plus - Additional Stories (1,000)</b>							
1	9	25.00%	35.00%	41.00%	45.00%	54.00%	>54.00%
10	24	28.00%	37.00%	41.00%	47.00%	54.00%	>54.00%
25	49	31.00%	37.00%	41.00%	47.00%	56.00%	>56.00%
50	99	34.00%	38.00%	44.00%	48.00%	57.00%	>57.00%
100	199	35.00%	43.00%	51.00%	56.00%	59.00%	>59.00%
200	499	35.00%	49.00%	56.00%	59.00%	64.00%	>64.00%
500	999	35.00%	50.00%	58.00%	65.00%	69.00%	>69.00%
1000	1999	39.00%	51.00%	64.00%	70.00%	74.00%	>74.00%
2000	2999	39.00%	55.00%	67.00%	75.00%	81.00%	>81.00%
3000	4999	39.00%	56.00%	69.00%	77.00%	83.00%	>83.00%
5000	7499	44.00%	58.00%	71.00%	79.00%	86.00%	>86.00%
7500	1000000000	45.00%	59.00%	72.00%	80.00%	87.00%	>87.00%

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## Analytics

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		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Consumer Goods Cloud - Trade Promotion Optimization</b>							
1	999999999						>0.00%
<b>[Enterprise, Unlimited] CRM Analytics for Automotive (No Third Party Terms)</b>							
<b>[Enterprise, Unlimited] CRM Analytics for Communications Cloud (No Third Party Terms)</b>							
<b>[Enterprise, Unlimited] CRM Analytics for Financial Services (No Third Party Terms)</b>							
<b>[Enterprise, Unlimited] CRM Analytics for Healthcare</b>							
<b>[Enterprise, Unlimited] CRM Analytics for Healthcare (No Third Party Terms)</b>							
<b>[Enterprise, Unlimited] CRM Analytics for Loyalty Management</b>							
<b>[Enterprise, Unlimited] CRM Analytics for Manufacturing (No Third Party Terms)</b>							
<b>[Enterprise, Unlimited] CRM Analytics for Media (No Third Party Terms)</b>							
<b>[Enterprise, Unlimited] CRM Analytics for Net Zero Cloud</b>							
<b>[Enterprise, Unlimited] CRM Analytics for Public Sector Solutions</b>							
<b>[Enterprise, Unlimited] CRM Analytics for Public Sector Solutions (No Third-Party Terms)</b>							
<b>[Enterprise, Unlimited] Customer Lifecycle Analytics</b>							
<b>[Enterprise, Unlimited] Energy &amp; Utilities Analytics (No Third-Party Terms)</b>							
1	9	16.00%	22.00%	30.00%	39.00%	44.00%	>44.00%
10	24	17.00%	23.00%	33.00%	43.00%	49.00%	>49.00%
25	49	20.00%	26.00%	34.00%	44.00%	51.00%	>51.00%
50	99	21.00%	27.00%	35.00%	45.00%	53.00%	>53.00%
100	199	23.00%	29.00%	39.00%	49.00%	56.00%	>56.00%
200	499	24.00%	36.00%	46.00%	54.00%	58.00%	>58.00%
500	999	24.00%	39.00%	50.00%	59.00%	64.00%	>64.00%
1000	1999	25.00%	41.00%	52.00%	62.00%	67.00%	>67.00%
2000	1000000000	25.00%	44.00%	57.00%	68.00%	73.00%	>73.00%
<b>[Enterprise, Unlimited] Salesforce Data Pipelines</b>							
1	999999999	10.00%	32.00%	55.00%	77.00%	88.00%	>88.00%

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		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Commerce Cloud - B2C - Premium</b>							
1	1999	15.00%	30.00%	40.00%	>40.00%		
2000	3499	12.00%	25.00%	38.00%	47.00%	>47.00%	
3500	4999	22.00%	33.00%	45.00%	53.00%	>53.00%	
5000	6499	31.00%	41.00%	52.00%	59.00%	>59.00%	
6500	7999	41.00%	49.00%	58.00%	64.00%	>64.00%	
8000	11499	50.00%	58.00%	65.00%	70.00%	>70.00%	
11500	15499	52.00%	59.00%	66.00%	71.00%	>71.00%	
15500	19499	53.00%	60.00%	67.00%	72.00%	>72.00%	
19500	24999	55.00%	62.00%	69.00%	73.00%	>73.00%	
25000	99999999	58.00%	64.00%	70.00%	75.00%	>75.00%	
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Growth - Additional GMV (10,000)</b>							
1	999	15.00%	25.00%	30.00%	>30.00%		
1000	1999	21.00%	33.00%	41.00%	45.00%	>45.00%	
2000	3999	36.00%	46.00%	52.00%	55.00%	>55.00%	
4000	7499	46.00%	54.00%	59.00%	62.00%	>62.00%	
7500	13999	54.00%	61.00%	65.00%	68.00%	>68.00%	
14000	19999	61.00%	66.00%	70.00%	72.00%	>72.00%	
20000	29999	64.00%	69.00%	73.00%	75.00%	>75.00%	
30000	39999	68.00%	72.00%	76.00%	77.00%	>77.00%	
40000	99999999	70.00%	74.00%	77.00%	79.00%	>79.00%	
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Plus - Additional GMV (10,000)</b>							
1	999	15.00%	25.00%	30.00%	>30.00%		
1000	1999	21.00%	33.00%	41.00%	45.00%	>45.00%	
2000	3999	36.00%	46.00%	52.00%	55.00%	>55.00%	
4000	7499	46.00%	54.00%	59.00%	62.00%	>62.00%	
7500	13999	54.00%	61.00%	65.00%	68.00%	>68.00%	
14000	19999	61.00%	66.00%	70.00%	72.00%	>72.00%	
20000	29999	64.00%	69.00%	73.00%	75.00%	>75.00%	
30000	39999	68.00%	72.00%	76.00%	77.00%	>77.00%	
40000	99999999	70.00%	74.00%	77.00%	79.00%	>79.00%	
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Plus - PPO</b>							
1	15000	50.00%	70.00%	85.00%	95.00%	>95.00%	
15001	50000	65.00%	82.00%	90.00%	96.00%	>96.00%	
50001	100000	80.00%	87.50%	92.30%	96.50%	>96.50%	
100001	250000	85.00%	89.30%	93.30%	97.00%	>97.00%	
250001	500000	89.00%	91.50%	94.50%	97.50%	>97.50%	
50001	1000000	91.00%	93.30%	95.80%	98.00%	>98.00%	
1000001	3000000	93.00%	95.00%	97.00%	98.30%	>98.30%	
3000001	99999999	95.00%	96.50%	97.50%	98.50%	>98.50%	
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Starter - Additional GMV (10,000)</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Starter - GMV (10,000)</b>							
1	999	0.00%	15.00%	30.00%	40.00%	>40.00%	
1000	1999	2.00%	17.00%	32.00%	41.00%	>41.00%	
2000	2999	5.00%	19.00%	33.00%	43.00%	>43.00%	
3000	3999	7.00%	21.00%	35.00%	44.00%	>44.00%	
4000	4999	10.00%	23.00%	37.00%	46.00%	>46.00%	
5000	5999	12.00%	26.00%	39.00%	47.00%	>47.00%	
6000	6999	15.00%	28.00%	40.00%	49.00%	>49.00%	
7000	7999	17.00%	30.00%	42.00%	50.00%	>50.00%	
8000	99999999	20.00%	32.00%	44.00%	52.00%	>52.00%	
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce (Headless Platform) - API Calls (15M)</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce (Headless Platform) - Additional API Calls (15M)</b>							
1	9	0.00%	15.00%	30.00%	40.00%	>40.00%	
10	24	40.00%	50.00%	56.00%	59.00%	>59.00%	
25	49	50.00%	58.00%	63.00%	66.00%	>66.00%	
50	99	58.00%	65.00%	69.00%	72.00%	>72.00%	
100	199	68.00%	73.00%	77.00%	79.00%	>79.00%	
200	99999999	72.00%	76.00%	80.00%	81.00%	>81.00%	
<b>[Enterprise, Unlimited] Commerce Cloud - B2C - Premium - GMV (10,000)</b>							
1	999	11.00%	18.00%	24.00%	30.00%	>30.00%	
1000	1999	15.00%	23.00%	29.00%	37.00%	>45.00%	
2000	3999	25.00%	32.00%	36.00%	46.00%	>55.00%	
4000	7499	32.00%	38.00%	41.00%	52.00%	>62.00%	
7500	13999	38.00%	43.00%	46.00%	57.00%	>68.00%	
14000	19999	43.00%	46.00%	49.00%	61.00%	>72.00%	
20000	29999	45.00%	48.00%	51.00%	63.00%	>75.00%	
30000	39999	48.00%	50.00%	53.00%	65.00%	>77.00%	
40000	99999999	49.00%	52.00%	54.00%	66.00%	>79.00%	
<b>[Enterprise, Unlimited] Commerce Cloud - B2C - Premium - GMV Order Management Orders (License Only)</b>							
<b>[Enterprise, Unlimited] Order Management - B2C - Premium - PPO - Managed Orders (License Only)</b>							
<b>[Enterprise, Unlimited] Order Management - GMV - Unmanaged Orders (1,000)</b>							
<b>[Enterprise, Unlimited] Order Management - Growth - GMV - Managed Orders (1,000)</b>							
<b>[Enterprise, Unlimited] Order Management - Growth - Managed Orders (1,000) - PPO</b>							
<b>[Enterprise, Unlimited] Order Management - Order Visibility (1,000) - PPO</b>							
<b>[Enterprise, Unlimited] Order Management - Starter - Managed Orders (1,000)</b>							
<b>[Enterprise, Unlimited] Order Management - Starter - Orders (1,000) - LP</b>							
1	19	0.00%	15.00%	24.00%	30.00%	>46.00%	
20	199	5.00%	20.00%	30.00%	46.00%	>46.00%	
200	349	11.00%	22.00%	35.00%	50.00%	>50.00%	
350	499	14.00%	24.00%	37.00%	52.00%	>52.00%	
500	749	17.00%	26.00%	39.00%	53.00%	>53.00%	
750	1499	20.00%	28.00%	41.00%	55.00%	>55.00%	
1500	2999	24.00%	30.00%	43.00%	56.00%	>56.00%	
3000	4999	28.00%	35.00%	45.00%	57.00%	>57.00%	
5000	9999	33.00%	40.00%	47.00%	58.00%	>58.00%	
10000	19999	38.00%	45.00%	51.00%	59.00%	>59.00%	
20000	99999999	43.00%	50.00%	56.00%	63.00%	>63.00%	

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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## Commerce

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Commerce Cloud - B2C - Premium - On Demand Sandbox Credits (2M/year)</b>							
1	10	15.00%	25.00%	30.00%	>30.00%		
11	20	18.00%	28.00%	33.00%	>33.00%		
21	40	22.00%	32.00%	37.00%	>37.00%		
41	100	26.00%	36.00%	41.00%	>41.00%		
101	99999999	30.00%	40.00%	45.00%	>45.00%		
<b>[Enterprise, Unlimited] Commerce Cloud - B2C - Premium - PPO (10)</b>							
1	15000	50.00%	55.00%	60.00%	65.00%	70.00%	>70.00%
15001	50000	60.00%	64.00%	68.00%	71.00%	75.00%	>75.00%
50001	100000	70.00%	73.00%	75.00%	78.00%	80.00%	>80.00%
100001	250000	80.00%	83.00%	85.00%	88.00%	90.00%	>90.00%
250001	500000	85.00%	87.00%	89.00%	90.00%	92.00%	>92.00%
500001	1000000	88.00%	89.00%	91.00%	92.00%	93.00%	>93.00%
1000001	3000000	90.00%	91.00%	93.00%	94.00%	95.00%	>95.00%
3000001	99999999	92.00%	93.00%	95.00%	96.00%	97.00%	>97.00%
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Additional Production Realm</b>							
1	99999999			20.00%	50.00%	>50.00%	
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Designated Test Realm</b>							
1	99999999	5.00%	10.00%	20.00%	>20.00%		
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Growth - On Demand Sandbox Credits (1.2M/year)</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - On Demand Sandbox Credits (50K)</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Plus - On Demand Sandbox Credits (2M/year)</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Starter - On Demand Sandbox Credits (750K/year)</b>							
1	10	20.00%	28.00%	36.00%	44.00%	52.00%	>52.00%
11	99999999	26.00%	34.00%	42.00%	50.00%	58.00%	>58.00%
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Plus - Additional PPO</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Plus - Additional PPO - B2B</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Plus - Additional PPO - B2C</b>							
1	25	45.00%	47.00%	49.00%	51.00%		>51.00%
26	100	47.00%	49.00%	51.00%	53.00%		>53.00%
101	200	49.00%	51.00%	53.00%	55.00%		>55.00%
201	1000	51.00%	53.00%	55.00%	57.00%		>57.00%
1001	2000	53.00%	55.00%	57.00%	60.00%		>60.00%
2001	99999999						>0.00%
<b>[Essentials, Professional, Enterprise, Unlimited] B2C Commerce - Sandbox</b>							
1	5		>0.00%				
6	10			>0.00%			
11	99999999				50.00%	>50.00%	
<b>[Enterprise, Unlimited] B2B Commerce - Additional 1,000 Products</b>							
<b>[Enterprise, Professional, Enterprise, Unlimited] B2C Commerce - SSL Certificate Slot</b>							
1	4						>0.00%
5	9	15.00%	30.00%	45.00%			>45.00%
10	19	20.00%	40.00%	60.00%	70.00%	70.00%	>70.00%
20	49	25.00%	50.00%	65.00%	75.00%	80.00%	>80.00%
50	199	35.00%	55.00%	70.00%	80.00%	85.00%	>85.00%
200	499	45.00%	65.00%	75.00%	85.00%	90.00%	>90.00%
500	999	55.00%	70.00%	80.00%	88.00%	92.00%	>92.00%
1000	99999999	65.00%	75.00%	85.00%	91.00%	95.00%	>95.00%
<b>[Enterprise, Unlimited] D2C Commerce - Starter - GMV (1,000)</b>							
1	9999		15.00%	30.00%	40.00%	>40.00%	
10000	19999	2.00%	17.00%	32.00%	41.00%	>41.00%	
20000	29999	5.00%	19.00%	33.00%	43.00%	>43.00%	
30000	39999	7.00%	21.00%	35.00%	44.00%	>44.00%	
40000	49999	10.00%	23.00%	37.00%	46.00%	>46.00%	
50000	59999	12.00%	26.00%	39.00%	47.00%	>47.00%	
60000	69999	15.00%	28.00%	40.00%	49.00%	>49.00%	
70000	79999	17.00%	30.00%	42.00%	50.00%	>50.00%	
80000	99999999	20.00%	32.00%	44.00%	52.00%	>52.00%	
<b>[Enterprise, Unlimited] Omnichannel Inventory - 20 Locations</b>							
<b>[Enterprise, Unlimited] Omnichannel Inventory - 500 Locations</b>							
<b>[Enterprise, Unlimited] Registered Shoppers (100,000)</b>							
1	99999999	>0.00%					
<b>[Enterprise, Unlimited] Retail Cloud POS - Additional GMV (100,000)</b>							
1	9		11.00%	21.00%	37.00%	70.00%	>70.00%
10	49	8.00%	18.00%	27.00%	41.00%	70.00%	>70.00%
50	99	15.00%	23.00%	32.00%	45.00%	70.00%	>70.00%
100	199	22.00%	29.00%	36.00%	49.00%	70.00%	>70.00%
200	499	27.00%	34.00%	41.00%	53.00%	70.00%	>70.00%
500	999	33.00%	39.00%	44.00%	57.00%	70.00%	>70.00%
1000	1999	38.00%	43.00%	48.00%	60.00%	70.00%	>70.00%
2000	4999	39.00%	44.00%	49.00%	62.00%	70.00%	>70.00%
5000	9999	41.00%	46.00%	50.00%	63.00%	70.00%	>70.00%
10000	99999999	43.00%	48.00%	52.00%	66.00%	70.00%	>70.00%

**USD Core Price List Discount Approval Matrix**

User License Comparison

Pricing - Ask Astro

Product Promos

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## Commerce

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Retail Cloud POS - Additional Orders (1,000)</b>							
1	9	11.00%	11.00%	37.00%	70.00%	>70.00%	
10	49	8.00%	18.00%	27.00%	41.00%	70.00%	>70.00%
50	99	15.00%	23.00%	32.00%	45.00%	70.00%	>70.00%
100	199	22.00%	29.00%	36.00%	49.00%	70.00%	>70.00%
200	499	27.00%	34.00%	41.00%	53.00%	70.00%	>70.00%
500	999	33.00%	39.00%	44.00%	57.00%	70.00%	>70.00%
1000	1999	38.00%	43.00%	48.00%	60.00%	70.00%	>70.00%
2000	4999	39.00%	44.00%	49.00%	62.00%	70.00%	>70.00%
5000	9999	41.00%	46.00%	50.00%	63.00%	70.00%	>70.00%
10000	99999999	43.00%	48.00%	52.00%	66.00%	70.00%	>70.00%
<b>[Enterprise, Unlimited] Retail Cloud POS - Additional Store</b>							
1	9	8.00%	18.00%	27.00%	41.00%	70.00%	>70.00%
10	49	22.00%	29.00%	36.00%	49.00%	70.00%	>70.00%
50	99	33.00%	39.00%	44.00%	57.00%	70.00%	>70.00%
100	199	38.00%	43.00%	48.00%	60.00%	70.00%	>70.00%
200	499	39.00%	44.00%	49.00%	62.00%	70.00%	>70.00%
500	999	41.00%	46.00%	50.00%	63.00%	70.00%	>70.00%
1000	99999999	43.00%	48.00%	52.00%	66.00%	70.00%	>70.00%
<b>[Enterprise, Unlimited] Retail Cloud POS - GMV</b>							
<b>[Enterprise, Unlimited] Retail Cloud POS - Orders</b>							
1	99999999	20.00%	25.00%	30.00%	35.00%	42.00%	>42.00%
<b>[Enterprise, Unlimited] Additional Storefront - B2B Commerce</b>							
1	99999999	20.00%	35.00%	50.00%	90.00%	>90.00%	
<b>[Enterprise, Unlimited] B2B Commerce External Logins (Per Month)</b>							
<b>[Enterprise, Unlimited] B2B Commerce External Users</b>							
1	10	10.00%	22.00%	35.00%	>35.00%		
11	20	10.00%	25.00%	40.00%	>40.00%		
21	40	15.00%	30.00%	45.00%	>45.00%		
41	70	23.00%	40.00%	55.00%	>55.00%		
71	100	28.00%	48.00%	60.00%	>60.00%		
101	200	41.00%	52.00%	65.00%	>65.00%		
201	300	50.00%	58.00%	70.00%	>70.00%		
301	500	55.00%	64.00%	70.00%	>70.00%		
501	700	61.00%	66.00%	71.00%	>71.00%		
701	1000	62.00%	68.50%	75.00%	>75.00%		
1001	1500	66.00%	71.50%	77.00%	>77.00%		
1501	2000	68.00%	73.50%	79.00%	>79.00%		
2001	2500	72.00%	77.00%	82.00%	>82.00%		
2501	3000	75.00%	79.50%	84.00%	>84.00%		
3001	3500	76.00%	81.00%	85.00%	>85.00%		
3501	4000	79.00%	84.00%	86.00%	>86.00%		
4001	5000	80.00%	85.00%	88.00%	>88.00%		
5001	10000	84.00%	88.00%	90.00%	>90.00%		
10001	15000	87.00%	89.00%	91.00%	>91.00%		
15001	20000	88.00%	91.00%	92.00%	>92.00%		
20001	30000	88.00%	92.00%	93.00%	>93.00%		
30001	40000	88.00%	92.00%	93.00%	>93.00%		
40001	1000000000	88.00%	92.00%	94.00%	>94.00%		
<b>[Enterprise, Unlimited] Commerce Cloud - Advanced</b>							
<b>[Enterprise, Unlimited] Commerce Cloud - Growth</b>							
<b>[Enterprise, Unlimited] Commerce Emails - GMV (75)</b>							
<b>[Enterprise, Unlimited] Commerce Emails - PPO (5,000)</b>							
<b>[Enterprise, Unlimited] Connected Commerce (Limited) - GMV (1,000)</b>							
<b>[Enterprise, Unlimited] Connected Commerce - GMV (1,000)</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] B2B Commerce Growth - GMV (1,000)</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] B2B Commerce Starter - GMV (1,000)</b>							
1	1999	15.00%	30.00%	52.00%	>52.00%		
20000	34999	12.00%	25.00%	38.00%	55.00%	>55.00%	
35000	49999	22.00%	33.00%	45.00%	58.00%	>58.00%	
50000	64999	31.00%	41.00%	52.00%	62.00%	>62.00%	
65000	79999	39.00%	49.00%	58.00%	66.00%	>66.00%	
80000	114999	47.00%	56.00%	63.00%	70.00%	>70.00%	
115000	154999	54.00%	61.00%	68.00%	73.00%	>73.00%	
155000	194999	56.00%	63.00%	70.00%	75.00%	>75.00%	
195000	249999	58.00%	65.00%	72.00%	76.00%	>76.00%	
250000	99999999	62.00%	68.00%	74.00%	80.00%	>80.00%	
<b>[Essentials, Professional, Enterprise, Unlimited] B2B Commerce Growth - PPO (1,000)</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] B2B Commerce Starter - PPO (1,000)</b>							
1	14	10.00%	24.00%	34.00%	47.00%	>47.00%	
15	49	12.00%	26.00%	38.00%	50.00%	>50.00%	
50	99	14.00%	28.00%	40.00%	53.00%	>53.00%	
100	249	20.00%	32.00%	42.00%	56.00%	>56.00%	
250	499	27.00%	37.00%	47.00%	59.00%	>59.00%	
500	999	35.00%	45.00%	55.00%	64.00%	>64.00%	
1000	2999	43.00%	53.00%	62.00%	67.00%	>67.00%	
3000	99999999	48.00%	58.00%	65.00%	71.00%	>71.00%	

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## Commerce

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] B2B Commerce Internal Users</b>							
1	49	36.00%	42.00%	49.00%	55.00%		>55.00%
50	199	43.00%	50.00%	56.00%	62.00%		>62.00%
200	599	46.00%	53.00%	59.00%	66.00%		>66.00%
600	999	50.00%	56.00%	62.00%	69.00%		>69.00%
1000	1999	53.00%	59.00%	66.00%	72.00%		>72.00%
2000	4999	56.00%	62.00%	69.00%	75.00%		>75.00%
5000	7999	64.00%	72.00%	78.00%	79.00%	81.00%	>81.00%
8000	9999	68.00%	76.00%	81.00%	82.00%	84.00%	>84.00%
10000	19999	72.00%	80.00%	83.00%	86.00%	88.00%	>88.00%
20000	49999	76.00%	84.00%	88.00%	89.00%	90.00%	>90.00%
50000	99999	80.00%	86.00%	88.00%	90.00%	92.00%	>92.00%
100000	199999	86.00%	90.00%	92.00%	94.00%	96.00%	>96.00%
200000	99999999	88.00%	92.00%	94.00%	96.00%	98.00%	>98.00%
<b>[Enterprise, Unlimited] Commerce Cloud - Advanced - GMV (1,000)</b>							
1	1999		11.00%	21.00%	31.00%	52.00%	>52.00%
20000	34999	8.00%	18.00%	27.00%	36.00%	55.00%	>55.00%
35000	49999	15.00%	23.00%	32.00%	41.00%	58.00%	>58.00%
50000	64999	22.00%	29.00%	36.00%	45.00%	62.00%	>62.00%
65000	79999	27.00%	34.00%	41.00%	50.00%	66.00%	>66.00%
80000	114999	33.00%	39.00%	44.00%	55.00%	70.00%	>70.00%
115000	154999	38.00%	43.00%	48.00%	58.00%	73.00%	>73.00%
195000	249999	41.00%	46.00%	50.00%	60.00%	76.00%	>76.00%
250000	99999999	43.00%	48.00%	52.00%	61.00%	80.00%	>80.00%
<b>[Enterprise, Unlimited] Commerce Cloud - Advanced - PPO (1,000)</b>							
1	14	7.00%	17.00%	24.00%	35.00%	47.00%	>47.00%
15	49	8.00%	18.00%	27.00%	38.00%	50.00%	>50.00%
50	99	10.00%	20.00%	28.00%	41.00%	53.00%	>53.00%
100	249	14.00%	22.00%	29.00%	43.00%	56.00%	>56.00%
250	499	19.00%	26.00%	33.00%	46.00%	59.00%	>59.00%
500	999	25.00%	32.00%	39.00%	51.00%	64.00%	>64.00%
1000	2999	30.00%	37.00%	43.00%	55.00%	67.00%	>67.00%
3000	99999999	34.00%	41.00%	46.00%	58.00%	71.00%	>71.00%
<b>[Enterprise, Unlimited] Commerce Cloud - Growth - GMV (1,000)</b>							
1	1999		11.00%	21.00%	37.00%	80.00%	>80.00%
20000	34999	8.00%	18.00%	27.00%	41.00%	80.00%	>80.00%
35000	49999	15.00%	23.00%	32.00%	45.00%	80.00%	>80.00%
50000	64999	22.00%	29.00%	36.00%	49.00%	80.00%	>80.00%
65000	79999	27.00%	34.00%	41.00%	53.00%	80.00%	>80.00%
80000	114999	33.00%	39.00%	44.00%	57.00%	80.00%	>80.00%
115000	154999	38.00%	43.00%	48.00%	60.00%	80.00%	>80.00%
155000	194999	39.00%	44.00%	49.00%	62.00%	80.00%	>80.00%
195000	249999	41.00%	46.00%	50.00%	63.00%	80.00%	>80.00%
250000	99999999	43.00%	48.00%	52.00%	66.00%	80.00%	>80.00%
<b>[Enterprise, Unlimited] Omnichannel Inventory - Additional Locations (100)</b>							
1	99999999	10.00%	25.00%	50.00%	>50.00%		
<b>[Enterprise, Unlimited] Order Management - Additional Business Users</b>							
1	9	16.00%	36.00%	38.00%	46.00%	55.00%	>55.00%
10	24	16.00%	36.00%	38.00%	46.00%	55.00%	>55.00%
25	49	23.00%	38.00%	41.00%	52.00%	55.00%	>55.00%
50	99	23.00%	39.00%	42.00%	58.00%	61.00%	>61.00%
100	199	23.00%	41.00%	43.00%	59.00%	61.00%	>61.00%
200	499	23.00%	45.00%	46.00%	59.00%	61.00%	>61.00%
500	999	23.00%	45.00%	49.00%	59.00%	61.00%	>61.00%
1000	1999	29.00%	49.00%	56.00%	61.00%	64.00%	>64.00%
<b>[Enterprise, Unlimited] Order Management - Business Users</b>							
1	9	14.00%	19.00%	24.00%	32.00%	>32.00%	
10	19	14.00%	19.00%	24.00%	32.00%	>32.00%	
20	29	14.00%	19.00%	24.00%	33.00%	>33.00%	
30	39	14.00%	19.00%	24.00%	34.00%	>34.00%	
40	49	14.00%	19.00%	24.00%	35.00%	>35.00%	
50	99	18.00%	27.00%	28.00%	36.00%	>36.00%	
100	199	19.00%	27.00%	29.00%	37.00%	>37.00%	
200	99999999						>0.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

Salesforce Confidential - Internal Use Only

## Cross Cloud Allocations

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Consumer Goods Cloud - Retail Execution - Contractor</b>							
1	10	2.00%	5.50%	15.00%	30.00%	>30.00%	
11	20	3.00%	7.00%	20.00%	35.00%	>35.00%	
21	40	7.00%	10.50%	25.00%	40.00%	>40.00%	
41	70	14.00%	20.00%	35.00%	40.00%	>40.00%	
71	100	15.00%	28.00%	38.00%	43.00%	>43.00%	
101	200	20.00%	32.00%	38.00%	43.00%	>43.00%	
201	300	25.00%	32.00%	39.00%	44.00%	>44.00%	
301	500	25.00%	36.00%	40.00%	49.00%	>49.00%	
501	700	30.00%	36.00%	44.00%	51.00%	>51.00%	
701	1000	35.00%	43.00%	50.50%	55.50%	>55.50%	
1001	1500	35.00%	47.00%	56.00%	62.00%	>62.00%	
1501	2000	45.00%	55.00%	62.00%	66.00%	>66.00%	
2001	2500	45.00%	57.00%	66.00%	69.00%	>69.00%	
2501	3000	50.00%	59.00%	66.00%	69.00%	>69.00%	
3001	3500	54.00%	60.00%	66.00%	71.00%	>71.00%	
3501	4000	58.00%	61.00%	66.00%	73.00%	>73.00%	
4001	5000	60.00%	65.00%	70.00%	76.00%	>76.00%	
5001	10000	65.00%	70.00%	78.00%	83.00%	>83.00%	
10001	15000	70.00%	75.00%	82.00%	87.00%	>87.00%	
15001	20000	75.00%	80.00%	86.00%	88.00%	>88.00%	
20001	30000	80.00%	83.00%	86.00%	90.00%	>90.00%	
30001	40000	85.00%	86.00%	88.00%	90.50%	>90.50%	
40001	50000	85.00%	88.00%	90.00%	92.30%	>92.30%	
50001	100000000						>0.00%
<b>[Enterprise, Unlimited] Media Cloud Advanced - Sales &amp; Service</b>							
<b>[Unlimited] Communications Cloud Advanced - Sales &amp; Service</b>							
<b>[Unlimited] Communications Cloud Growth - Sales &amp; Service</b>							
<b>[Unlimited] Energy &amp; Utilities Cloud Growth - Sales &amp; Service</b>							
<b>[Unlimited] Energy &amp; Utilities Cloud Growth - Sales &amp; Service - MP</b>							
<b>[Unlimited] Financial Services Cloud - Sales &amp; Service</b>							
<b>[Unlimited] Life Sciences Cloud</b>							
<b>[Unlimited] Media Cloud Growth - Sales &amp; Service</b>							
1	9	25.00%	35.00%	41.00%	45.00%	54.00%	>54.00%
10	24	28.00%	37.00%	41.00%	47.00%	54.00%	>54.00%
25	49	31.00%	37.00%	41.00%	47.00%	56.00%	>56.00%
50	99	34.00%	38.00%	44.00%	48.00%	57.00%	>57.00%
100	199	35.00%	43.00%	51.00%	56.00%	59.00%	>59.00%
200	499	35.00%	49.00%	56.00%	59.00%	64.00%	>64.00%
500	999	35.00%	50.00%	58.00%	65.00%	69.00%	>69.00%
1000	1999	39.00%	51.00%	64.00%	70.00%	74.00%	>74.00%
2000	2999	39.00%	55.00%	67.00%	75.00%	81.00%	>81.00%
3000	4999	39.00%	56.00%	69.00%	77.00%	83.00%	>83.00%
5000	7499	44.00%	58.00%	71.00%	79.00%	86.00%	>86.00%
7500	100000000	45.00%	59.00%	72.00%	80.00%	87.00%	>87.00%
<b>[Enterprise] Consumer Goods Cloud - Retail Execution - Field Sales</b>							
<b>[Enterprise] Nonprofit Cloud</b>							
1	9	16.00%	22.00%	30.00%	39.00%	44.00%	>44.00%
10	24	17.00%	23.00%	33.00%	43.00%	49.00%	>49.00%
25	49	20.00%	26.00%	34.00%	44.00%	51.00%	>51.00%
50	99	21.00%	27.00%	35.00%	45.00%	53.00%	>53.00%
100	199	23.00%	29.00%	39.00%	49.00%	56.00%	>56.00%
200	499	24.00%	36.00%	46.00%	54.00%	58.00%	>58.00%
500	999	24.00%	39.00%	50.00%	59.00%	64.00%	>64.00%
1000	1999	25.00%	41.00%	52.00%	62.00%	67.00%	>67.00%
2000	100000000	25.00%	44.00%	57.00%	68.00%	73.00%	>73.00%
<b>[Enterprise, Unlimited] Microsoft Teams Integration</b>							
1	999999999	>0.00%					
<b>[Enterprise] Automotive Cloud</b>							
<b>[Enterprise] Manufacturing Cloud - Sales and Service</b>							
1	9	16.00%	36.00%	38.00%	46.00%	55.00%	>55.00%
10	24	16.00%	36.00%	38.00%	46.00%	55.00%	>55.00%
25	49	23.00%	38.00%	41.00%	52.00%	55.00%	>55.00%
50	99	23.00%	39.00%	42.00%	58.00%	61.00%	>61.00%
100	199	23.00%	41.00%	43.00%	59.00%	61.00%	>61.00%
200	499	23.00%	45.00%	46.00%	59.00%	61.00%	>61.00%
500	999	23.00%	45.00%	49.00%	59.00%	61.00%	>61.00%
1000	999999999	29.00%	49.00%	56.00%	61.00%	64.00%	>64.00%
<b>[Enterprise, Unlimited] Agentforce for Automotive Add-on</b>							
<b>[Enterprise, Unlimited] Agentforce for Communications Add-on</b>							
<b>[Enterprise, Unlimited] Agentforce for Consumer Goods Add-on</b>							
<b>[Enterprise, Unlimited] Agentforce for Education Add-on</b>							
<b>[Enterprise, Unlimited] Agentforce for Energy &amp; Utilities Add-on</b>							
<b>[Enterprise, Unlimited] Agentforce for Financial Services Add-on</b>							
<b>[Enterprise, Unlimited] Agentforce for Health Add-on</b>							
<b>[Enterprise, Unlimited] Agentforce for Life Sciences Add-on</b>							
<b>[Enterprise, Unlimited] Agentforce for Manufacturing Add-on</b>							
<b>[Enterprise, Unlimited] Agentforce for Media Add-on</b>							
<b>[Enterprise, Unlimited] Agentforce for Nonprofit Add-on</b>							
<b>[Enterprise, Unlimited] Agentforce for Public Sector Add-on</b>							
1	9	19.00%	24.00%	29.00%	33.00%	43.00%	>43.00%
10	49	30.00%	34.00%	38.00%	42.00%	50.00%	>50.00%
50	199	32.00%	36.00%	40.00%	44.00%	52.00%	>52.00%
200	499	33.00%	37.00%	41.00%	45.00%	53.00%	>53.00%
500	999	36.00%	40.00%	44.00%	47.00%	55.00%	>55.00%
1000	1999	45.00%	48.00%	51.00%	54.00%	61.00%	>61.00%
2000	2999	46.00%	49.00%	52.00%	55.00%	62.00%	>62.00%
3000	4999	52.00%	55.00%	58.00%	60.00%	66.00%	>66.00%
5000	7499	55.00%	57.00%	60.00%	63.00%	68.00%	>68.00%
7500	999999999	56.00%	59.00%	61.00%	64.00%	69.00%	>69.00%

**USD Core Price List Discount Approval Matrix**

User License Comparison

Pricing - Ask Astro

Product Promos

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## Cross Cloud Allocations

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<p>[Enterprise, Unlimited] Automotive Cloud Intelligence  [Enterprise, Unlimited] Automotive Cloud Intelligence + Tableau  [Enterprise, Unlimited] Communications Cloud Intelligence  [Enterprise, Unlimited] Communications Cloud Intelligence + Tableau  [Enterprise, Unlimited] Consumer Goods Cloud Intelligence  [Enterprise, Unlimited] Consumer Goods Cloud Intelligence + Tableau  [Enterprise, Unlimited] Education Cloud Intelligence  [Enterprise, Unlimited] Education Cloud Intelligence + Tableau  [Enterprise, Unlimited] Energy &amp; Utilities Cloud Intelligence  [Enterprise, Unlimited] Energy &amp; Utilities Cloud Intelligence + Tableau  [Enterprise, Unlimited] Financial Services Cloud Intelligence  [Enterprise, Unlimited] Financial Services Cloud Intelligence + Tableau  [Enterprise, Unlimited] Manufacturing Cloud Intelligence  [Enterprise, Unlimited] Manufacturing Cloud Intelligence + Tableau  [Enterprise, Unlimited] Media Cloud Intelligence  [Enterprise, Unlimited] Media Cloud Intelligence + Tableau  [Enterprise, Unlimited] Revenue Intelligence  [Enterprise, Unlimited] Revenue Intelligence + Tableau  [Enterprise] Communications Cloud Advanced - Sales &amp; Service  [Enterprise] Communications Cloud Growth - Sales &amp; Service  [Enterprise] Energy &amp; Utilities Cloud Growth - Sales &amp; Service  [Enterprise] Energy &amp; Utilities Cloud Growth - Sales &amp; Service - MP  [Enterprise] Financial Services Cloud - Sales &amp; Service  [Enterprise] Life Sciences Cloud  [Enterprise] Media Cloud Growth - Sales &amp; Service  [Enterprise] Retail Execution - Strategic Sales </p>							
1	9	40.00%	44.00%	52.00%	59.00%	63.00%	>63.00%
10	24	40.00%	45.00%	53.00%	59.00%	66.00%	>66.00%
25	49	42.00%	45.00%	53.00%	61.00%	66.00%	>66.00%
50	99	43.00%	46.00%	54.00%	62.00%	67.00%	>67.00%
100	199	44.00%	50.00%	57.00%	65.00%	69.00%	>69.00%
200	499	45.00%	54.00%	61.00%	67.00%	70.00%	>70.00%
500	999	46.00%	56.00%	63.00%	70.00%	73.00%	>73.00%
1000	1999	47.00%	58.00%	65.00%	73.00%	76.00%	>76.00%
2000	99999999	48.00%	60.00%	68.00%	75.00%	81.00%	>81.00%
<p>[Enterprise] Consumer Goods Cloud - Sales &amp; Service </p>							
1	9	18.00%	24.00%	35.00%	43.00%	49.00%	>49.00%
10	24	19.00%	26.00%	37.00%	58.00%	60.00%	>60.00%
25	49	22.00%	26.00%	37.00%	58.00%	60.00%	>60.00%
50	99	23.00%	26.00%	38.00%	59.00%	61.00%	>61.00%
100	199	24.00%	31.00%	42.00%	59.00%	61.00%	>61.00%
200	499	25.00%	37.00%	48.00%	60.00%	63.00%	>61.00%
500	999	25.00%	40.00%	51.00%	60.00%	65.00%	>65.00%
1000	1999	27.00%	42.00%	53.00%	63.00%	67.00%	>67.00%
2000	99999999	27.00%	45.00%	58.00%	68.00%	74.00%	>74.00%
<p>[Unlimited] Consumer Goods Cloud - Retail Execution - Field Sales  [Unlimited] Consumer Goods Cloud - Sales &amp; Service  [Unlimited] E&amp;U Cloud - Sales - Agentforce 1 Edition  [Unlimited] Education Cloud - Sales - Agentforce 1 Edition  [Unlimited] Field Service - Agentforce 1 Edition  [Unlimited] Financial Services Cloud - Sales - Agentforce 1 Edition  [Unlimited] Manufacturing Cloud - Sales - Agentforce 1 Edition  [Unlimited] Nonprofit Cloud  [Unlimited] Nonprofit Cloud - Sales - Agentforce 1 Edition  [Unlimited] Sales Cloud - Agentforce 1 Edition </p>							
1	9	17.00%	27.00%	35.00%	39.00%	48.00%	>48.00%
10	24	19.00%	29.00%	36.00%	41.00%	49.00%	>49.00%
25	49	23.00%	30.00%	36.00%	41.00%	50.00%	>50.00%
50	99	25.00%	30.00%	38.00%	43.00%	54.00%	>54.00%
100	199	27.00%	37.00%	46.00%	51.00%	56.00%	>56.00%
200	499	27.00%	42.00%	50.00%	56.00%	60.00%	>60.00%
500	999	27.00%	45.00%	54.00%	61.00%	65.00%	>65.00%
1000	1999	33.00%	46.00%	60.00%	67.00%	71.00%	>71.00%
2000	2999	33.00%	49.00%	64.00%	72.00%	79.00%	>79.00%
3000	4999	33.00%	51.00%	65.00%	75.00%	81.00%	>81.00%
5000	7499	37.00%	54.00%	67.00%	77.00%	83.00%	>83.00%
7500	1000000000	38.00%	55.00%	68.00%	78.00%	85.00%	>85.00%
<p>[Enterprise, Unlimited] Retail Execution - Merchandiser </p>							
1	499	0.00%	20.00%	25.00%	35.00%	50.00%	>50.00%
500	999	20.00%	25.00%	30.00%	40.00%	55.00%	>55.00%
1000	1999	24.00%	30.00%	35.00%	45.00%	60.00%	>60.00%
2000	4999	28.00%	35.00%	40.00%	50.00%	65.00%	>65.00%
5000	9999	32.00%	40.00%	45.00%	55.00%	70.00%	>70.00%
10000	14999	36.00%	45.00%	50.00%	60.00%	75.00%	>75.00%
15000	19999	40.00%	50.00%	55.00%	65.00%	80.00%	>80.00%
20000	24999	44.00%	55.00%	60.00%	70.00%	85.00%	>85.00%
25000	99999999	48.00%	60.00%	65.00%	75.00%	90.00%	>90.00%
<p>[Unlimited] Retail Execution - Strategic Sales </p>							
1	9	32.00%	41.00%	47.00%	50.00%	58.00%	>58.00%
10	24	35.00%	43.00%	47.00%	52.00%	58.00%	>58.00%
25	49	38.00%	43.00%	47.00%	52.00%	60.00%	>60.00%
50	99	40.00%	44.00%	49.00%	53.00%	61.00%	>61.00%
100	199	41.00%	48.00%	56.00%	61.00%	63.00%	>63.00%
200	499	41.00%	54.00%	60.00%	63.00%	67.00%	>67.00%
500	999	41.00%	55.00%	62.00%	68.00%	72.00%	>72.00%
1000	1999	45.00%	56.00%	67.00%	73.00%	76.00%	>76.00%
2000	2999	45.00%	59.00%	70.00%	77.00%	83.00%	>83.00%
3000	4999	45.00%	61.00%	72.00%	79.00%	85.00%	>85.00%
5000	7499	49.00%	62.00%	74.00%	81.00%	87.00%	>87.00%
7500	99999999	50.00%	63.00%	75.00%	82.00%	88.00%	>88.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

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## Cross Cloud Allocations

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Unlimited] Automotive Cloud - Service - Agentforce 1 Edition</b>							
1	9	25.00%	34.00%	41.00%	45.00%	53.00%	>53.00%
10	24	27.00%	36.00%	42.00%	47.00%	53.00%	>53.00%
25	49	30.00%	36.00%	42.00%	47.00%	55.00%	>55.00%
50	99	32.00%	37.00%	44.00%	48.00%	58.00%	>58.00%
100	199	34.00%	43.00%	51.00%	56.00%	60.00%	>60.00%
200	499	34.00%	48.00%	55.00%	60.00%	64.00%	>64.00%
500	999	34.00%	50.00%	58.00%	65.00%	68.00%	>68.00%
1000	1999	39.00%	51.00%	64.00%	70.00%	74.00%	>74.00%
2000	2999	39.00%	54.00%	67.00%	75.00%	81.00%	>81.00%
3000	4999	39.00%	56.00%	68.00%	77.00%	83.00%	>83.00%
5000	7499	43.00%	58.00%	70.00%	79.00%	85.00%	>85.00%
7500	99999999	44.00%	59.00%	71.00%	80.00%	86.00%	>86.00%
<b>[Unlimited] Communications Cloud - Sales - Agentforce 1 Edition</b>							
1	9	6.00%	19.00%	26.00%	31.00%	42.00%	>42.00%
10	24	10.00%	21.00%	26.00%	33.00%	42.00%	>42.00%
25	49	14.00%	21.00%	26.00%	33.00%	44.00%	>44.00%
50	99	17.00%	22.00%	29.00%	34.00%	46.00%	>46.00%
100	199	19.00%	28.00%	38.00%	45.00%	48.00%	>48.00%
200	499	19.00%	36.00%	45.00%	48.00%	55.00%	>55.00%
500	999	19.00%	37.00%	47.00%	56.00%	61.00%	>61.00%
1000	1999	23.00%	38.00%	55.00%	62.00%	67.00%	>67.00%
2000	2999	23.00%	43.00%	58.00%	68.00%	76.00%	>76.00%
3000	4999	23.00%	45.00%	61.00%	71.00%	78.00%	>78.00%
5000	7499	29.00%	47.00%	63.00%	73.00%	82.00%	>82.00%
7500	99999999	31.00%	48.00%	65.00%	75.00%	83.00%	>83.00%
<b>[Unlimited] Consumer Goods Cloud - Sales - Agentforce 1 Edition</b>							
1	9	20.00%	30.00%	37.00%	41.00%	50.00%	>50.00%
10	24	22.00%	32.00%	38.00%	44.00%	50.00%	>50.00%
25	49	26.00%	32.00%	38.00%	44.00%	52.00%	>52.00%
50	99	28.00%	33.00%	40.00%	45.00%	55.00%	>55.00%
100	199	30.00%	39.00%	48.00%	53.00%	57.00%	>57.00%
200	499	30.00%	45.00%	52.00%	57.00%	61.00%	>61.00%
500	999	35.00%	47.00%	55.00%	63.00%	66.00%	>66.00%
1000	1999	35.00%	48.00%	61.00%	68.00%	72.00%	>72.00%
2000	2999	35.00%	51.00%	65.00%	73.00%	79.00%	>79.00%
3000	4999	35.00%	53.00%	66.00%	75.00%	82.00%	>82.00%
5000	7499	39.00%	55.00%	68.00%	77.00%	84.00%	>84.00%
7500	99999999	40.00%	56.00%	69.00%	78.00%	85.00%	>85.00%
<b>[Unlimited] E&amp;U Cloud - Service - Agentforce 1 Edition</b>							
1	9	12.00%	22.00%	31.00%	35.00%	45.00%	>45.00%
10	24	14.00%	25.00%	32.00%	37.00%	46.00%	>46.00%
25	49	18.00%	25.00%	32.00%	37.00%	47.00%	>47.00%
50	99	20.00%	26.00%	34.00%	39.00%	51.00%	>51.00%
100	199	22.00%	33.00%	42.00%	48.00%	53.00%	>53.00%
200	499	22.00%	38.00%	47.00%	53.00%	57.00%	>57.00%
500	999	22.00%	41.00%	51.00%	58.00%	63.00%	>63.00%
1000	1999	29.00%	42.00%	57.00%	65.00%	69.00%	>69.00%
2000	2999	29.00%	46.00%	61.00%	70.00%	77.00%	>77.00%
3000	4999	29.00%	48.00%	63.00%	73.00%	79.00%	>79.00%
5000	7499	33.00%	51.00%	65.00%	75.00%	82.00%	>82.00%
7500	99999999	34.00%	52.00%	66.00%	76.00%	84.00%	>84.00%
<b>[Unlimited] MuleSoft Provisioning for FS - Agentforce 1 Edition - Advanced Flows</b>							
<b>[Unlimited] MuleSoft Provisioning for FS - Agentforce 1 Edition - Starter Flows</b>							
1	99999999	>0.00%					
<b>[Unlimited] Public Sector - Service - Agentforce 1 Edition</b>							
1	9	30.00%	40.00%	50.00%	56.00%	61.00%	>61.00%
10	24	32.00%	42.00%	52.00%	59.00%	64.00%	>64.00%
25	49	35.00%	45.00%	55.00%	62.00%	68.00%	>68.00%
50	99	38.00%	48.00%	58.00%	66.00%	72.00%	>72.00%
100	199	40.00%	50.00%	61.00%	69.00%	75.00%	>75.00%
200	499	44.00%	54.00%	65.00%	73.00%	79.00%	>79.00%
500	999	48.00%	58.00%	69.00%	77.00%	83.00%	>83.00%
1000	1999	52.00%	62.00%	73.00%	81.00%	87.00%	>87.00%
2000	2999	56.00%	66.00%	77.00%	85.00%	89.00%	>89.00%
3000	4999	58.00%	68.00%	79.00%	87.00%	90.00%	>90.00%
5000	7499	60.00%	70.00%	81.00%	89.00%	91.00%	>91.00%
7500	9999	60.00%	70.00%	81.00%	89.00%	92.00%	>92.00%
10000	99999999						>0.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

Salesforce Confidential - Internal Use Only

## Cross Cloud Allocations

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Additional FSC Insights Credits (10,000)</b>							
[Enterprise, Unlimited] FSC Financial Insights							
1	99	10.00%	15.00%	35.00%	50.00%		>50.00%
100	999	15.00%	20.00%	40.00%	55.00%		>55.00%
1000	2999	15.00%	25.00%	45.00%	60.00%		>80.00%
3000	4999	20.00%	30.00%	45.00%	64.00%		>84.00%
5000	6999	20.00%	30.00%	45.00%	65.00%		>85.00%
7000	9999	25.00%	35.00%	50.00%	69.00%		>89.00%
10000	29999	25.00%	35.00%	50.00%	90.00%		>90.00%
30000	49999	30.00%	40.00%	55.00%	93.00%		>93.00%
50000	69999	30.00%	40.00%	65.00%	94.00%		>94.00%
70000	99999999	35.00%	45.00%	70.00%	94.00%		>94.00%
<b>[Enterprise] Sales &amp; Service Cloud (Emerging Market)</b>							
[Professional] Financial Services Cloud - Sales & Service							
1	9	38.00%	43.00%	50.00%	57.00%	61.00%	>61.00%
10	24	39.00%	45.00%	52.00%	60.00%	65.00%	>66.00%
25	49	41.00%	45.00%	52.00%	60.00%	66.00%	>66.00%
50	99	42.00%	45.00%	53.00%	61.00%	66.00%	>66.00%
100	199	42.00%	47.00%	58.00%	71.00%	76.00%	>76.00%
200	499	43.00%	53.00%	64.00%	79.00%	85.00%	>85.00%
500	999	43.00%	56.00%	68.00%	83.00%	86.00%	>86.00%
1000	99999999						>0.00%
<b>[Enterprise, Unlimited] Insurance Product Administration</b>							
[Enterprise, Unlimited] Insurance Product Administration							
1	1	16.00%	22.00%	27.00%	34.00%	40.00%	>40.00%
2	3	20.00%	24.00%	30.00%	35.00%	42.00%	>42.00%
4	9	22.00%	27.00%	32.00%	38.00%	45.00%	>45.00%
10	24	26.00%	30.00%	35.00%	40.00%	50.00%	>50.00%
25	49	30.00%	34.00%	38.00%	43.00%	54.00%	>54.00%
50	99	32.00%	34.00%	40.00%	46.00%	58.00%	>58.00%
100	249	34.00%	37.00%	43.00%	50.00%	61.00%	>61.00%
250	499	34.00%	40.00%	48.00%	53.00%	64.00%	>64.00%
500	999	38.00%	42.00%	50.00%	56.00%	68.00%	>68.00%
1000	4999	40.00%	46.00%	52.00%	60.00%	72.00%	>72.00%
5000	99999999						>0.00%
<b>[Enterprise] Health Cloud</b>							
[Enterprise] Health Cloud							
1	9	40.00%			59.00%	65.00%	>65.00%
10	24	43.00%			61.00%	67.00%	>67.00%
25	49	46.00%			64.00%	70.00%	>70.00%
50	99	49.00%			67.00%	73.00%	>73.00%
100	199	52.00%			70.00%	76.00%	>76.00%
200	499	55.00%			73.00%	79.00%	>79.00%
500	999	58.00%			76.00%	82.00%	>82.00%
1000	1999	61.00%			79.00%	85.00%	>85.00%
2000	99999999	64.00%			82.00%	88.00%	>88.00%
<b>[Unlimited] Health Cloud</b>							
[Unlimited] Health Cloud							
1	9	35.00%			47.00%	55.00%	>55.00%
10	24	38.00%			50.00%	57.00%	>57.00%
25	49	41.00%			53.00%	60.00%	>60.00%
50	99	44.00%			61.00%	64.00%	>64.00%
100	199	47.00%			65.00%	67.00%	>67.00%
200	499	50.00%			70.00%	72.00%	>72.00%
500	999	53.00%			72.00%	75.00%	>75.00%
1000	1999	56.00%			75.00%	78.00%	>78.00%
2000	2999	59.00%			77.00%	81.00%	>81.00%
3000	4999	62.00%			80.00%	84.00%	>84.00%
5000	7499	65.00%			82.00%	86.00%	>86.00%
7500	99999999	68.00%			84.00%	88.00%	>88.00%
<b>[Unlimited] Automotive Cloud</b>							
[Unlimited] Manufacturing Cloud - Sales and Service							
1	9	15.00%	25.00%	34.00%	38.00%	47.00%	>47.00%
10	24	18.00%	27.00%	35.00%	39.00%	47.00%	>47.00%
25	49	21.00%	27.00%	35.00%	39.00%	50.00%	>50.00%
50	99	24.00%	29.00%	37.00%	41.00%	52.00%	>52.00%
100	199	25.00%	36.00%	45.00%	51.00%	55.00%	>55.00%
200	499	25.00%	40.00%	50.00%	55.00%	59.00%	>59.00%
500	999	25.00%	44.00%	52.00%	60.00%	65.00%	>65.00%
1000	1999	30.00%	45.00%	59.00%	66.00%	71.00%	>71.00%
2000	2999	30.00%	48.00%	62.00%	72.00%	79.00%	>79.00%
3000	4999	30.00%	50.00%	65.00%	75.00%	80.00%	>80.00%
5000	7499	35.00%	52.00%	66.00%	77.00%	82.00%	>82.00%
7500	1000000000	36.00%	52.00%	67.00%	78.00%	83.00%	>83.00%
<b>[Enterprise, Unlimited] Marketing Cloud Intelligence+ Growth</b>							
[Enterprise, Unlimited] Marketing Cloud Intelligence+ Growth - Agency							
[Enterprise, Unlimited] Marketing Cloud Intelligence+ Plus							
[Enterprise, Unlimited] Marketing Cloud Intelligence+ Plus - Agency							
[Enterprise, Unlimited] Marketing Intelligence							
1	99999999	15.00%	25.00%	50.00%	65.00%		>65.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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Salesforce Confidential - Internal Use Only

## Cross Cloud Allocations

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise] Education Cloud</b>							
1	9	29.00%	38.00%	47.00%	55.00%	62.00%	>62.00%
10	24	35.00%	40.00%	48.00%	56.00%	63.00%	>63.00%
25	49	37.00%	41.00%	50.00%	58.00%	65.00%	>65.00%
50	99	39.00%	43.00%	52.00%	60.00%	67.00%	>67.00%
100	199	41.00%	45.00%	53.00%	62.00%	69.00%	>69.00%
200	499	42.00%	48.00%	55.00%	64.00%	70.00%	>70.00%
500	999	45.00%	50.00%	58.00%	67.00%	72.00%	>72.00%
1000	1999	48.00%	53.00%	61.00%	69.00%	74.00%	>74.00%
2000	999999	50.00%	55.00%	63.00%	72.00%	76.00%	>76.00%
<b>[Unlimited] Education Cloud</b>							
1	9	35.00%	40.00%	46.00%	53.00%	61.00%	>61.00%
10	24	36.00%	42.00%	48.00%	55.00%	63.00%	>63.00%
25	49	38.00%	43.00%	49.00%	57.00%	64.00%	>64.00%
50	99	40.00%	45.00%	51.00%	57.00%	66.00%	>66.00%
100	199	41.00%	47.00%	53.00%	59.00%	68.00%	>68.00%
200	499	42.00%	49.00%	55.00%	61.00%	70.00%	>70.00%
500	999	45.00%	51.00%	57.00%	63.00%	72.00%	>72.00%
1000	1999	48.00%	54.00%	59.00%	66.00%	74.00%	>74.00%
2000	2999	50.00%	57.00%	62.00%	69.00%	76.00%	>76.00%
3000	4999	53.00%	58.00%	64.00%	71.00%	79.00%	>79.00%
5000	7499	56.00%	61.00%	67.00%	74.00%	82.00%	>82.00%
7500	999999	57.00%	63.00%	70.00%	76.00%	84.00%	>84.00%
<b>[Enterprise] Sales &amp; Service Cloud</b>							
1	9	1.00%	9.00%	21.00%	32.00%	47.00%	>47.00%
10	24	2.00%	12.00%	24.00%	36.00%	48.00%	>48.00%
25	49	6.00%	12.00%	24.00%	36.00%	49.00%	>49.00%
50	99	7.00%	12.00%	26.00%	37.00%	50.00%	>50.00%
100	199	9.00%	16.00%	30.00%	43.00%	53.00%	>53.00%
200	499	10.00%	24.00%	36.00%	46.00%	55.00%	>55.00%
500	999	10.00%	28.00%	41.00%	52.00%	58.00%	>58.00%
1000	1999	12.00%	30.00%	43.00%	55.00%	61.00%	>61.00%
2000	99999999	12.00%	34.00%	49.00%	62.00%	68.00%	>68.00%
<b>[Unlimited] Sales &amp; Service Cloud</b>							
1	9		9.00%	19.00%	24.00%	48.00%	>48.00%
10	24		11.00%	20.00%	26.00%	49.00%	>49.00%
25	49	4.00%	11.00%	20.00%	26.00%	50.00%	>50.00%
50	99	6.00%	13.00%	23.00%	29.00%	54.00%	>54.00%
100	199	9.00%	21.00%	33.00%	39.00%	54.00%	>54.00%
200	499	9.00%	28.00%	38.00%	45.00%	55.00%	>55.00%
500	999	9.00%	31.00%	43.00%	51.00%	56.00%	>56.00%
1000	1999	16.00%	33.00%	50.00%	59.00%	64.00%	>64.00%
2000	2999	16.00%	36.00%	55.00%	65.00%	74.00%	>74.00%
3000	4999	16.00%	39.00%	56.00%	69.00%	76.00%	>76.00%
5000	7499	21.00%	43.00%	59.00%	71.00%	79.00%	>79.00%
7500	99999999	23.00%	44.00%	60.00%	73.00%	81.00%	>81.00%
<b>[Unlimited] Sales &amp; Service Cloud (Emerging Market)</b>							
1	9	44.00%	51.00%	56.00%	59.00%	66.00%	>66.00%
10	24	46.00%	52.00%	57.00%	61.00%	66.00%	>66.00%
25	49	48.00%	52.00%	57.00%	61.00%	66.00%	>66.00%
50	99	49.00%	53.00%	58.00%	62.00%	68.00%	>68.00%
100	199	51.00%	58.00%	64.00%	67.00%	70.00%	>70.00%
200	499	51.00%	61.00%	69.00%	76.00%	79.00%	>79.00%
500	999	51.00%	64.00%	71.00%	81.00%	85.00%	>85.00%
1000	99999999						>0.00%
<b>[Professional] Salesforce Starter</b>							
1	999999						>0.00%
<b>[Professional, Enterprise] Premier Success Plan - Salesforce Platform</b>							
1	999999999	20.00%	35.00%	38.00%	40.00%		>40.00%
<b>[Enterprise] US Premier Success for Regulated Industries - Salesforce Platform</b>							
1	999999999		5.00%	10.00%	20.00%		>20.00%

**USD Core Price List Discount Approval Matrix**

User License Comparison

Pricing - Ask Astro

Product Promos

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## Marketing

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Salesforce SMS Long Code Lease - Rate Group A</b>							
1	999999999						>0.00%
<b>[Enterprise, Unlimited] Salesforce SMS Long Code Lease - Rate Group B</b>							
1	999999999						
<b>[Enterprise, Unlimited] Salesforce SMS Long Code Lease - Rate Group C</b>							
1	999999999						
<b>[Enterprise, Unlimited] Salesforce SMS Long Code Setup - Rate Group A</b>							
1	999999999						
<b>[Enterprise, Unlimited] Salesforce SMS Long Predefined Alphanumeric Code Setup</b>							
1	999999999						
<b>[Enterprise, Unlimited] Salesforce SMS Short Code Lease - Rate Group A</b>							
1	999999999						
<b>[Enterprise, Unlimited] Salesforce SMS Short Code Lease - Rate Group B</b>							
1	999999999						
<b>[Enterprise, Unlimited] Salesforce SMS Short Code Lease - Rate Group C</b>							
1	999999999						
<b>[Enterprise, Unlimited] Salesforce SMS Short Code Lease - Rate Group D</b>							
1	999999999						
<b>[Enterprise, Unlimited] Salesforce SMS Short Code Setup - Rate Group A</b>							
1	999999999						
<b>[Enterprise, Unlimited] Salesforce SMS Short Code Setup - Rate Group B</b>							
1	999999999						
<b>[Enterprise, Unlimited] Salesforce SMS Short Code Setup - Rate Group C</b>							
1	999999999						
<b>[Professional] Marketing Email Sends (1,000/month)</b>							
1	999999999						>0.00%
<b>[Enterprise, Unlimited] Loyalty Management - Historical Events</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Sales Cloud Features - Advanced - LP</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Sales Cloud Features - Pro</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Sales Cloud Features - Standard</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Sales Cloud Features - Ultimate</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Engagement History Dashboards - Additional User</b>							
1	9	14.00%	19.00%	24.00%	32.00%	>32.00%	
10	19	14.00%	19.00%	24.00%	32.00%	>32.00%	
20	29	14.00%	19.00%	24.00%	33.00%	>33.00%	
30	39	14.00%	19.00%	24.00%	34.00%	>34.00%	
40	49	14.00%	19.00%	24.00%	35.00%	>35.00%	
50	99	18.00%	27.00%	28.00%	36.00%	>36.00%	
100	199	19.00%	27.00%	29.00%	37.00%	>37.00%	
200	999999999						>0.00%
<b>[Enterprise, Unlimited] Loyalty Management User</b>							
1	9	32.00%	41.00%	47.00%	50.00%	58.00%	>58.00%
10	24	35.00%	43.00%	47.00%	52.00%	58.00%	>58.00%
25	49	38.00%	43.00%	47.00%	52.00%	60.00%	>60.00%
50	99	40.00%	44.00%	49.00%	53.00%	61.00%	>61.00%
100	199	41.00%	48.00%	56.00%	61.00%	63.00%	>63.00%
200	499	41.00%	54.00%	60.00%	63.00%	67.00%	>67.00%
500	999	41.00%	55.00%	62.00%	68.00%	72.00%	>72.00%
1000	1999	45.00%	56.00%	67.00%	73.00%	76.00%	>76.00%
2000	2999	45.00%	59.00%	70.00%	77.00%	83.00%	>83.00%
3000	4999	45.00%	61.00%	72.00%	79.00%	85.00%	>85.00%
5000	7499	49.00%	62.00%	74.00%	81.00%	87.00%	>87.00%
7500	999999999	50.00%	63.00%	75.00%	82.00%	88.00%	>88.00%
<b>[Professional, Enterprise, Unlimited] Premier Success Plan - Marketing Cloud Account Engagement</b>							
1	999999999	20.00%	35.00%	38.00%	40.00%		>40.00%
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - API Access (100,000/day)</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced Dynamic Content</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced Dynamic Analytics</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced IP Address</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced Email Analytics</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced Custom Fields (10)</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced Custom Object Integration (4)</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced Dedicated IP Address</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced File Hosting (100MB)</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced Forms (10)</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced Expansion Pack</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced File Hosting (500MB)</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced Page Actions (50)</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Bring Your Own Key for Encryption at Rest</b>							
1	999999999						
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Sandbox</b>							
1	999999999	0.00%	10.00%	24.00%	34.00%	50.00%	>50.00%
<b>[Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced</b>							
1	1000000000	20.00%	26.00%	34.00%	52.00%	80.00%	>80.00%
<b>[Enterprise, Unlimited] Marketing Cloud Account Engagement - Business Unit</b>							
1	1000000000	22.00%	35.00%	40.00%	48.00%	65.00%	>65.00%
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Sales Emails and Alerts</b>							
1	9	10.00%	14.00%	21.00%	32.00%	>32.00%	
10	24	11.00%	16.00%	21.00%	32.00%	>32.00%	
25	49	14.00%	18.00%	21.00%	32.00%	>32.00%	
50	99	15.00%	19.00%	21.00%	32.00%	>32.00%	
100	199	17.00%	24.00%	26.00%	32.00%	50.00%	>50.00%
200	399	18.00%	31.00%	32.00%	36.00%	53.00%	>53.00%
400	599	18.00%	32.00%	35.00%	40.00%	55.00%	>55.00%
600	799	18.00%	32.00%	36.00%	41.00%	57.00%	>57.00%
800	999	18.00%	34.00%	39.00%	45.00%	59.00%	>59.00%
1000	1999	20.00%	34.00%	39.00%	48.00%	62.00%	>62.00%
2000	1000000000	22.00%	35.00%	40.00%	48.00%	65.00%	>65.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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## Marketing

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Marketing Cloud Account Engagement - Advanced - Additional Contacts (10,000)</b>							
1	9	30.00%	36.00%	42.00%	58.00%	>58.00%	
10	24	33.00%	39.00%	45.00%	61.00%	>61.00%	
25	1000000000	36.00%	42.00%	48.00%	64.00%	>64.00%	
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Database - Additional Database Contacts (10,000)</b>							
1	9	10.00%	15.00%	25.00%	35.00%	>35.00%	
10	24	10.00%	15.00%	25.00%	40.00%	>40.00%	
25	999999999	10.00%	20.00%	30.00%	45.00%	>45.00%	
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Email - Additional Emails (1,000-Prepaid)</b>							
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Email - Email Overage (1,000)</b>							
1	999999999	10.00%	20.00%	40.00%	60.00%	70.00%	>70.00%
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Growth - Additional Contacts (10,000)</b>							
1	9	7.00%	15.00%	24.00%	41.00%	>41.00%	
10	24	12.00%	20.00%	29.00%	46.00%	>46.00%	
25	1000000000	17.00%	25.00%	34.00%	51.00%	>51.00%	
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Plus - Additional Contacts (10,000)</b>							
1	9	12.00%	20.00%	29.00%	46.00%	>46.00%	
10	24	17.00%	25.00%	34.00%	51.00%	>51.00%	
25	1000000000	22.00%	30.00%	39.00%	56.00%	>56.00%	
<b>[Enterprise, Unlimited] Marketing Cloud Account Engagement - Premium - Additional Contacts (10,000)</b>							
1	9	30.00%	36.00%	42.00%	58.00%	>58.00%	
10	24	33.00%	39.00%	45.00%	61.00%	>61.00%	
25	999999999	36.00%	42.00%	48.00%	64.00%	>64.00%	
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Growth</b>							
1	1000000000	16.00%	23.00%	31.00%	50.00%	80.00%	>80.00%
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - Plus</b>							
1	1000000000	21.00%	27.00%	35.00%	52.00%	80.00%	>80.00%
<b>[Enterprise, Unlimited] Marketing Cloud Account Engagement - Premium</b>							
1	999999999	25.00%	32.00%	40.00%	65.00%	>65.00%	
<b>[Enterprise, Unlimited] B2B Marketing Analytics Plus</b>							
1	999999999	16.00%	23.00%	31.00%	50.00%	>50.00%	
<b>[Professional, Enterprise, Unlimited] Marketing Cloud Account Engagement - B2B Marketing Analytics App - Additional Contacts (10,000)</b>							
1	999999999	20.00%	30.00%	40.00%	50.00%	>50.00%	
<b>[Enterprise, Unlimited] Marketing Cloud Engagement+ Corporate Edition</b>							
<b>[Enterprise, Unlimited] Marketing Cloud Engagement+ Corporate Edition - Existing</b>							
1	999999999	16.00%	25.00%	44.00%	81.00%		>81.00%
<b>[Enterprise, Unlimited] Marketing Cloud Engagement+ Enterprise Edition</b>							
<b>[Enterprise, Unlimited] Marketing Cloud Engagement+ Enterprise Edition - Existing</b>							
<b>[Enterprise, Unlimited] Marketing Cloud Engagement+ Enterprise Plus Edition</b>							
<b>[Enterprise, Unlimited] Marketing Cloud Engagement+ Enterprise Plus Edition - Existing</b>							
1	999999999	14.00%	23.00%	42.00%	77.00%		>77.00%
<b>[Enterprise, Unlimited] Marketing Cloud Engagement+ Pro Edition</b>							
<b>[Enterprise, Unlimited] Marketing Cloud Engagement+ Pro Edition - Existing</b>							
1	999999999	16.00%	25.00%	44.00%	67.00%		>67.00%
<b>[Enterprise, Unlimited] Loyalty Management Events</b>							
1	25	10.00%	15.00%	20.00%	25.00%	75.00%	>75.00%
26	50	15.00%	20.00%	25.00%	30.00%	75.00%	>75.00%
51	100	20.00%	25.00%	30.00%	35.00%	75.00%	>75.00%
101	200	25.00%	30.00%	35.00%	40.0%	75.00%	>75.00%
201	500	30.00%	35.00%	40.0%	50.0%	75.00%	>75.00%
501	999999999	30.00%	40.0%	50.0%	60.0%	75.00%	>75.00%
<b>[Enterprise, Unlimited] Salesforce Message Credits - Email (1,000)</b>							
<b>[Enterprise, Unlimited] Salesforce Message Credits - Mobile App (1,000)</b>							
1	10000	64.00%	80.00%	88.00%	98.00%		>98.00%
10001	50000	72.00%	85.00%	90.00%	98.00%		>98.00%
50001	100000	74.00%	86.00%	90.00%	98.00%		>98.00%
100001	250000	75.00%	87.00%	91.00%	98.00%		>98.00%
250001	500000	76.00%	87.00%	91.00%	98.00%		>98.00%
500001	999999999	77.00%	88.00%	92.00%	98.00%		>98.00%
<b>[Enterprise, Unlimited] Marketing Cloud - Advanced</b>							
<b>[Enterprise, Unlimited] Marketing Cloud - Growth</b>							
1	999999	16.00%	23.00%	31.00%	50.00%		>50.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

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**Marketing**

# Subscribers From	# Subscribers To	Authorized Approver				
		Level 0	Level 1	Level 2	Level 3	Level 4
<b>[Enterprise, Unlimited] Salesforce Personalization</b>						
[Enterprise, Unlimited] Salesforce Personalization Card (1M Credits)						
1	2	50.00%	55.00%	60.00%	65.00%	>65.00%
3	5	53.00%	58.00%	63.00%	68.00%	>68.00%
6	15	56.00%	61.00%	66.00%	71.00%	>71.00%
16	30	59.00%	64.00%	69.00%	74.00%	>74.00%
31	80	60.00%	65.00%	70.00%	75.00%	>75.00%
81	200	61.00%	66.00%	71.00%	76.00%	>76.00%
201	500	62.00%	67.00%	72.00%	77.00%	>77.00%
501	1000	63.00%	68.00%	73.00%	78.00%	>78.00%
1001	5000	64.00%	69.00%	75.00%	80.00%	>80.00%
5001	99999999	68.00%	74.00%	80.00%	84.00%	>84.00%
<b>[Enterprise, Unlimited] Salesforce Message Credits - SMS for Marketing (1,000)</b>						
[Enterprise, Unlimited] Salesforce Message Credits - WhatsApp for Marketing (1,000)						
1	99999999	64.00%	90.00%	90.50%	91.00%	>91.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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**Other**

# Subscribers From	# Subscribers To	Authorized Approver				
		Level 0	Level 1	Level 2	Level 3	Level 4
<b>[Enterprise, Unlimited] Salesforce Payments</b>						
1	99999999	>0.00%				
<b>[Enterprise, Unlimited] Salesforce Payments - B2C Commerce</b>						
1	99999999		25.00%	30.00%	35.00%	50.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Salesforce Learning Credits (12 Months)</b>						
<b>[Essentials, Professional, Enterprise, Unlimited] Salesforce Virtual Learning Credits Access (12 Months)</b>						
1	99999999		25.00%	30.00%	35.00%	>50.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

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## Platform

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Additional Sites</b>							
1	99999999						>0.00%
<b>[Enterprise, Unlimited] Additional Field History Per Entity</b>							
1	99999999						>0.00%
<b>[Professional, Enterprise] Additional Validation Rules</b>							
1	99999999						>0.00%
<b>[Enterprise, Unlimited] Sandbox (Developer Pro) - Multiple Sandboxes</b>							
1	99999999						>0.00%
<b>[Enterprise, Unlimited] Sandbox (Developer)</b>							
1	99999999						>0.00%
<b>[Enterprise, Unlimited] Sandbox (Full Copy) - Multiple Sandboxes</b>							
1	99999999						>0.00%
<b>[Enterprise, Unlimited] Sandbox (Partial Copy) - Multiple Sandboxes</b>							
1	99999999						>0.00%
<b>[Enterprise, Unlimited] Employee Apps and Community (Add-On)</b>							
1	9	21.00%	31.00%	38.00%	42.00%	51.00%	>51.00%
10	24	24.00%	33.00%	39.00%	44.00%	51.00%	>51.00%
25	49	27.00%	33.00%	39.00%	44.00%	53.00%	>53.00%
50	99	29.00%	34.00%	41.00%	46.00%	56.00%	>56.00%
100	199	31.00%	40.00%	49.00%	54.00%	58.00%	>58.00%
200	499	31.00%	45.00%	53.00%	58.00%	62.00%	>62.00%
500	999	31.00%	48.00%	56.00%	63.00%	67.00%	>67.00%
1000	1999	36.00%	49.00%	62.00%	69.00%	73.00%	>73.00%
2000	2999	36.00%	52.00%	65.00%	74.00%	80.00%	>80.00%
3000	4999	36.00%	54.00%	67.00%	76.00%	82.00%	>82.00%
5000	7499	40.00%	56.00%	69.00%	78.00%	84.00%	>84.00%
7500	99999999	41.00%	57.00%	70.00%	79.00%	85.00%	>85.00%
<b>[Enterprise, Unlimited] Business Rules Engine - Calls (100K)</b>							
1	25	45.00%	47.00%	49.00%	51.00%		>51.00%
26	100	47.00%	49.00%	51.00%	53.00%		>53.00%
101	200	49.00%	51.00%	53.00%	55.00%		>55.00%
201	1000	51.00%	53.00%	55.00%	57.00%		>57.00%
1001	2000	53.00%	55.00%	57.00%	60.00%		>60.00%
2001	99999999						>0.00%
<b>[Enterprise, Unlimited] Salesforce Data Mask - 1 Additional License</b>							
1	99999999	>0.00%					
<b>[Enterprise, Unlimited] Education Cloud Limited Staff Access</b>							
1	49	36.00%	42.00%	49.00%	55.00%		>55.00%
50	199	43.00%	50.00%	56.00%	62.00%		>62.00%
200	599	46.00%	53.00%	59.00%	66.00%		>66.00%
600	999	50.00%	56.00%	62.00%	69.00%		>69.00%
1000	1999	53.00%	59.00%	66.00%	72.00%		>72.00%
2000	4999	56.00%	62.00%	69.00%	75.00%		>75.00%
5000	7999	64.00%	72.00%	78.00%	79.00%	81.00%	>81.00%
8000	9999	68.00%	76.00%	81.00%	82.00%	84.00%	>84.00%
10000	19999	72.00%	80.00%	83.00%	86.00%	88.00%	>88.00%
20000	49999	76.00%	84.00%	88.00%	89.00%	90.00%	>90.00%
50000	99999	80.00%	86.00%	88.00%	90.00%	92.00%	>92.00%
100000	199999	86.00%	90.00%	92.00%	94.00%	96.00%	>96.00%
200000	99999999	88.00%	92.00%	94.00%	96.00%	98.00%	>98.00%
<b>[Enterprise, Unlimited] Lightning Console</b>							
1	99999999	10.00%	25.00%	50.00%	>50.00%		
<b>[Enterprise, Unlimited] Lightning Platform (Administrator)</b>							
1	9	16.00%	36.00%	38.00%	46.00%	55.00%	>55.00%
10	24	16.00%	36.00%	38.00%	46.00%	55.00%	>55.00%
25	49	23.00%	38.00%	41.00%	52.00%	55.00%	>55.00%
50	99	23.00%	39.00%	42.00%	58.00%	61.00%	>61.00%
100	199	23.00%	41.00%	43.00%	59.00%	61.00%	>61.00%
200	499	23.00%	45.00%	46.00%	59.00%	61.00%	>61.00%
500	999	23.00%	45.00%	49.00%	59.00%	61.00%	>61.00%
1000	99999999	29.00%	49.00%	56.00%	61.00%	64.00%	>64.00%
<b>[Enterprise, Unlimited] Business Rules Engine - Calls (1M)</b>							
1	9	14.00%	19.00%	24.00%	32.00%	>32.00%	
10	19	14.00%	19.00%	24.00%	32.00%	>32.00%	
20	29	14.00%	19.00%	24.00%	33.00%	>33.00%	
30	39	14.00%	19.00%	24.00%	34.00%	>34.00%	
40	49	14.00%	19.00%	24.00%	35.00%	>35.00%	
50	99	18.00%	27.00%	28.00%	36.00%	>36.00%	
100	199	19.00%	27.00%	29.00%	37.00%	>37.00%	
200	99999999						>0.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

Salesforce Confidential - Internal Use Only

## Platform

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Agentforce for Net Zero Add-on</b>							
1	9	19.00%	24.00%	29.00%	33.00%	43.00%	>43.00%
10	49	30.00%	34.00%	38.00%	42.00%	50.00%	>50.00%
50	199	32.00%	36.00%	40.00%	44.00%	52.00%	>52.00%
200	499	33.00%	37.00%	41.00%	45.00%	53.00%	>53.00%
500	999	36.00%	40.00%	44.00%	47.00%	55.00%	>55.00%
1000	1999	45.00%	48.00%	51.00%	54.00%	61.00%	>61.00%
2000	2999	46.00%	49.00%	52.00%	55.00%	62.00%	>62.00%
3000	4999	52.00%	55.00%	58.00%	60.00%	66.00%	>66.00%
5000	7499	55.00%	57.00%	60.00%	63.00%	68.00%	>68.00%
7500	99999999	56.00%	59.00%	61.00%	64.00%	69.00%	>69.00%
<b>[Enterprise, Unlimited] Gov Premier Plus Support - Archive</b>							
<b>[Enterprise, Unlimited] Gov Premier Plus Support - Backup &amp; Recover</b>							
<b>[Enterprise, Unlimited] Premier Plus Support - Backup &amp; Recover, Discover, Accelerate</b>							
<b>[Enterprise, Unlimited] Premier Support - Backup &amp; Recover, Discover, Accelerate</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] Premier Success Plan - Heroku</b>							
1	99999999	20.00%	35.00%	38.00%	40.00%		>40.00%
<b>[Enterprise, Unlimited] Cache-Only Keys for Platform Encryption</b>							
<b>[Enterprise, Unlimited] Data Detect</b>							
<b>[Enterprise, Unlimited] Data Detect - LP1</b>							
<b>[Enterprise, Unlimited] Event Monitoring</b>							
<b>[Enterprise, Unlimited] Event Monitoring - LP1</b>							
<b>[Enterprise, Unlimited] Field Audit Trail</b>							
<b>[Enterprise, Unlimited] Platform Encryption</b>							
<b>[Enterprise, Unlimited] Platform Encryption - LP1</b>							
<b>[Enterprise, Unlimited] Privacy Center</b>							
<b>[Enterprise, Unlimited] Privacy Center - LP1</b>							
<b>[Enterprise, Unlimited] Salesforce Data Mask</b>							
<b>[Enterprise, Unlimited] Salesforce Data Mask - LP1</b>							
<b>[Enterprise, Unlimited] Salesforce Data Seeding</b>							
<b>[Enterprise, Unlimited] Salesforce Data Seeding - Gov</b>							
<b>[Enterprise, Unlimited] Salesforce Shield</b>							
<b>[Enterprise, Unlimited] Salesforce Shield - LP1</b>							
<b>[Enterprise, Unlimited] Sandbox (Full Copy)</b>							
<b>[Enterprise, Unlimited] Sandbox (Partial Copy)</b>							
<b>[Enterprise, Unlimited] Security Center</b>							
<b>[Enterprise, Unlimited] Security Center - LP1</b>							
<b>[Professional, Enterprise, Unlimited] Sandbox (Developer Pro)</b>							
1	99999999	0.00%	10.00%	24.00%	34.00%	50.00%	>50.00%
<b>[Enterprise, Unlimited] Additional API Calls - 10,000 per day</b>							
<b>[Professional] Additional API Calls - Professional Edition - 10,000 per day</b>							
1	49	15.00%	21.00%	30.00%	40.00%	>40.00%	
50	199	26.00%	28.00%	34.00%	40.00%	>40.00%	
200	99999999	30.00%	42.00%	48.00%	50.00%	>50.00%	
<b>[Enterprise, Unlimited] Big Objects (50M)</b>							
1	19	13.00%	22.00%	26.00%	36.00%	>36.00%	
20	99999999	15.00%	31.00%	35.00%	45.00%	>45.00%	
<b>[Enterprise, Unlimited] Change Data Capture</b>							
1	99999999	15.00%	20.00%	30.00%	51.00%	>51.00%	
<b>[Enterprise, Unlimited] High Volume Platform Events</b>							
1	10	15.00%	21.00%	28.00%	34.00%	>34.00%	
11	50	20.00%	25.00%	30.00%	39.00%	>39.00%	
51	99999999	30.00%	42.00%	48.00%	50.00%	>50.00%	
<b>[Enterprise, Unlimited] Salesforce Connect</b>							
1	2	15.00%	20.00%	30.00%	51.00%	>51.00%	
3	99999999	20.00%	30.00%	45.00%	66.00%	>66.00%	
<b>[Enterprise, Unlimited] Salesforce Private Connect - AWS</b>							
1	99999999	45.00%	60.00%	65.00%	70.00%	80.00%	>80.00%
<b>[Enterprise, Unlimited] Salesforce Private Connect - AWS - Additional Data</b>							
1	99999999	25.00%	30.00%	35.00%	40.00%	45.00%	>45.00%
<b>[Professional] Web Services API</b>							
1	99999999	20.00%	35.00%	50.00%	>50.00%		
<b>[Enterprise, Unlimited] Identity Verification Credits</b>							
1	4	5.00%	7.00%	10.00%	>10.00%		
5	999999999	7.00%	10.00%	15.00%	>15.00%		
<b>[Enterprise, Unlimited] Salesforce Customer Identity (1,000,000 Unique Users/month)</b>							
<b>[Enterprise, Unlimited] Salesforce Customer Identity (25,000 Unique Users/month)</b>							
<b>[Enterprise, Unlimited] Salesforce Customer Identity (250,000 Unique Users/month)</b>							
1	99999999	20.00%	30.00%	35.00%	55.00%	>55.00%	

**USD Core Price List Discount Approval Matrix**

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

Salesforce Confidential - Internal Use Only

## Platform

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Salesforce Mobile App - Plus</b>							
1	499	4.00%	7.00%	11.00%	14.00%	>14.00%	
500	2499	39.00%	50.00%	59.00%	69.00%	>69.00%	
2500	4999	58.00%	66.00%	75.00%	83.00%	>83.00%	
5000	19999	83.00%	87.00%	91.00%	93.00%	>93.00%	
20000	49999	91.00%	92.50%	94.00%	96.00%	>96.00%	
50000	99999	95.00%	96.10%	97.00%	97.90%	>97.90%	
100000	199999	97.20%	97.60%	98.00%	98.50%	98.90%	>98.90%
200000	499999	98.60%	98.80%	99.00%	99.30%	99.50%	>99.50%
500000	99999999	99.10%	99.20%	99.30%	99.50%	99.70%	>99.70%
<b>[Enterprise, Unlimited] Additional 10 Objects for Customer Community (Login)</b>							
<b>[Enterprise, Unlimited] Additional 10 Objects for Customer Community (Member)</b>							
<b>[Enterprise, Unlimited] Additional 20 Objects for Customer Community</b>							
<b>[Enterprise, Unlimited] Additional 20 Objects for Customer Community Plus</b>							
2	1000	75.00%	79.00%	84.00%	>84.00%		
1001	5000	77.00%	82.00%	87.00%	90.00%	>90.00%	
5001	40000	86.00%	91.00%	93.00%	95.00%	>95.00%	
40001	100000	90.00%	93.00%	95.00%	95.50%	>95.50%	
100001	99999999	92.00%	93.00%	95.00%	97.00%	98.00%	>98.00%
<b>[Enterprise, Unlimited] Additional 10 Objects for Partner Community (Login)</b>							
<b>[Enterprise, Unlimited] Additional 10 Objects for Partner Community (Member)</b>							
<b>[Enterprise, Unlimited] Additional 20 Objects for Partner Community</b>							
2	100	20.00%	32.00%	38.00%	>38.00%		
101	500	30.00%	36.00%	44.00%	51.00%	>51.00%	
501	2500	50.00%	59.00%	66.00%	69.00%	>69.00%	
2501	10000	70.00%	75.00%	82.00%	87.00%	>87.00%	
10001	99999999	85.00%	88.00%	90.00%	92.30%	94.50%	>94.50%
<b>[Enterprise, Unlimited] Additional 20 Objects for Partner Relationship Management</b>							
1	10	0.00%	0.00%	15.00%	31.00%	>31.00%	
11	20		1.00%	20.00%	34.00%	>34.00%	
21	40		9.00%	23.00%	40.00%	>40.00%	
41	70	2.00%	16.00%	30.00%	47.00%	>47.00%	
71	100	9.00%	23.00%	34.00%	53.00%	>53.00%	
101	200	16.00%	32.00%	40.00%	55.00%	>55.00%	
201	400	26.00%	37.00%	47.00%	63.00%	>63.00%	
401	700	35.00%	45.00%	54.00%	68.00%	>68.00%	
701	1000	43.00%	52.00%	64.00%	78.00%	>78.00%	
1001	1500	49.00%	62.00%	70.00%	82.00%	>82.00%	
1501	2000	56.00%	66.00%	73.00%	85.00%	>85.00%	
2001	3000	62.00%	69.00%	76.00%	86.00%	>86.00%	
3001	4000	65.00%	73.00%	78.00%	87.00%	>87.00%	
4001	5000	67.00%	75.00%	80.00%	88.00%	>88.00%	
5001	10000	70.00%	78.00%	82.00%	89.00%	>89.00%	
10001	15000	73.00%	81.00%	85.00%	90.00%	>90.00%	
15001	20000	75.00%	84.00%	87.00%	91.00%	>91.00%	
20001	40000	76.00%	85.00%	89.00%	92.00%	95.00%	>95.00%
40001	70000	77.00%	86.00%	90.00%	95.00%	96.00%	>96.00%
70001	100000	78.00%	87.00%	91.00%	95.00%	96.00%	>96.00%
100001	200000	79.00%	88.00%	92.00%	95.00%	96.00%	>96.00%
200001	500000	80.00%	89.00%	93.00%	95.00%	97.00%	>97.00%
500001	99999999	81.00%	90.00%	95.00%	97.00%	98.00%	>98.00%
<b>[Enterprise] Additional Custom Report Types</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] File Storage (10GB)</b>							
<b>[Essentials] File Storage (10GB) - Monthly</b>							
<b>[Professional, Enterprise, Unlimited] Additional Objects</b>							
<b>[Professional, Enterprise, Unlimited] Additional Scheduled Reports</b>							
<b>[Professional, Enterprise, Unlimited] Additional Tabs</b>							
<b>[Professional, Enterprise, Unlimited] File Storage (1TB)</b>							
1	99999999	14.00%			30.00%		>30.00%
<b>[Enterprise, Unlimited] Apex Debugger</b>							
1	99999999	20.00%	30.00%	35.00%	40.00%	>40.00%	
<b>[Enterprise, Unlimited] CDN for Digital Experiences (1TB)</b>							
1	9	20.00%	28.00%	36.00%	44.00%	>44.00%	
10	24	22.00%	30.00%	38.00%	46.00%	>46.00%	
25	49	24.00%	32.00%	40.00%	48.00%	>48.00%	
50	99	27.00%	35.00%	43.00%	51.00%	>51.00%	
100	199	31.00%	39.00%	47.00%	55.00%	>55.00%	
200	99999999	35.00%	43.00%	51.00%	59.00%	>59.00%	
<b>[Enterprise, Unlimited] Developer Productivity</b>							
<b>[Enterprise, Unlimited] Salesforce DX Limited Access</b>							
<b>[Enterprise, Unlimited] Scratch Org</b>							
1	99999999	5.00%	10.00%	15.00%	20.00%		>20.00%
<b>[Professional, Enterprise, Unlimited] Force.com (Administrator) - Cross Product</b>							
1	5	80.00%	>80.00%				
6	24	16.00%	36.00%	38.00%	46.00%	55.00%	>55.00%
25	49	23.00%	38.00%	41.00%	52.00%	55.00%	>55.00%
50	99	23.00%	39.00%	42.00%	58.00%	61.00%	>61.00%
100	199	23.00%	41.00%	43.00%	59.00%	61.00%	>61.00%
200	499	23.00%	45.00%	46.00%	59.00%	61.00%	>61.00%
500	999	23.00%	45.00%	49.00%	59.00%	61.00%	>61.00%
1000	1999	29.00%	49.00%	56.00%	61.00%	64.00%	>64.00%
2000	99999999	29.00%	49.00%	56.00%	61.00%	64.00%	>64.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

Salesforce Confidential - Internal Use Only

## Platform

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Lightning Platform Custom Object Pack</b>							
1	9	30.00%	50.00%	51.00%	52.00%	55.00%	>55.00%
10	24	30.00%	50.00%	51.00%	52.00%	55.00%	>55.00%
25	49	30.00%	50.00%	51.00%	52.00%	55.00%	>55.00%
50	99	30.00%	50.00%	54.00%	58.00%	61.00%	>61.00%
100	199	30.00%	50.00%	55.00%	59.00%	61.00%	>61.00%
200	499	30.00%	50.00%	55.00%	59.00%	61.00%	>61.00%
500	999	30.00%	50.00%	55.00%	59.00%	61.00%	>61.00%
1000	999999999	30.00%	50.00%	56.00%	61.00%	64.00%	>64.00%
<b>[Enterprise, Unlimited] Platform - Login and Dev (10,000 Credits)</b>							
1	9	10.00%	20.00%	30.00%	40.00%	50.00%	>50.00%
10	24	15.00%	25.00%	35.00%	45.00%	55.00%	>55.00%
25	49	20.00%	30.00%	40.00%	50.00%	60.00%	>60.00%
50	99	25.00%	35.00%	45.00%	55.00%	65.00%	>65.00%
100	199	30.00%	40.00%	50.00%	60.00%	70.00%	>70.00%
200	499	35.00%	45.00%	55.00%	65.00%	75.00%	>75.00%
500	999	40.00%	50.00%	60.00%	70.00%	80.00%	>80.00%
1000	999999999	45.00%	55.00%	65.00%	75.00%	85.00%	>85.00%
<b>[Enterprise, Unlimited] Public Communities Page Views (1 million/month)</b>							
1	1	15.00%	30.00%		>30.00%		
2	999999999	25.00%	40.00%		>40.00%		
<b>[Enterprise] Unlimited Apps Pack</b>							
1	999999999	25.00%	40.00%	60.00%	70.00%	80.00%	>80.00%
<b>[Enterprise, Unlimited] Scale Test</b>							
1	999999	10.00%	20.00%	30.00%	40.00%	55.00%	>55.00%
<b>[Professional] Weekly Export Service</b>							
1	9	10.00%	15.00%	20.00%	23.00%	>23.00%	
10	24	10.00%	15.00%	20.00%	23.00%	>23.00%	
25	49	10.00%	15.00%	20.00%	23.00%	>23.00%	
50	99	14.00%	23.00%	24.00%	25.00%	>25.00%	
100	999999999	15.00%	23.00%	25.00%	27.00%	>27.00%	
<b>[Essentials, Professional, Enterprise, Unlimited] Heroku - 1 Dyno Unit (Per Month)</b>							
1	24	1.00%	5.00%	9.00%	13.00%		>13.00%
25	99	5.00%	9.00%	13.00%	17.00%		>17.00%
100	199	9.00%	13.00%	17.00%	21.00%		>21.00%
200	749	13.00%	17.00%	21.00%	25.00%		>25.00%
750	1999	17.00%	21.00%	25.00%	28.00%		>28.00%
2000	999999999						>0.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Heroku - 1,000 Add-on Credits (Per Month) - Data</b>							
1	2	1.00%	2.00%	4.00%	6.00%		>6.00%
3	5	2.00%	4.00%	6.00%	8.00%		>8.00%
6	10	4.00%	6.00%	8.00%	10.00%		>10.00%
11	999999999						>0.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Heroku - 1,000 Add-on Credits (Per Month) - General</b>							
1	5		1.20%				>1.20%
6	999999999						>0.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Heroku - 1,000 Add-on Credits (Per Month) - Partner</b>							
1	5		1.20%				>1.20%
6	999999999						>0.00%
<b>[Enterprise, Unlimited] Heroku - 100M Connect Rows</b>							
[Enterprise, Unlimited] Heroku - 10M Connect Rows							
[Enterprise, Unlimited] Heroku - 1B Connect Rows							
[Enterprise, Unlimited] Heroku Shield - 10M Connect Rows							
[Enterprise, Unlimited] Heroku Shield - 10M Connect Rows							
[Enterprise, Unlimited] Heroku Shield - 1B Connect Rows							
1	999999	5.00%	7.00%	9.00%	11.00%	13.00%	>13.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Heroku - 250K Connect Rows</b>							
[Essentials, Professional, Enterprise, Unlimited] Heroku Shield - 250K Connect Rows							
1	4	50.00%	65.00%	75.00%	90.00%		>90.00%
5	40	75.00%	85.00%	90.00%	95.00%		>95.00%
41	400	90.00%	93.00%	95.00%	97.00%		>97.00%
401	4000	93.00%	95.00%	97.00%	99.00%		>99.00%
4001	999999999						>0.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Heroku - Dev Starter Package</b>							
1	999999999	20.00%	30.00%	40.00%			>40.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Heroku - Prod Starter Package</b>							
1	999999999	10.00%	20.00%	30.00%			>30.00%

**USD Core Price List Discount Approval Matrix**

User License Comparison

Pricing - Ask Astro

Product Promos

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## Platform

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Essentials, Professional, Enterprise, Unlimited] Heroku - 1 Private Space</b>							
1	2	1.00%	4.00%	7.00%	10.00%		>10.00%
3	5	4.00%	7.00%	10.00%	13.00%		>13.00%
6	10	7.00%	10.00%	13.00%	16.00%		>16.00%
11	99999999						>0.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Heroku Shield - 1 Private Space</b>							
1	2	10.00%	18.00%	26.00%	34.00%		>34.00%
3	5	18.00%	26.00%	34.00%	42.00%		>42.00%
6	10	26.00%	34.00%	42.00%	54.00%		>54.00%
11	99999999						>0.00%
<b>[Enterprise, Unlimited] External Engagement Management</b>							
1	4	20.00%	40.00%	50.00%	60.00%	80.00%	>80.00%
5	9	25.00%	45.00%	55.00%	65.00%	85.00%	>85.00%
10	19	30.00%	50.00%	60.00%	70.00%	90.00%	>90.00%
20	49	35.00%	55.00%	65.00%	75.00%	95.00%	>95.00%
50	199	40.00%	60.00%	70.00%	80.00%	95.00%	>95.00%
200	499	45.00%	65.00%	75.00%	85.00%	95.00%	>95.00%
500	99999	50.00%	70.00%	80.00%	90.00%	95.00%	>95.00%
<b>[Enterprise, Unlimited] Net Zero Cloud Growth</b> <b>[Enterprise, Unlimited] Net Zero Cloud Starter - LP</b>							
1	99999	20.00%	40.00%	50.00%	60.00%	75.00%	>75.00%
<b>[Enterprise, Unlimited] Net Zero Cloud Multi-Organization Support</b>							
1	9	25.00%	45.00%	55.00%	65.00%	85.00%	>85.00%
10	19	30.00%	50.00%	60.00%	70.00%	90.00%	>90.00%
20	49	35.00%	55.00%	65.00%	75.00%	90.00%	>90.00%
50	199	40.00%	60.00%	70.00%	80.00%	90.00%	>90.00%
200	499	45.00%	65.00%	75.00%	80.00%	90.00%	>90.00%
500	99999	50.00%	70.00%	75.00%	80.00%	90.00%	>90.00%
<b>[Enterprise, Unlimited] Net Zero Cloud User Add On</b>							
1	9	25.00%	45.00%	55.00%	65.00%	85.00%	>85.00%
10	19	30.00%	50.00%	60.00%	70.00%	90.00%	>90.00%
20	49	35.00%	55.00%	65.00%	75.00%	95.00%	>95.00%
50	199	40.00%	60.00%	70.00%	80.00%	95.00%	>95.00%
200	499	45.00%	65.00%	75.00%	85.00%	95.00%	>95.00%
500	99999	50.00%	70.00%	80.00%	90.00%	95.00%	>95.00%
<b>[Enterprise, Unlimited] Salesforce.org Accounting Subledger - Add-on Ledger Entries (1,000)</b>							
1	99	12.28%	16.67%	21.05%	>21.05%		
100	299	29.82%	35.09%	42.11%	47.37%		>47.37%
300	499	47.37%	51.75%	57.02%	64.91%		>64.91%
500	999	59.04%	62.28%	65.79%	73.68%		>73.68%
1000	99999999	70.79%	71.93%	75.44%	82.46%		>82.46%
<b>[Enterprise, Unlimited] Salesforce.org Accounting Subledger - Growth</b> <b>[Enterprise, Unlimited] Salesforce.org Accounting Subledger - Starter</b>							
1	99999999	12.00%	17.00%	21.00%	25.00%		>25.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Data Storage (500MB)</b> <b>[Essentials] Data Storage (500MB) - Monthly</b> <b>[Professional, Enterprise, Unlimited] Data Storage (10GB)</b> <b>[Professional, Enterprise, Unlimited] Data Storage (50MB)</b>							
1	99999999	60.00%			82.00%		>82.00%
<b>[Enterprise, Unlimited] Backup &amp; Recover Continuous Data Protection - (5 Objects)</b>							
1	1	0.00%	0.00%	0.00%	0.00%	10.00%	>10.00%
2	2	2.00%	4.00%	6.00%	8.00%	10.00%	>10.00%
3	3	10.00%	12.00%	15.00%	18.00%	20.00%	>20.00%
4	4	15.00%	20.00%	25.00%	28.00%	30.00%	>30.00%
5	8	20.00%	30.00%	40.00%	45.00%	50.00%	>50.00%
<b>[Enterprise, Unlimited] Gov Premier Support - Archive</b> <b>[Enterprise, Unlimited] Gov Premier Support - Backup &amp; Recover, Accelerate</b>							
1	99999999	25.00%	30.00%	50.00%			>50.00%
<b>[Enterprise, Unlimited] Own Salesforce Accelerate - Azure</b>							
1	99999999	0.00%	10.00%	20.00%	30.00%	40.00%	>40.00%
<b>[Enterprise, Unlimited] Privacy Center - Additional Retention Storage (1GB)</b> <b>[Enterprise, Unlimited] Salesforce Archive (1GB) - Legacy</b> <b>[Enterprise, Unlimited] Salesforce Archive - Data (1 GB)</b> <b>[Enterprise, Unlimited] Salesforce Archive - Gov (1 GB)</b>							
1	199	19.00%	23.00%	27.00%	31.00%	35.00%	>35.00%
200	399	26.00%	30.00%	34.00%	38.00%	42.00%	>42.00%
400	1999	40.00%	53.00%	57.00%	61.00%	65.00%	>65.00%
2000	3999	54.00%	64.00%	68.00%	72.00%	76.00%	>76.00%
4000	19999	66.00%	76.00%	79.00%	82.00%	85.00%	>85.00%
20000	39999	75.00%	78.00%	81.00%	84.00%	85.00%	>85.00%
40000	99999						>0.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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## Platform

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Salesforce Archive - Files (1 GB)</b>							
1	199	19.00%	23.00%	27.00%	34.00%	40.00%	>40.00%
200	399	34.00%	45.00%	49.00%	56.00%	65.00%	>65.00%
400	1999	57.00%	58.00%	59.00%	62.00%	67.00%	>67.00%
2000	3999	63.00%	64.00%	66.00%	68.00%	72.00%	>72.00%
4000	19999	68.00%	69.00%	70.00%	72.00%	74.00%	>74.00%
20000	39999	72.00%	73.00%	74.00%	75.00%	78.00%	>78.00%
40000	999999	74.00%	75.00%	76.00%	77.00%	78.00%	>78.00%
<b>[Enterprise, Unlimited] Salesforce Backup &amp; Recover - Data (1 GB)</b>							
1	199	0.00%	0.00%	0.00%	0.00%	0.00%	>0.00%
200	399	2.00%	4.00%	6.00%	8.00%	10.00%	>10.00%
400	1499	10.00%	12.00%	15.00%	18.00%	20.00%	>20.00%
1500	4999	15.00%	30.00%	45.00%	48.00%	50.00%	>50.00%
5000	9999	20.00%	45.00%	55.00%	65.00%	70.00%	>70.00%
10000	1000000000	25.00%	50.00%	70.00%	75.00%	80.00%	>80.00%
<b>[Enterprise, Unlimited] Salesforce Backup &amp; Recover - Gov (1 GB)</b>							
1	199	10.00%	16.00%	22.00%	24.00%	25.00%	>25.00%
200	399	14.00%	20.00%	25.00%	28.00%	30.00%	>30.00%
400	1999	20.00%	25.00%	29.00%	32.00%	35.00%	>35.00%
2000	3999	26.00%	30.00%	34.00%	37.00%	40.00%	>40.00%
4000	19999	30.00%	34.00%	38.00%	40.00%	42.00%	>42.00%
20000	39999	33.00%	37.00%	40.00%	45.00%	50.00%	>50.00%
40000	999999	35.00%	39.00%	42.00%	49.00%	55.00%	>55.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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## Professional Services

	# Subscribers From	# Subscribers To	Authorized Approver					
			Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
	[Enterprise, Unlimited] IE8 Limited Extended Browser Support	1	999999999					>0.00%

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**USD Core Price List Discount Approval Matrix**

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

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## Sales

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Salesforce for FinancialForce</b>							
1	99999999						>0.00%
<b>[Enterprise, Unlimited] External Apps - Logins (Per Month)</b>							
1	10	2.00%	5.50%	15.00%	30.00%	>30.00%	
11	20	3.00%	7.00%	20.00%	35.00%	>35.00%	
21	40	7.00%	10.50%	25.00%	40.00%	>40.00%	
41	70	14.00%	20.00%	35.00%	40.00%	>40.00%	
71	100	15.00%	28.00%	38.00%	43.00%	>43.00%	
101	200	20.00%	32.00%	38.00%	43.00%	>43.00%	
201	300	25.00%	32.00%	39.00%	44.00%	>44.00%	
301	500	25.00%	36.00%	40.00%	49.00%	>49.00%	
501	700	30.00%	36.00%	44.00%	51.00%	>51.00%	
701	1000	35.00%	43.00%	50.50%	55.50%	>55.50%	
1001	1500	35.00%	47.00%	56.00%	62.00%	>62.00%	
1501	2000	45.00%	55.00%	62.00%	66.00%	>66.00%	
2001	2500	45.00%	57.00%	66.00%	69.00%	>69.00%	
2501	3000	50.00%	59.00%	66.00%	69.00%	>69.00%	
3001	3500	54.00%	60.00%	66.00%	71.00%	>71.00%	
3501	4000	58.00%	61.00%	66.00%	73.00%	>73.00%	
4001	5000	60.00%	65.00%	70.00%	76.00%	>76.00%	
5001	10000	65.00%	70.00%	78.00%	83.00%	>83.00%	
10001	15000	70.00%	75.00%	82.00%	87.00%	>87.00%	
15001	20000	75.00%	80.00%	86.00%	88.00%	>88.00%	
20001	30000	80.00%	83.00%	86.00%	90.00%	>90.00%	
30001	40000	85.00%	86.00%	88.00%	90.50%	>90.50%	
40001	50000	85.00%	88.00%	90.00%	92.30%	>92.30%	
50001	1000000000						>0.00%
<b>[Professional, Enterprise, Unlimited] CPQ - Advanced Approvals</b>							
1	9	21.00%	31.00%	38.00%	42.00%	51.00%	>51.00%
10	24	24.00%	33.00%	39.00%	44.00%	51.00%	>51.00%
25	49	27.00%	33.00%	39.00%	44.00%	53.00%	>53.00%
50	99	29.00%	34.00%	41.00%	46.00%	56.00%	>56.00%
100	199	31.00%	40.00%	49.00%	54.00%	58.00%	>58.00%
200	499	31.00%	45.00%	53.00%	58.00%	62.00%	>62.00%
500	999	31.00%	48.00%	56.00%	63.00%	67.00%	>67.00%
1000	1999	36.00%	49.00%	62.00%	69.00%	73.00%	>73.00%
2000	2999	36.00%	52.00%	65.00%	74.00%	80.00%	>80.00%
3000	4999	36.00%	54.00%	67.00%	76.00%	82.00%	>82.00%
5000	7499	40.00%	56.00%	69.00%	78.00%	84.00%	>84.00%
7500	99999999	41.00%	57.00%	70.00%	79.00%	85.00%	>85.00%
<b>[Unlimited] Communications Cloud Advanced - Sales</b>							
1	9	25.00%	35.00%	41.00%	45.00%	54.00%	>54.00%
10	24	28.00%	37.00%	41.00%	47.00%	54.00%	>54.00%
25	49	31.00%	37.00%	41.00%	47.00%	56.00%	>56.00%
50	99	34.00%	38.00%	44.00%	48.00%	57.00%	>57.00%
100	199	35.00%	43.00%	51.00%	56.00%	59.00%	>59.00%
200	499	35.00%	49.00%	56.00%	59.00%	64.00%	>64.00%
500	999	35.00%	50.00%	58.00%	65.00%	69.00%	>69.00%
1000	1999	39.00%	51.00%	64.00%	70.00%	74.00%	>74.00%
2000	2999	39.00%	55.00%	67.00%	75.00%	81.00%	>81.00%
3000	4999	39.00%	56.00%	69.00%	77.00%	83.00%	>83.00%
5000	7499	44.00%	58.00%	71.00%	79.00%	86.00%	>86.00%
7500	1000000000	45.00%	59.00%	72.00%	80.00%	87.00%	>87.00%
<b>[Enterprise, Unlimited] Consumer Goods Cloud - Trade Promotion Management</b>							
1	99999999						>0.00%
<b>[Enterprise] Sales Cloud</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] Salesforce Spiff - Platform</b>							
<b>[Unlimited] Spiff Provisioning - Agentforce 1 Edition</b>							
1	9	16.00%	22.00%	30.00%	39.00%	44.00%	>44.00%
10	24	17.00%	23.00%	33.00%	43.00%	49.00%	>49.00%
25	49	20.00%	26.00%	34.00%	44.00%	51.00%	>51.00%
50	99	21.00%	27.00%	35.00%	45.00%	53.00%	>53.00%
100	199	23.00%	29.00%	39.00%	49.00%	56.00%	>56.00%
200	499	24.00%	36.00%	46.00%	54.00%	58.00%	>58.00%
500	999	24.00%	39.00%	50.00%	59.00%	64.00%	>64.00%
1000	1999	25.00%	41.00%	52.00%	62.00%	67.00%	>67.00%
2000	1000000000	25.00%	44.00%	57.00%	68.00%	73.00%	>73.00%

USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

Salesforce Confidential - Internal Use Only

## Sales

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Key Account Management</b>							
1	999999999	>0.00%					
<b>[Enterprise] Manufacturing Cloud - Sales</b>							
1	9	16.00%	36.00%	38.00%	46.00%	55.00%	>55.00%
10	24	16.00%	36.00%	38.00%	46.00%	55.00%	>55.00%
25	49	23.00%	38.00%	41.00%	52.00%	55.00%	>55.00%
50	99	23.00%	39.00%	42.00%	58.00%	61.00%	>61.00%
100	199	23.00%	41.00%	43.00%	59.00%	61.00%	>61.00%
200	499	23.00%	45.00%	46.00%	59.00%	61.00%	>61.00%
500	999	23.00%	45.00%	49.00%	59.00%	61.00%	>61.00%
1000	999999999	29.00%	49.00%	56.00%	61.00%	64.00%	>64.00%
<b>[Enterprise, Unlimited] Agentforce for Sales Add-on</b>							
1	9	19.00%	24.00%	29.00%	33.00%	43.00%	>43.00%
10	49	30.00%	34.00%	38.00%	42.00%	50.00%	>50.00%
50	199	32.00%	36.00%	40.00%	44.00%	52.00%	>52.00%
200	499	33.00%	37.00%	41.00%	45.00%	53.00%	>53.00%
500	999	36.00%	40.00%	44.00%	47.00%	55.00%	>55.00%
1000	1999	45.00%	48.00%	51.00%	54.00%	61.00%	>61.00%
2000	2999	46.00%	49.00%	52.00%	55.00%	62.00%	>62.00%
3000	4999	52.00%	55.00%	58.00%	60.00%	66.00%	>66.00%
5000	7499	55.00%	57.00%	60.00%	63.00%	68.00%	>68.00%
7500	999999999	56.00%	59.00%	61.00%	64.00%	69.00%	>69.00%
<b>[Enterprise] Communications Cloud Advanced - Sales</b>							
<b>[Enterprise] Communications Cloud Growth - Sales</b>							
<b>[Enterprise] Energy &amp; Utilities Cloud Growth - Sales</b>							
<b>[Enterprise] Financial Services Cloud - Sales</b>							
<b>[Enterprise] Health Cloud - Sales</b>							
<b>[Enterprise] Media Cloud Advanced - Sales</b>							
<b>[Enterprise] Media Cloud Growth - Sales</b>							
1	9	40.00%	44.00%	52.00%	59.00%	63.00%	>63.00%
10	24	40.00%	45.00%	53.00%	59.00%	66.00%	>66.00%
25	49	42.00%	45.00%	53.00%	61.00%	66.00%	>66.00%
50	99	43.00%	46.00%	54.00%	62.00%	67.00%	>67.00%
100	199	44.00%	50.00%	57.00%	65.00%	69.00%	>69.00%
200	499	45.00%	54.00%	61.00%	67.00%	70.00%	>70.00%
500	999	46.00%	56.00%	63.00%	70.00%	73.00%	>73.00%
1000	1999	47.00%	58.00%	65.00%	73.00%	76.00%	>76.00%
2000	999999999	48.00%	60.00%	68.00%	75.00%	81.00%	>81.00%
<b>[Enterprise] Consumer Goods Cloud - Sales</b>							
1	9	18.00%	24.00%	35.00%	43.00%	49.00%	>49.00%
10	24	19.00%	26.00%	37.00%	58.00%	60.00%	>60.00%
25	49	22.00%	26.00%	37.00%	58.00%	60.00%	>60.00%
50	99	23.00%	26.00%	38.00%	59.00%	61.00%	>61.00%
100	199	24.00%	31.00%	42.00%	59.00%	61.00%	>61.00%
200	499	25.00%	37.00%	48.00%	60.00%	61.00%	>61.00%
500	999	25.00%	40.00%	51.00%	60.00%	65.00%	>65.00%
1000	1999	27.00%	42.00%	53.00%	63.00%	67.00%	>67.00%
2000	999999999	27.00%	45.00%	58.00%	68.00%	74.00%	>74.00%
<b>[Enterprise, Unlimited] Enablement</b>							
<b>[Enterprise, Unlimited] Revenue Cloud Advanced</b>							
<b>[Enterprise, Unlimited] Revenue Cloud Growth</b>							
<b>[Unlimited] Consumer Goods Cloud - Sales</b>							
<b>[Unlimited] Sales Cloud</b>							
1	9	17.00%	27.00%	35.00%	39.00%	48.00%	>48.00%
10	24	19.00%	29.00%	36.00%	41.00%	49.00%	>49.00%
25	49	23.00%	29.00%	36.00%	41.00%	50.00%	>50.00%
50	99	25.00%	30.00%	38.00%	43.00%	54.00%	>54.00%
100	199	27.00%	37.00%	46.00%	51.00%	56.00%	>56.00%
200	499	27.00%	42.00%	50.00%	56.00%	60.00%	>60.00%
500	999	27.00%	45.00%	54.00%	61.00%	65.00%	>65.00%
1000	1999	33.00%	46.00%	60.00%	67.00%	71.00%	>71.00%
2000	2999	33.00%	49.00%	64.00%	72.00%	79.00%	>79.00%
3000	4999	33.00%	51.00%	65.00%	75.00%	81.00%	>81.00%
5000	7499	37.00%	54.00%	67.00%	77.00%	83.00%	>83.00%
7500	10000000000	38.00%	55.00%	68.00%	78.00%	85.00%	>85.00%
<b>[Enterprise, Unlimited] Benefit Sales &amp; Administration - Group</b>							
<b>[Enterprise, Unlimited] Benefit Sales &amp; Administration - Individual, Family &amp; Medicare</b>							
<b>[Enterprise, Unlimited] Contract Lifecycle Management for Energy &amp; Utilities Cloud</b>							
<b>[Enterprise, Unlimited] Distribution Management</b>							
<b>[Enterprise, Unlimited] Enterprise Product Catalog</b>							
<b>[Enterprise, Unlimited] Salesforce Contracts</b>							
<b>[Unlimited] Financial Services Cloud - Sales</b>							
1	9	32.00%	41.00%	47.00%	50.00%	58.00%	>58.00%
10	24	35.00%	43.00%	47.00%	52.00%	58.00%	>58.00%
25	49	38.00%	43.00%	47.00%	52.00%	60.00%	>60.00%
50	99	40.00%	44.00%	49.00%	53.00%	61.00%	>61.00%
100	199	41.00%	48.00%	56.00%	61.00%	63.00%	>63.00%
200	499	41.00%	54.00%	60.00%	63.00%	67.00%	>67.00%
500	999	41.00%	55.00%	62.00%	68.00%	72.00%	>72.00%
1000	1999	45.00%	56.00%	67.00%	73.00%	76.00%	>76.00%
2000	2999	45.00%	59.00%	70.00%	77.00%	83.00%	>83.00%
3000	4999	45.00%	61.00%	72.00%	79.00%	85.00%	>85.00%
5000	7499	49.00%	62.00%	74.00%	81.00%	87.00%	>87.00%
7500	999999999	50.00%	63.00%	75.00%	82.00%	88.00%	>88.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

Salesforce Confidential - Internal Use Only

## Sales

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise] Sales Cloud (Emerging Market)</b>							
1	9	38.00%	43.00%	50.00%	57.00%	61.00%	>61.00%
10	24	39.00%	45.00%	52.00%	60.00%	66.00%	>66.00%
25	49	41.00%	45.00%	52.00%	60.00%	66.00%	>66.00%
50	99	42.00%	45.00%	53.00%	61.00%	66.00%	>66.00%
100	199	42.00%	47.00%	58.00%	71.00%	76.00%	>76.00%
200	499	43.00%	53.00%	64.00%	79.00%	85.00%	>85.00%
500	999	43.00%	56.00%	68.00%	83.00%	86.00%	>86.00%
1000	999999999						>0.00%
<b>[Enterprise, Unlimited] Digital Insurance</b>							
<b>[Enterprise, Unlimited] Digital Lending</b>							
<b>[Enterprise, Unlimited] Insurance Contract &amp; Enroll</b>							
<b>[Enterprise, Unlimited] Insurance Policy Administration</b>							
<b>[Enterprise, Unlimited] Insurance Policy Administration - Quoting</b>							
<b>[Enterprise, Unlimited] Insurance Quoting for Financial Services Cloud</b>							
1	1	16.00%	22.00%	27.00%	34.00%	40.00%	>40.00%
2	3	20.00%	24.00%	30.00%	35.00%	42.00%	>42.00%
4	9	22.00%	27.00%	32.00%	38.00%	45.00%	>45.00%
10	24	26.00%	30.00%	35.00%	40.00%	50.00%	>50.00%
25	49	30.00%	34.00%	38.00%	43.00%	54.00%	>54.00%
50	99	32.00%	34.00%	40.00%	46.00%	58.00%	>58.00%
100	249	34.00%	37.00%	43.00%	50.00%	61.00%	>61.00%
250	499	34.00%	40.00%	48.00%	53.00%	64.00%	>64.00%
500	999	38.00%	42.00%	50.00%	56.00%	68.00%	>68.00%
1000	4999	40.00%	46.00%	52.00%	60.00%	72.00%	>72.00%
5000	999999999						>0.00%
<b>[Unlimited] Manufacturing Cloud - Sales</b>							
1	9	15.00%	25.00%	34.00%	38.00%	47.00%	>47.00%
10	24	18.00%	27.00%	35.00%	39.00%	47.00%	>47.00%
25	49	21.00%	27.00%	35.00%	39.00%	50.00%	>50.00%
50	99	24.00%	29.00%	37.00%	41.00%	52.00%	>52.00%
100	199	25.00%	36.00%	45.00%	51.00%	55.00%	>55.00%
200	499	25.00%	40.00%	50.00%	55.00%	59.00%	>59.00%
500	999	25.00%	44.00%	52.00%	60.00%	65.00%	>65.00%
1000	1999	30.00%	45.00%	59.00%	66.00%	71.00%	>71.00%
2000	2999	30.00%	48.00%	62.00%	72.00%	79.00%	>79.00%
3000	4999	30.00%	50.00%	65.00%	75.00%	80.00%	>80.00%
5000	7499	35.00%	52.00%	66.00%	77.00%	82.00%	>82.00%
7500	1000000000	36.00%	52.00%	67.00%	78.00%	83.00%	>83.00%
<b>[Unlimited] Sales Cloud (Emerging Market)</b>							
1	9	44.00%	51.00%	56.00%	59.00%	66.00%	>66.00%
10	24	46.00%	52.00%	57.00%	61.00%	66.00%	>66.00%
25	49	48.00%	52.00%	57.00%	61.00%	66.00%	>66.00%
50	99	49.00%	53.00%	58.00%	62.00%	68.00%	>68.00%
100	199	51.00%	58.00%	64.00%	67.00%	70.00%	>70.00%
200	499	51.00%	61.00%	69.00%	76.00%	79.00%	>79.00%
500	999	51.00%	64.00%	71.00%	81.00%	85.00%	>85.00%
1000	999999999						>0.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Salesforce Spiff - Premium Support</b>							
1	999999999	20.00%	35.00%	38.00%	40.00%		>40.00%
<b>[Enterprise, Unlimited] Partner Relationship Management</b>							
1	10	0.00%	0.00%	15.00%	31.00%	>31.00%	
11	20		1.00%	20.00%	34.00%	>34.00%	
21	40		9.00%	23.00%	40.00%	>40.00%	
41	70	2.00%	16.00%	30.00%	47.00%	>47.00%	
71	100	9.00%	23.00%	34.00%	53.00%	>53.00%	
101	200	16.00%	32.00%	40.00%	55.00%	>55.00%	
201	400	26.00%	37.00%	47.00%	63.00%	>63.00%	
401	700	35.00%	45.00%	54.00%	68.00%	>68.00%	
701	1000	43.00%	52.00%	64.00%	78.00%	>78.00%	
1001	1500	49.00%	62.00%	70.00%	82.00%	>82.00%	
1501	2000	56.00%	66.00%	73.00%	85.00%	>85.00%	
2001	3000	62.00%	69.00%	76.00%	86.00%	>86.00%	
3001	4000	65.00%	73.00%	78.00%	87.00%	>87.00%	
4001	5000	67.00%	75.00%	80.00%	88.00%	>88.00%	
5001	10000	70.00%	78.00%	82.00%	89.00%	>89.00%	
10001	15000	73.00%	81.00%	85.00%	90.00%	>90.00%	
15001	20000	75.00%	84.00%	87.00%	91.00%	>91.00%	
20001	40000	76.00%	85.00%	89.00%	92.00%	95.00%	>95.00%
40001	70000	77.00%	86.00%	90.00%	95.00%	96.00%	>96.00%
70001	100000	78.00%	87.00%	91.00%	95.00%	96.00%	>96.00%
100001	200000	79.00%	88.00%	92.00%	95.00%	96.00%	>96.00%
200001	500000	80.00%	89.00%	93.00%	95.00%	97.00%	>97.00%
500001	999999999	81.00%	90.00%	95.00%	97.00%	98.00%	>98.00%
<b>[Enterprise, Unlimited] Einstein Conversation Insights</b>							
1	99	50.00%	65.00%	80.00%	>80.00%		
100	199	55.00%	70.00%	85.00%	>85.00%		
200	999	60.00%	75.00%	90.00%	>90.00%		
1000	4999	65.00%	77.00%	93.00%	>93.00%		
5000	9999	70.00%	81.00%	94.00%	96.00%	>96.00%	
10000	999999999	75.00%	83.00%	95.00%	97.00%	>97.00%	

USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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## Sales

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Einstein Conversation Insights - 1 Additional Hour</b>							
1	999999999	5.00%	10.00%	25.00%	35.00%	>35.00%	
<b>[Professional, Enterprise, Unlimited] Sales Engagement</b>							
1	9	12.00%	19.00%	30.00%	39.00%	51.00%	>51.00%
10	24	13.00%	21.00%	33.00%	43.00%	51.00%	>51.00%
25	49	16.00%	21.00%	33.00%	43.00%	51.00%	>51.00%
50	99	17.00%	21.00%	34.00%	45.00%	52.00%	>52.00%
100	199	19.00%	26.00%	38.00%	50.00%	54.00%	>54.00%
200	499	20.00%	33.00%	44.00%	52.00%	56.00%	>56.00%
500	999	20.00%	36.00%	48.00%	57.00%	62.00%	>62.00%
1000	1999	22.00%	38.00%	50.00%	60.00%	65.00%	>65.00%
2000	999999999	22.00%	41.00%	50.00%	60.00%	65.00%	>65.00%
<b>[Enterprise, Unlimited] Life Sciences Cloud - Customer Engagement Add-on</b>							
1	9	19.00%	23.00%	27.00%	31.00%	35.00%	>35.00%
10	24	23.00%	27.00%	31.00%	35.00%	39.00%	>39.00%
25	49	27.00%	31.00%	35.00%	39.00%	43.00%	>43.00%
50	99	31.00%	35.00%	39.00%	43.00%	47.00%	>47.00%
100	199	35.00%	39.00%	43.00%	47.00%	51.00%	>51.00%
200	499	39.00%	43.00%	47.00%	51.00%	55.00%	>55.00%
500	999	43.00%	47.00%	51.00%	55.00%	59.00%	>59.00%
1000	1999	47.00%	51.00%	55.00%	59.00%	63.00%	>63.00%
2000	2999	51.00%	55.00%	59.00%	63.00%	67.00%	>67.00%
3000	4999	55.00%	59.00%	63.00%	67.00%	71.00%	>71.00%
5000	7499	59.00%	63.00%	67.00%	71.00%	75.00%	>75.00%
7500	999999999	63.00%	67.00%	71.00%	75.00%	80.00%	>80.00%
<b>[Professional] Salesforce Pro Suite</b>							
1	9	20.00%		23.00%	27.00%	31.00%	>31.00%
10	19	20.00%		23.00%	27.00%	31.00%	>31.00%
20	29	20.00%		23.00%	28.00%	32.00%	>32.00%
30	39	20.00%		23.00%	30.00%	34.00%	>34.00%
40	49	20.00%		23.00%	31.00%	35.00%	>35.00%
50	99	20.00%	25.00%	26.00%	32.00%	36.00%	>36.00%
100	999999999	20.00%	25.00%	27.00%	33.00%	37.00%	>37.00%
<b>[Enterprise, Unlimited] Sales Performance Management</b>							
1	9	21.00%	30.00%	39.00%	46.00%	49.00%	>49.00%
10	24	21.00%	32.00%	41.00%	48.00%	53.00%	>53.00%
25	49	23.00%	33.00%	42.00%	50.00%	55.00%	>55.00%
50	99	23.00%	34.00%	43.00%	51.00%	56.00%	>56.00%
100	199	25.00%	36.00%	45.00%	52.00%	57.00%	>57.00%
200	499	25.00%	40.00%	49.00%	55.00%	59.00%	>59.00%
500	999	25.00%	41.00%	53.00%	59.00%	63.00%	>63.00%
1000	1999	26.00%	43.00%	55.00%	62.00%	65.00%	>65.00%
2000	999999999	26.00%	45.00%	56.00%	68.00%	70.00%	>70.00%
<b>[Enterprise, Unlimited] Sales Planning</b>							
1	199	15.00%	28.00%	40.00%	45.00%	48.00%	>48.00%
200	499	16.00%	35.00%	46.00%	55.00%	59.00%	>59.00%
500	999	16.00%	36.00%	49.00%	58.00%	63.00%	>63.00%
1000	1999	18.00%	38.00%	51.00%	64.00%	66.00%	>66.00%
2000	999999999	18.00%	38.00%	53.00%	64.00%	73.00%	>71.00%
<b>[Professional, Enterprise, Unlimited] Salesforce Maps</b>							
<b>[Professional, Enterprise, Unlimited] Salesforce Maps: Advanced</b>							
1	9	5.00%	8.00%	20.00%	30.00%	36.00%	>36.00%
10	24	5.00%	10.00%	23.00%	34.00%	43.00%	>43.00%
25	49	5.00%	12.00%	25.00%	36.00%	45.00%	>45.00%
50	99	7.00%	13.00%	27.00%	40.00%	47.00%	>47.00%
100	199	7.00%	19.00%	32.00%	45.00%	49.00%	>49.00%
200	499	7.00%	26.00%	38.00%	47.00%	52.00%	>52.00%
500	999	7.00%	27.00%	41.00%	51.00%	56.00%	>56.00%
1000	1999	9.00%	30.00%	43.00%	57.00%	59.00%	>59.00%
2000	999999999	9.00%	30.00%	45.00%	57.00%	64.00%	>64.00%
<b>[Professional, Enterprise, Unlimited] Salesforce Maps for Community Logins</b>							
<b>[Professional, Enterprise, Unlimited] Salesforce Maps for Community Members</b>							
1	499		41.00%	43.00%	44.00%	48.00%	>48.00%
500	999	24.00%	43.00%	44.00%	47.00%	48.00%	>48.00%
1000	1999	28.00%	44.00%	47.00%	48.00%	52.00%	>52.00%
2000	4999	32.00%	46.00%	48.00%	50.00%	55.00%	>55.00%
5000	999999999	36.00%	47.00%	50.00%	52.00%	59.00%	>59.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Salesforce Spiff - Additional Connector</b>							
1	999999999	0.00%	5.00%	10.00%	20.00%	30.00%	>30.00%
<b>[Enterprise, Unlimited] Channel Revenue Management</b>							
1	999999999	10.00%	20.00%	30.00%	40.00%	50.00%	>50.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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Salesforce Confidential - Internal Use Only

## Sales

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Channel Revenue Management - User Add-On</b>							
1	9	10.00%	15.00%	20.00%	30.00%	40.00%	>40.00%
10	49	15.00%	20.00%	25.00%	35.00%	45.00%	>45.00%
50	99	20.00%	27.00%	35.00%	40.00%	48.00%	>48.00%
100	199	25.00%	35.00%	40.00%	45.00%	53.00%	>53.00%
200	499	30.00%	40.00%	45.00%	50.00%	55.00%	>55.00%
500	999	35.00%	45.00%	50.00%	55.00%	60.00%	>60.00%
1000	9999	40.00%	50.00%	60.00%	70.00%	75.00%	>75.00%
10000	99999999	43.00%	53.00%	63.00%	73.00%	78.00%	>78.00%
<b>[Enterprise, Unlimited] Channel Revenue Management Payout - Add-On (100K Payouts)</b>							
1	9	10.00%	15.00%	25.00%	40.00%	55.00%	>55.00%
11	49	15.00%	20.00%	33.00%	45.00%	58.00%	>58.00%
50	99	20.00%	25.00%	35.00%	48.00%	63.00%	>63.00%
100	199	25.00%	30.00%	38.00%	53.00%	65.00%	>65.00%
200	499	28.00%	33.00%	43.00%	55.00%	68.00%	>68.00%
500	999	30.00%	35.00%	45.00%	58.00%	70.00%	>70.00%
1000	2499	33.00%	38.00%	48.00%	61.00%	73.00%	>73.00%
2500	4999	35.00%	40.00%	50.00%	63.00%	75.00%	>75.00%
5000	9999	40.00%	45.00%	55.00%	65.00%	78.00%	>78.00%
10000	99999999	45.00%	50.00%	60.00%	70.00%	80.00%	>80.00%
<b>[Enterprise, Unlimited] External Apps for Financial Services - Logins (Per Month)</b>							
<b>[Enterprise, Unlimited] External Apps for Financial Services - Members</b>							
<b>[Enterprise, Unlimited] External Apps for Health Cloud - Logins (Per Month)</b>							
<b>[Enterprise, Unlimited] External Apps for Health Cloud - Members</b>							
1	10	31.00%	34.00%	41.00%	51.00%	>51.00%	
11	20	32.00%	35.00%	44.00%	55.00%	>55.00%	
21	40	35.00%	37.00%	48.00%	58.00%	>58.00%	
41	70	40.00%	44.00%	55.00%	58.00%	>58.00%	
71	100	41.00%	50.00%	57.00%	60.00%	>60.00%	
101	200	44.00%	52.00%	57.00%	60.00%	>60.00%	
201	300	48.00%	52.00%	57.00%	61.00%	>61.00%	
301	500	48.00%	55.00%	58.00%	64.00%	>64.00%	
501	700	51.00%	55.00%	61.00%	66.00%	>66.00%	
701	1000	55.00%	60.00%	65.00%	69.00%	>69.00%	
1001	1500	55.00%	63.00%	69.00%	73.00%	>73.00%	
1501	2000	62.00%	69.00%	73.00%	76.00%	>76.00%	
2001	2500	62.00%	70.00%	76.00%	78.00%	>78.00%	
2501	3000	65.00%	71.00%	76.00%	78.00%	>78.00%	
3001	3500	68.00%	72.00%	76.00%	80.00%	>80.00%	
3501	4000	71.00%	73.00%	76.00%	81.00%	>81.00%	
4001	5000	72.00%	76.00%	79.00%	83.00%	>83.00%	
5001	10000	76.00%	79.00%	85.00%	88.00%	>88.00%	
10001	15000	79.00%	83.00%	87.00%	91.00%	>91.00%	
15001	20000	83.00%	86.00%	90.00%	92.00%	>92.00%	
20001	30000	86.00%	88.00%	90.00%	93.00%	>93.00%	
30001	40000	90.00%	92.00%	92.00%	93.30%	>93.30%	
40001	99999999	90.00%	92.00%	93.00%	94.60%	>94.60%	
<b>[Enterprise, Unlimited] Lightning Platform Expansion for Community Cloud</b>							
1	99999999	15.00%	20.00%	25.00%	35.00%	45.00%	>45.00%
<b>[Enterprise, Unlimited] Loyalty and Referral Credits - Additional (100,000)</b>							
<b>[Enterprise, Unlimited] Loyalty and Referral Credits - Base</b>							
1	5	0.00%	5.00%	10.00%	20.00%	30.00%	>30.00%
6	10	5.00%	10.00%	15.00%	30.00%	40.00%	>40.00%
21	50	10.00%	20.00%	40.00%	50.00%	70.00%	>70.00%
51	99999	20.00%	50.00%	60.00%	70.00%	80.00%	>80.00%
<b>[Enterprise, Unlimited] Partner Ecosystem Management - Logins</b>							
1	10	1.00%	2.00%	6.00%	15.00%	30.00%	>30.00%
11	20	2.00%	3.00%	7.00%	20.00%	35.00%	>35.00%
21	40	4.00%	7.00%	11.00%	25.00%	40.00%	>40.00%
41	70	8.00%	14.00%	20.00%	35.00%	40.00%	>40.00%
71	100	10.00%	15.00%	28.00%	38.00%	43.00%	>43.00%
101	200	13.00%	20.00%	32.00%	38.00%	43.00%	>43.00%
201	300	15.00%	25.00%	32.00%	39.00%	44.00%	>44.00%
301	500	15.00%	25.00%	36.00%	40.00%	49.00%	>49.00%
501	700	20.00%	30.00%	36.00%	44.00%	51.00%	>51.00%
701	1000	20.00%	35.00%	43.00%	51.00%	56.00%	>56.00%
1001	1500	20.00%	45.00%	47.00%	56.00%	62.00%	>62.00%
1501	2000	20.00%	45.00%	50.00%	60.00%	65.00%	>65.00%
2001	2500	20.00%	45.00%	50.00%	60.00%	66.00%	>66.00%
2501	3000	20.00%	50.00%	55.00%	63.00%	67.00%	>67.00%
3001	3500	20.00%	54.00%	60.00%	64.00%	68.00%	>68.00%
3501	4000	20.00%	58.00%	61.00%	66.00%	69.00%	>69.00%
4001	5000	20.00%	60.00%	65.00%	68.00%	70.00%	>70.00%
5001	10000	20.00%	65.00%	67.00%	69.00%	71.00%	>71.00%
10001	15000	30.00%	70.00%	71.00%	72.00%	72.00%	>72.00%
15001	20000	30.00%	70.00%	71.00%	72.00%	73.00%	>73.00%
20001	30000	30.00%	70.00%	71.00%	72.00%	74.00%	>74.00%
30001	40000	30.00%	70.00%	71.00%	72.00%	75.00%	>75.00%
40001	50000	30.00%	70.00%	71.00%	72.00%	76.00%	>76.00%
50001	99999	30.00%	70.00%	71.00%	72.00%	77.00%	>77.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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## Sales

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Partner Ecosystem Management - Members</b>							
1	10	1.00%	2.00%	6.00%	15.00%	30.00%	>30.00%
11	20	2.00%	3.00%	7.00%	20.00%	35.00%	>35.00%
21	40	4.00%	7.00%	11.00%	25.00%	49.00%	>49.00%
41	70	8.00%	14.00%	20.00%	35.00%	40.00%	>40.00%
71	100	10.00%	15.00%	28.00%	38.00%	43.00%	>43.00%
101	200	13.00%	20.00%	32.00%	38.00%	43.00%	>43.00%
201	300	15.00%	25.00%	32.00%	39.00%	44.00%	>44.00%
301	500	15.00%	25.00%	36.00%	40.00%	49.00%	>49.00%
501	700	20.00%	30.00%	36.00%	44.00%	51.00%	>51.00%
701	1000	20.00%	35.00%	43.00%	51.00%	56.00%	>56.00%
1001	1500	20.00%	35.00%	47.00%	56.00%	62.00%	>62.00%
1501	2000	20.00%	45.00%	50.00%	60.00%	65.00%	>65.00%
2001	2500	20.00%	45.00%	50.00%	60.00%	66.00%	>66.00%
2501	3000	20.00%	50.00%	55.00%	63.00%	67.00%	>67.00%
3001	3500	20.00%	54.00%	60.00%	64.00%	68.00%	>68.00%
3501	4000	20.00%	58.00%	61.00%	66.00%	69.00%	>69.00%
4001	5000	20.00%	60.00%	65.00%	68.00%	70.00%	>70.00%
5001	10000	20.00%	65.00%	67.00%	69.00%	71.00%	>71.00%
10001	15000	30.00%	70.00%	71.00%	72.00%	72.00%	>72.00%
15001	20000	30.00%	70.00%	71.00%	72.00%	73.00%	>73.00%
20001	30000	30.00%	70.00%	71.00%	72.00%	75.00%	>75.00%
30001	40000	30.00%	70.00%	71.00%	72.00%	74.00%	>74.00%
40001	50000	30.00%	70.00%	71.00%	72.00%	76.00%	>76.00%
50001	999999						>0.00%
<b>[Enterprise, Unlimited] Partner Community for Manufacturing - Logins (Per Month)</b>							
<b>[Enterprise, Unlimited] Partner Community for Manufacturing - Members</b>							
1	9	12.00%	16.00%	20.00%	30.00%	>30.00%	
10	24	14.00%	18.00%	22.00%	32.00%	>32.00%	
25	49	16.00%	20.00%	24.00%	34.00%	>34.00%	
50	99	18.00%	22.00%	26.00%	36.00%	>36.00%	
100	199	20.00%	26.00%	30.00%	40.00%	>40.00%	
200	499	22.00%	28.00%	32.00%	42.00%	50.00%	>50.00%
500	999	24.00%	30.00%	34.00%	44.00%	50.00%	>50.00%
1000	1999	26.00%	34.00%	38.00%	48.00%	55.00%	>55.00%
2000	4999	28.00%	36.00%	40.00%	50.00%	60.00%	>60.00%
5000	14999	35.00%	43.00%	47.00%	57.00%	65.00%	>65.00%
15000	24999	40.00%	48.00%	52.00%	62.00%	70.00%	>70.00%
25000	99999999	45.00%	55.00%	60.00%	65.00%	75.00%	>75.00%
<b>[Enterprise, Unlimited] Additional Orders - B2B BSS Suite (1,000 Orders/year)</b>							
<b>[Enterprise, Unlimited] B2B Order Management for Energy &amp; Utilities Cloud (1,000 Orders/year)</b>							
<b>[Enterprise, Unlimited] B2B Order Management for Media Cloud (1,000 Orders/year)</b>							
1	19	55.00%	59.00%	63.00%	67.00%	>67.00%	
20	199	59.00%	63.00%	67.00%	71.00%	>71.00%	
200	350	63.00%	67.00%	71.00%	75.00%	>75.00%	
351	499	67.00%	71.00%	75.00%	79.00%	>79.00%	
500	749	71.00%	75.00%	79.00%	83.00%	>83.00%	
750	1249	75.00%	79.00%	83.00%	87.00%	>87.00%	
1250	2999	79.00%	83.00%	87.00%	91.00%	>91.00%	
3000	99999999	83.00%	87.00%	91.00%	95.00%	>95.00%	
<b>[Enterprise, Unlimited] Communications Cloud - B2B BSS Suite</b>							
1	99999999	70.00%	75.00%	80.00%	85.00%	87.00%	>87.00%
<b>[Enterprise, Unlimited] Group Benefit Credits (3M)</b>							
<b>[Enterprise, Unlimited] Policy Administration</b>							
1	2	16.00%	22.00%	27.00%	34.00%	40.00%	>40.00%
3	6	20.00%	24.00%	30.00%	35.00%	42.00%	>42.00%
7	18	22.00%	27.00%	32.00%	38.00%	45.00%	>45.00%
19	48	26.00%	30.00%	35.00%	40.00%	50.00%	>50.00%
49	98	30.00%	34.00%	38.00%	43.00%	54.00%	>54.00%
99	198	32.00%	34.00%	40.00%	46.00%	58.00%	>58.00%
199	498	34.00%	37.00%	43.00%	50.00%	61.00%	>61.00%
499	998	34.00%	40.00%	48.00%	53.00%	64.00%	>64.00%
999	1998	38.00%	42.00%	50.00%	56.00%	68.00%	>68.00%
1999	9998	40.00%	46.00%	52.00%	60.00%	72.00%	>72.00%
9999	99999999						>0.00%
<b>[Enterprise, Unlimited] Additional Loan Credits (1,000)</b>							
1	99	27.00%	30.00%	33.00%	36.00%	39.00%	>39.00%
100	249	32.00%	35.00%	38.00%	41.00%	44.00%	>44.00%
250	499	37.00%	40.00%	43.00%	46.00%	49.00%	>49.00%
500	999	42.00%	45.00%	48.00%	51.00%	54.00%	>54.00%
1000	2499	47.00%	50.00%	53.00%	56.00%	59.00%	>59.00%
2500	4999	53.00%	56.00%	59.00%	62.00%	65.00%	>65.00%
5000	9999	61.00%	63.00%	65.00%	66.00%	67.00%	>67.00%
10000	49999	65.00%	67.00%	69.00%	70.00%	71.00%	>71.00%
50000	99999	69.00%	71.00%	73.00%	74.00%	75.00%	>75.00%
<b>[Enterprise, Unlimited] Revenue Cloud Billing</b>							
1	1	30.00%	35.00%	45.00%	55.00%	65.00%	>65.00%

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User License Comparison

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Product Promos

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## Sales

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		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Revenue Cloud Billing Events</b>							
1	4	50.00%	53.00%	56.00%	59.00%	62.00%	>62.00%
5	9	55.00%	58.00%	61.00%	64.00%	67.00%	>67.00%
10	49	60.00%	63.00%	66.00%	69.00%	72.00%	>72.00%
50	99	65.00%	68.00%	71.00%	74.00%	77.00%	>77.00%
100	499	70.00%	73.00%	76.00%	79.00%	82.00%	>82.00%
500	999	75.00%	78.00%	81.00%	84.00%	87.00%	>87.00%
1000	99999999	81.00%	84.00%	87.00%	90.00%	93.00%	>93.00%
<b>[Enterprise, Unlimited] Revenue Cloud Advanced (CPQ Upgrade)</b>							
<b>[Enterprise, Unlimited] Revenue Cloud Growth (CPQ Upgrade)</b>							
1	9	17.00%	27.00%	35.00%	39.00%	48.00%	>48.00%
10	24	19.00%	29.00%	36.00%	41.00%	49.00%	>49.00%
25	49	23.00%	29.00%	36.00%	41.00%	59.00%	>59.00%
50	99	25.00%	30.00%	38.00%	43.00%	54.00%	>54.00%
100	199	27.00%	37.00%	46.00%	51.00%	56.00%	>56.00%
200	499	27.00%	42.00%	50.00%	56.00%	60.00%	>60.00%
500	999	27.00%	45.00%	54.00%	61.00%	65.00%	>65.00%
1000	1999	33.00%	46.00%	60.00%	67.00%	71.00%	>71.00%
2000	2999	33.00%	49.00%	65.00%	72.00%	79.00%	>79.00%
3000	4999	33.00%	51.00%	65.00%	75.00%	81.00%	>81.00%
5000	7499	37.00%	54.00%	67.00%	77.00%	83.00%	>83.00%
7500	99999	38.00%	55.00%	68.00%	78.00%	85.00%	>85.00%
<b>[Enterprise, Unlimited] Revenue Events (50,000)</b>							
<b>[Enterprise, Unlimited] Revenue Events Starter Pack</b>							
1	1	35.00%	38.00%	41.00%	44.00%	47.00%	>47.00%
2	4	40.00%	43.00%	46.00%	49.00%	52.00%	>52.00%
5	9	45.00%	48.00%	51.00%	54.00%	57.00%	>57.00%
10	19	50.00%	53.00%	56.00%	59.00%	62.00%	>62.00%
20	49	55.00%	58.00%	61.00%	64.00%	67.00%	>67.00%
50	99	60.00%	63.00%	66.00%	69.00%	72.00%	>72.00%
100	199	66.00%	69.00%	72.00%	75.00%	78.00%	>78.00%
200	99999	73.00%	75.00%	77.00%	79.00%	81.00%	>81.00%

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## Service

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		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Additional Customer Experience Intelligence Signals (100)</b>							
1	999999999	25.00%	35.00%	40.00%	45.00%	50.00%	>50.00%
<b>[Enterprise] Customer Experience Intelligence</b>							
1	99999	2.00%	3.00%	5.00%	10.00%	20.00%	>20.00%
100000	499999	3.00%	5.00%	10.00%	15.00%	25.00%	>25.00%
500000	999999	5.00%	8.00%	12.00%	20.00%	30.00%	>30.00%
1000000	4999999	7.00%	10.00%	15.00%	25.00%	35.00%	>35.00%
5000000	9999999	9.00%	14.00%	20.00%	30.00%	40.00%	>40.00%
10000000	99999999	11.00%	17.00%	25.00%	35.00%	40.00%	>40.00%
<b>[Enterprise, Unlimited] Service Cloud Voice with Amazon Connect (2,000 mins)</b>							
<b>[Enterprise, Unlimited] Service Cloud Voice with Amazon Connect (5,000 mins)</b>							
<b>[Enterprise, Unlimited] Service Cloud Voice with Amazon Connect (750 mins)</b>							
<b>[Unlimited] Amazon Connect for Contact Center (2,000 mins)</b>							
<b>[Unlimited] Amazon Connect for Contact Center (5,000 mins)</b>							
<b>[Unlimited] Amazon Connect for Contact Center (750 mins)</b>							
1	999999999						>0.00%
<b>[Enterprise, Unlimited] Public Benefit Assistance</b>							
<b>[Enterprise, Unlimited] Salesforce Scheduler</b>							
1	10	2.00%	5.50%	15.00%	30.00%	>30.00%	
11	20	3.00%	7.00%	20.00%	35.00%	>35.00%	
21	40	7.00%	10.50%	25.00%	40.00%	>40.00%	
41	70	14.00%	20.00%	35.00%	40.00%	>40.00%	
71	100	15.00%	28.00%	38.00%	43.00%	>43.00%	
101	200	20.00%	32.00%	38.00%	43.00%	>43.00%	
201	300	25.00%	32.00%	39.00%	44.00%	>44.00%	
301	500	25.00%	36.00%	40.00%	49.00%	>49.00%	
501	700	30.00%	36.00%	44.00%	51.00%	>51.00%	
701	1000	35.00%	43.00%	50.50%	55.50%	>55.50%	
1001	1500	35.00%	47.00%	56.00%	62.00%	>62.00%	
1501	2000	45.00%	55.00%	62.00%	66.00%	>66.00%	
2001	2500	45.00%	57.00%	66.00%	69.00%	>69.00%	
2501	3000	50.00%	59.00%	66.00%	69.00%	>69.00%	
3001	3500	54.00%	60.00%	66.00%	71.00%	>71.00%	
3501	4000	58.00%	61.00%	66.00%	73.00%	>73.00%	
4001	5000	60.00%	65.00%	70.00%	76.00%	>76.00%	
5001	10000	65.00%	70.00%	78.00%	83.00%	>83.00%	
10001	15000	70.00%	75.00%	82.00%	87.00%	>87.00%	
15001	20000	75.00%	80.00%	86.00%	88.00%	>88.00%	
20001	30000	80.00%	83.00%	86.00%	90.00%	>90.00%	
30001	40000	85.00%	86.00%	88.00%	90.50%	>90.50%	
40001	50000	85.00%	88.00%	90.00%	92.30%	>92.30%	
50001	1000000000						>0.00%
<b>[Enterprise, Unlimited] Appointment Assistant</b>							
<b>[Enterprise, Unlimited] Einstein Next Best Action Additional Requests</b>							
<b>[Enterprise, Unlimited] Service Cloud Einstein - Additional 10,000 Case Routing Predictions</b>							
<b>[Enterprise, Unlimited] Service Cloud Voice - Bring Your Own Amazon Connect</b>							
<b>[Enterprise] Field Service - Dispatcher</b>							
<b>[Enterprise] Field Service - Technician</b>							
<b>[Enterprise] Field Service Plus</b>							
<b>[Enterprise] Field Service Plus for Energy &amp; Utilities Cloud</b>							
<b>[Enterprise] Service Cloud - Flex User</b>							
<b>[Enterprise] Service Cloud - Off-Peak Shift User</b>							
<b>[Enterprise] Service Cloud Voice</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] Einstein Next Best Action Additional Requests (No Third-Party Terms)</b>							
1	9	16.00%	22.00%	30.00%	39.00%	44.00%	>44.00%
10	24	17.00%	23.00%	33.00%	43.00%	49.00%	>49.00%
25	49	20.00%	26.00%	34.00%	44.00%	51.00%	>51.00%
50	99	21.00%	27.00%	35.00%	45.00%	53.00%	>53.00%
100	199	23.00%	29.00%	39.00%	49.00%	56.00%	>56.00%
200	499	24.00%	36.00%	46.00%	54.00%	58.00%	>58.00%
500	999	24.00%	39.00%	50.00%	59.00%	64.00%	>64.00%
1000	1999	25.00%	41.00%	52.00%	62.00%	67.00%	>67.00%
2000	1000000000	25.00%	44.00%	57.00%	68.00%	73.00%	>73.00%
<b>[Enterprise, Unlimited] Service Cloud Voice - Additional AWS Services</b>							
<b>[Enterprise, Unlimited] Virtual Calls</b>							
<b>[Professional, Enterprise, Unlimited] Knowledge</b>							
1	999999999	>0.00%					
<b>[Enterprise, Unlimited] Employee Experience for Public Sector</b>							
<b>[Enterprise] Employee Experience for Public Sector-Login(10K credits)</b>							
1	49	36.00%	42.00%	49.00%	55.00%		>55.00%
50	199	43.00%	50.00%	56.00%	62.00%		>62.00%
200	599	46.00%	53.00%	59.00%	66.00%		>66.00%
600	999	50.00%	56.00%	62.00%	69.00%		>69.00%
1000	1999	53.00%	59.00%	66.00%	72.00%		>72.00%
2000	4999	56.00%	62.00%	69.00%	75.00%		>75.00%
5000	7999	64.00%	72.00%	78.00%	79.00%	81.00%	>81.00%
8000	9999	68.00%	76.00%	81.00%	82.00%	84.00%	>84.00%
10000	19999	72.00%	80.00%	83.00%	86.00%	88.00%	>88.00%
20000	49999	76.00%	84.00%	88.00%	89.00%	90.00%	>90.00%
50000	99999	80.00%	86.00%	88.00%	90.00%	92.00%	>92.00%
100000	199999	86.00%	90.00%	92.00%	94.00%	96.00%	>96.00%
200000	99999999	88.00%	92.00%	94.00%	96.00%	98.00%	>98.00%

**USD Core Price List Discount Approval Matrix**

User License Comparison

Pricing - Ask Astro

Product Promos

Version: v1.1 We are now pulling data directly from Org62! You may notice changes in the names and categories of products Revised: January 26th, 2026

Salesforce Confidential - Internal Use Only

## Service

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise] Manufacturing Cloud - Service</b>							
1	9	16.00%	36.00%	38.00%	46.00%	55.00%	>55.00%
10	24	16.00%	36.00%	38.00%	46.00%	55.00%	>55.00%
25	49	23.00%	38.00%	41.00%	52.00%	55.00%	>55.00%
50	99	23.00%	39.00%	42.00%	58.00%	61.00%	>61.00%
100	199	23.00%	41.00%	43.00%	59.00%	61.00%	>61.00%
200	499	23.00%	45.00%	46.00%	59.00%	61.00%	>61.00%
500	999	23.00%	45.00%	49.00%	59.00%	61.00%	>61.00%
1000	999999999	29.00%	49.00%	56.00%	61.00%	64.00%	>64.00%
<b>[Enterprise, Unlimited] Advanced Therapy Management - Patients (500)</b>							
<b>[Enterprise, Unlimited] Public Sector Application Forms - Business (1,000)</b>							
<b>[Enterprise, Unlimited] Public Sector Application Forms - Individual (1,000)</b>							
<b>[Enterprise, Unlimited] Visual Remote Assistant</b>							
1	9	14.00%	19.00%	24.00%	32.00%	>32.00%	
10	19	14.00%	19.00%	24.00%	32.00%	>32.00%	
20	29	14.00%	19.00%	24.00%	33.00%	>33.00%	
30	39	14.00%	19.00%	24.00%	34.00%	>34.00%	
40	49	14.00%	19.00%	24.00%	35.00%	>35.00%	
50	99	18.00%	27.00%	28.00%	36.00%	>36.00%	
100	199	19.00%	27.00%	29.00%	37.00%	>37.00%	
200	999999999						>0.00%
<b>[Enterprise, Unlimited] Agentforce for Field Service Add-On</b>							
<b>[Enterprise, Unlimited] Agentforce for Service Add-on</b>							
1	9	19.00%	24.00%	29.00%	33.00%	43.00%	>43.00%
10	49	30.00%	34.00%	38.00%	42.00%	50.00%	>50.00%
50	199	32.00%	36.00%	40.00%	44.00%	52.00%	>52.00%
200	499	33.00%	37.00%	41.00%	45.00%	53.00%	>53.00%
500	999	36.00%	40.00%	44.00%	47.00%	55.00%	>55.00%
1000	1999	45.00%	48.00%	51.00%	54.00%	61.00%	>61.00%
2000	2999	46.00%	49.00%	52.00%	55.00%	62.00%	>62.00%
3000	4999	52.00%	55.00%	58.00%	60.00%	66.00%	>66.00%
5000	7499	55.00%	57.00%	60.00%	63.00%	68.00%	>68.00%
7500	999999999	56.00%	59.00%	61.00%	64.00%	69.00%	>69.00%
<b>[Enterprise] Communications Cloud Advanced - Service</b>							
<b>[Enterprise] Communications Cloud Growth - Service</b>							
<b>[Enterprise] Energy &amp; Utilities Cloud Growth - Service - MP</b>							
<b>[Enterprise] Financial Services Cloud - Service</b>							
<b>[Enterprise] Health Cloud - Field Scheduler</b>							
<b>[Enterprise] Health Cloud - Remote Caregiver</b>							
<b>[Enterprise] Health Cloud - Service</b>							
<b>[Enterprise] Media Cloud Advanced - Service</b>							
<b>[Enterprise] Media Cloud Growth - Service</b>							
1	9	40.00%	44.00%	52.00%	59.00%	63.00%	>63.00%
10	24	40.00%	45.00%	53.00%	59.00%	66.00%	>66.00%
25	49	42.00%	45.00%	53.00%	61.00%	66.00%	>66.00%
50	99	43.00%	46.00%	54.00%	62.00%	67.00%	>67.00%
100	199	44.00%	50.00%	57.00%	65.00%	69.00%	>69.00%
200	499	45.00%	54.00%	61.00%	67.00%	70.00%	>70.00%
500	999	46.00%	56.00%	63.00%	70.00%	73.00%	>73.00%
1000	1999	47.00%	58.00%	65.00%	73.00%	76.00%	>76.00%
2000	999999999	48.00%	60.00%	68.00%	75.00%	81.00%	>81.00%
<b>[Enterprise, Unlimited] Entitlements</b>							
<b>[Unlimited] Consumer Goods Cloud - Service</b>							
<b>[Unlimited] Field Service Plus</b>							
<b>[Unlimited] Field Service Plus for Energy &amp; Utilities Cloud</b>							
1	9	17.00%	27.00%	35.00%	39.00%	48.00%	>48.00%
10	24	19.00%	29.00%	36.00%	41.00%	49.00%	>49.00%
25	49	23.00%	29.00%	36.00%	41.00%	50.00%	>50.00%
50	99	25.00%	30.00%	38.00%	43.00%	54.00%	>54.00%
100	199	27.00%	37.00%	46.00%	51.00%	56.00%	>56.00%
200	499	27.00%	42.00%	50.00%	56.00%	60.00%	>60.00%
500	999	27.00%	45.00%	54.00%	61.00%	65.00%	>65.00%
1000	1999	33.00%	46.00%	60.00%	67.00%	71.00%	>71.00%
2000	2999	33.00%	49.00%	64.00%	72.00%	79.00%	>79.00%
3000	4999	33.00%	51.00%	65.00%	75.00%	81.00%	>81.00%
5000	7499	37.00%	54.00%	67.00%	77.00%	83.00%	>83.00%
7500	10000000000	38.00%	55.00%	68.00%	78.00%	85.00%	>85.00%
<b>[Enterprise, Unlimited] Provider Network Management</b>							
<b>[Enterprise] Consumer Goods Cloud - Service</b>							
<b>[Unlimited] Communications Cloud Advanced - Service</b>							
<b>[Unlimited] Communications Cloud Growth - Service</b>							
<b>[Unlimited] Energy &amp; Utilities Cloud Growth - Service - MP</b>							
<b>[Unlimited] Financial Services Cloud - Service</b>							
<b>[Unlimited] Health Cloud - Field Scheduler</b>							
<b>[Unlimited] Health Cloud - Remote Caregiver</b>							
<b>[Unlimited] Health Cloud - Service</b>							
<b>[Unlimited] Media Cloud Advanced - Service</b>							
<b>[Unlimited] Media Cloud Growth - Service</b>							
1	9	32.00%	41.00%	47.00%	50.00%	58.00%	>58.00%
10	24	35.00%	43.00%	47.00%	52.00%	58.00%	>58.00%
25	49	38.00%	43.00%	47.00%	52.00%	60.00%	>60.00%
50	99	40.00%	44.00%	49.00%	53.00%	61.00%	>61.00%
100	199	41.00%	48.00%	56.00%	61.00%	63.00%	>63.00%
200	499	41.00%	54.00%	60.00%	63.00%	67.00%	>67.00%
500	999	41.00%	55.00%	62.00%	68.00%	72.00%	>72.00%
1000	1999	45.00%	56.00%	67.00%	73.00%	76.00%	>76.00%
2000	2999	45.00%	59.00%	70.00%	77.00%	83.00%	>83.00%
3000	4999	45.00%	61.00%	72.00%	79.00%	85.00%	>85.00%
5000	7499	49.00%	62.00%	74.00%	81.00%	87.00%	>87.00%
7500	999999999	50.00%	63.00%	75.00%	82.00%	88.00%	>88.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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Salesforce Confidential - Internal Use Only

## Service

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Asset Service Lifecycle Management</b>							
[Unlimited]	Field Service - Dispatcher						
[Unlimited]	Field Service - Field Technician						
[Unlimited]	Service Cloud						
[Unlimited]	Service Cloud - Flex User						
[Unlimited]	Service Cloud - Off-Peak Shift User						
1	9	25.00%	34.00%	41.00%	45.00%	53.00%	>53.00%
10	24	27.00%	36.00%	42.00%	47.00%	53.00%	>53.00%
25	49	30.00%	36.00%	42.00%	47.00%	55.00%	>55.00%
50	99	32.00%	37.00%	44.00%	48.00%	58.00%	>58.00%
100	199	34.00%	43.00%	51.00%	56.00%	60.00%	>60.00%
200	499	34.00%	48.00%	55.00%	60.00%	64.00%	>64.00%
500	999	34.00%	50.00%	58.00%	65.00%	68.00%	>68.00%
1000	1999	39.00%	51.00%	64.00%	70.00%	74.00%	>74.00%
2000	2999	39.00%	54.00%	67.00%	75.00%	81.00%	>81.00%
3000	4999	39.00%	56.00%	68.00%	77.00%	83.00%	>83.00%
5000	7499	43.00%	58.00%	70.00%	79.00%	85.00%	>85.00%
7500	99999999	44.00%	59.00%	71.00%	80.00%	86.00%	>86.00%
<b>[Unlimited] Public Sector Foundation - Advanced</b>							
[Unlimited]	Public Sector Foundation - Advanced						
1	9	30.00%	40.00%	50.00%	56.00%	61.00%	>61.00%
10	24	32.00%	42.00%	52.00%	59.00%	64.00%	>64.00%
25	49	35.00%	45.00%	55.00%	62.00%	68.00%	>68.00%
50	99	38.00%	48.00%	58.00%	66.00%	72.00%	>72.00%
100	199	40.00%	50.00%	61.00%	69.00%	75.00%	>75.00%
200	499	44.00%	54.00%	65.00%	73.00%	79.00%	>79.00%
500	999	48.00%	58.00%	69.00%	77.00%	83.00%	>83.00%
1000	1999	52.00%	62.00%	73.00%	81.00%	87.00%	>87.00%
2000	2999	56.00%	66.00%	77.00%	85.00%	89.00%	>89.00%
3000	4999	58.00%	68.00%	79.00%	87.00%	90.00%	>90.00%
5000	7499	60.00%	70.00%	81.00%	89.00%	91.00%	>91.00%
7500	9999	60.00%	70.00%	81.00%	89.00%	92.00%	>92.00%
10000	99999999						>0.00%
<b>[Enterprise] Service Cloud (Emerging Market)</b>							
[Enterprise]	Service Cloud (Emerging Market)						
1	9	38.00%	43.00%	50.00%	57.00%	61.00%	>61.00%
10	24	39.00%	45.00%	52.00%	60.00%	66.00%	>66.00%
25	49	41.00%	45.00%	52.00%	60.00%	66.00%	>66.00%
50	99	42.00%	45.00%	53.00%	61.00%	66.00%	>66.00%
100	199	42.00%	47.00%	58.00%	71.00%	76.00%	>76.00%
200	499	43.00%	53.00%	64.00%	79.00%	85.00%	>85.00%
500	999	43.00%	56.00%	68.00%	83.00%	86.00%	>86.00%
1000	1999						>0.00%
<b>[Enterprise, Unlimited] Claims Management Credits (50K)</b>							
[Enterprise]	Claims Management Credits (50K)						
[Enterprise, Unlimited]	Insurance Claims Management						
[Enterprise, Unlimited]	Insurance Claims Management - First Notice of Loss						
1	1	16.00%	22.00%	27.00%	34.00%	40.00%	>40.00%
2	3	20.00%	24.00%	30.00%	35.00%	42.00%	>42.00%
4	9	22.00%	27.00%	32.00%	38.00%	45.00%	>45.00%
10	24	26.00%	30.00%	35.00%	40.00%	50.00%	>50.00%
25	49	30.00%	34.00%	38.00%	43.00%	54.00%	>54.00%
50	99	32.00%	34.00%	40.00%	46.00%	58.00%	>58.00%
100	249	34.00%	37.00%	43.00%	50.00%	61.00%	>61.00%
250	499	34.00%	40.00%	48.00%	53.00%	64.00%	>64.00%
500	999	38.00%	42.00%	50.00%	56.00%	68.00%	>68.00%
1000	4999	40.00%	46.00%	52.00%	60.00%	72.00%	>72.00%
5000	99999999						>0.00%
<b>[Unlimited] Service Cloud (Emerging Market)</b>							
[Unlimited]	Service Cloud (Emerging Market)						
1	9	44.00%	51.00%	56.00%	59.00%	66.00%	>66.00%
10	24	46.00%	52.00%	57.00%	61.00%	66.00%	>66.00%
25	49	48.00%	52.00%	57.00%	61.00%	66.00%	>66.00%
50	99	49.00%	53.00%	58.00%	62.00%	68.00%	>68.00%
100	199	51.00%	58.00%	64.00%	67.00%	70.00%	>70.00%
200	499	51.00%	61.00%	69.00%	76.00%	79.00%	>79.00%
500	999	51.00%	64.00%	71.00%	81.00%	85.00%	>85.00%
1000	1999						>0.00%
<b>[Enterprise, Unlimited] Salesforce Message Credits - SMS (1,000)</b>							
[Enterprise, Unlimited]	Salesforce Message Credits - SMS (1,000)						
[Enterprise, Unlimited]	Salesforce Message Credits - WhatsApp (1,000)						
1	99999999	64.00%	90.00%	90.50%	91.00%		>91.00%
<b>[Enterprise, Unlimited] Mobile Publisher for Employees and Members</b>							
[Enterprise, Unlimited]	Mobile Publisher for Employees and Members						
[Enterprise, Unlimited]	Mobile Publisher for Logins (Per Month)						
1	499	4.00%	7.00%	11.00%	14.00%		
500	2499	39.00%	50.00%	59.00%	69.00%		
2500	4999	58.00%	66.00%	75.00%	83.00%		
5000	19999	83.00%	87.00%	91.00%	93.00%		
20000	49999	91.00%	92.50%	94.00%	96.00%		
50000	99999	95.00%	96.10%	97.00%	97.90%		
100000	199999	97.20%	97.60%	98.00%	98.50%		
200000	499999	98.60%	98.80%	99.00%	99.30%		
500000	999999	99.10%	99.20%	99.30%	99.50%		

**USD Core Price List Discount Approval Matrix**

User License Comparison

Pricing - Ask Astro

Product Promos

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## Service

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
[Enterprise, Unlimited] Customer Community - Logins (Per Month)							
1	10	0.00%	0.00%	15.00%	31.00%	>31.00%	
11	20		1.00%	20.00%	34.00%	>34.00%	
21	40		9.00%	23.00%	40.00%	>40.00%	
41	70	2.00%	16.00%	30.00%	47.00%	>47.00%	
71	100	9.00%	23.00%	34.00%	53.00%	>53.00%	
101	200	16.00%	32.00%	40.00%	55.00%	>55.00%	
201	400	26.00%	37.00%	47.00%	63.00%	>63.00%	
401	700	35.00%	45.00%	54.00%	68.00%	>68.00%	
701	1000	43.00%	52.00%	64.00%	78.00%	>78.00%	
1001	1500	49.00%	62.00%	70.00%	82.00%	>82.00%	
1501	2000	56.00%	66.00%	73.00%	85.00%	>85.00%	
2001	3000	62.00%	69.00%	76.00%	86.00%	>86.00%	
3001	4000	65.00%	73.00%	78.00%	87.00%	>87.00%	
4001	5000	67.00%	75.00%	80.00%	88.00%	>88.00%	
5001	10000	70.00%	78.00%	82.00%	89.00%	>89.00%	
10001	15000	73.00%	81.00%	85.00%	90.00%	>90.00%	
15001	20000	75.00%	84.00%	87.00%	91.00%	>91.00%	
20001	40000	76.00%	85.00%	89.00%	92.00%	95.00%	>95.00%
40001	70000	77.00%	86.00%	90.00%	95.00%	96.00%	>96.00%
70001	100000	78.00%	87.00%	91.00%	95.00%	96.00%	>96.00%
100001	200000	79.00%	88.00%	92.00%	95.00%	96.00%	>96.00%
200001	500000	80.00%	89.00%	93.00%	95.00%	97.00%	>97.00%
500001	99999999	81.00%	90.00%	95.00%	97.00%	98.00%	>98.00%
[Enterprise, Unlimited] Asset Scheduling							
[Enterprise, Unlimited] Customer Portal - Enterprise Administration - Usage Based Add-on User							
[Enterprise, Unlimited] Customer Portal - Usage Based Add-on User							
1	99	50.00%	65.00%	80.00%	>80.00%		
100	199	55.00%	70.00%	85.00%	>85.00%		
200	999	60.00%	75.00%	90.00%	>90.00%		
1000	4999	65.00%	77.00%	93.00%	>93.00%		
5000	9999	70.00%	81.00%	94.00%	96.00%	>96.00%	
10000	99999999	75.00%	83.00%	95.00%	97.00%	>97.00%	
[Enterprise, Unlimited] Additional Orders - B2C BSS Suite (5,000 Orders/year)							
[Enterprise, Unlimited] B2C Order Management for Energy & Utilities Cloud (5,000 Orders/year)							
[Enterprise, Unlimited] B2C Order Management for Media Cloud (5,000 Orders/year)							
1	19	55.00%	59.00%	63.00%	67.00%	>67.00%	
20	199	59.00%	63.00%	67.00%	71.00%	>71.00%	
200	350	63.00%	67.00%	71.00%	75.00%	>75.00%	
351	499	67.00%	71.00%	75.00%	79.00%	>79.00%	
500	749	71.00%	75.00%	79.00%	83.00%	>83.00%	
750	1249	75.00%	79.00%	83.00%	87.00%	>87.00%	
1250	2999	79.00%	83.00%	87.00%	91.00%	>91.00%	
3000	99999999	83.00%	87.00%	91.00%	95.00%	>95.00%	
[Enterprise, Unlimited] Communications Cloud - B2C BSS Suite							
1	99999999	70.00%	75.00%	80.00%	85.00%	87.00%	>87.00%
[Unlimited] Customer Experience Intelligence							
[Unlimited] Service Provisioning for Agentforce 1 Edition							
1	9	1.00%	3.00%	8.00%	15.00%	26.00%	>26.00%
10	24	2.00%	4.00%	9.00%	18.00%	30.00%	>30.00%
25	49	5.00%	7.00%	12.00%	18.00%	30.00%	>30.00%
50	99	6.00%	8.00%	13.00%	18.00%	31.00%	>31.00%
100	199	8.00%	10.00%	15.00%	22.00%	35.00%	>35.00%
200	499	9.00%	11.00%	16.00%	30.00%	41.00%	>41.00%
500	999	9.00%	11.00%	16.00%	33.00%	45.00%	>45.00%
1000	1999	11.00%	13.00%	18.00%	35.00%	47.00%	>47.00%
2000	2999	11.00%	16.00%	21.00%	40.00%	54.00%	>54.00%
3000	4999	11.00%	18.00%	22.00%	42.00%	56.00%	>56.00%
5000	7499	15.00%	20.00%	24.00%	44.00%	58.00%	>58.00%
7500	99999999	16.00%	21.00%	25.00%	45.00%	59.00%	>59.00%
[Enterprise] Digital Engagement							
1	9	15.00%	20.00%	34.00%	50.00%		>50.00%
10	24	17.00%	23.00%	34.00%	50.00%		>50.00%
25	49	20.00%	26.00%	34.00%	50.00%		>50.00%
50	99	23.00%	28.00%	40.00%	52.00%		>52.00%
100	199	29.00%	34.00%	45.00%	55.00%		>55.00%
200	499	36.00%	42.00%	50.00%	60.00%		>60.00%
500	999	41.00%	47.00%	53.00%	63.00%		>63.00%
1000	1999	47.00%	53.00%	58.00%	67.00%		>67.00%
2000	99999999	50.00%	56.00%	62.00%	75.00%		>75.00%

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## Service

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Unlimited] Digital Engagement</b>							
1	9	21.00%	27.00%	41.00%	58.00%		>58.00%
10	24	23.00%	30.00%	41.00%	58.00%		>58.00%
25	49	27.00%	33.00%	41.00%	58.00%		>58.00%
50	99	30.00%	35.00%	48.00%	60.00%		>60.00%
100	199	36.00%	41.00%	53.00%	63.00%		>63.00%
200	499	43.00%	50.00%	58.00%	69.00%		>69.00%
500	999	49.00%	55.00%	61.00%	72.00%		>72.00%
1000	1999	55.00%	61.00%	66.00%	76.00%		>76.00%
2000	99999999	58.00%	64.00%	71.00%	84.00%		>84.00%
<b>[Essentials, Enterprise, Unlimited] Digital Engagement - Additional Conversations (100)</b>							
<b>[Essentials, Enterprise, Unlimited] Digital Engagement - Additional Triggered &amp; Bulk Messages (1,000)</b>							
<b>[Essentials, Enterprise, Unlimited] Digital Engagement - WhatsApp Outbound Messages (1,000)</b>							
1	1000000000	5.00%	10.00%	13.00%	17.00%		>17.00%
<b>[Essentials, Enterprise, Unlimited] Digital Engagement - Short Code (CA)</b>							
<b>[Essentials, Enterprise, Unlimited] Digital Engagement - Short Code (US)</b>							
<b>[Essentials, Enterprise, Unlimited] Digital Engagement - Short Code Set Up</b>							
<b>[Essentials, Enterprise, Unlimited] Digital Engagement - Vanity Short Code (US)</b>							
1	1000000000	10.00%	15.00%	20.00%	25.00%	30.00%	>30.00%
<b>[Enterprise, Unlimited] Einstein Bots</b>							
1	49	12.00%	16.00%	25.00%	40.00%		>40.00%
50	99	16.00%	21.00%	28.00%	45.00%		>45.00%
100	499	19.00%	25.00%	35.00%	50.00%		>50.00%
500	999	21.00%	28.00%	40.00%	55.00%		>55.00%
1000	9999	25.00%	30.00%	45.00%	60.00%		>60.00%
10000	99999	30.00%	34.00%	50.00%	70.00%		>70.00%
100000	99999999						>0.00%
<b>[Enterprise, Unlimited] Feedback Management - Growth</b>							
<b>[Enterprise, Unlimited] Feedback Management - Starter</b>							
1	99999999	34.00%	39.00%	44.00%	58.00%		>58.00%
<b>[Enterprise, Unlimited] Partner Voice Forwarding for Agentforce Voice</b>							
<b>[Enterprise, Unlimited] Salesforce Voice Number Lease (Long Code) - US/Can (Group A)</b>							
<b>[Enterprise, Unlimited] Salesforce Voice Usage - Inbound</b>							
<b>[Unlimited] Service Cloud Voice</b>							
1	9	8.00%	15.00%	26.00%	36.00%	42.00%	>42.00%
10	24	9.00%	18.00%	30.00%	41.00%	48.00%	>48.00%
25	49	12.00%	18.00%	30.00%	41.00%	48.00%	>48.00%
50	99	13.00%	18.00%	31.00%	42.00%	49.00%	>49.00%
100	199	15.00%	22.00%	35.00%	47.00%	52.00%	>52.00%
200	499	16.00%	30.00%	41.00%	49.00%	54.00%	>54.00%
500	999	16.00%	33.00%	45.00%	55.00%	60.0%	>60.0%
1000	1999	18.00%	35.00%	47.00%	58.00%	64.00%	>64.00%
2000	1000000000	18.00%	38.00%	53.00%	65.00%	70.00%	>70.00%
<b>[Unlimited] Contact Center</b>							
1	199						>0.00%
200	499	10.00%	15.00%	20.00%	25.00%		>25.00%
500	999	25.00%	30.00%	35.00%	40.00%		>40.00%
1000	1999	40.00%	45.00%	50.00%	60.00%		>60.00%
2000	99999999	45.00%	50.00%	55.00%	65.00%		>65.00%
<b>[Enterprise, Unlimited] Connected Assets (10K)</b>							
<b>[Enterprise, Unlimited] Connected Vehicle (10K)</b>							
<b>[Unlimited] Connected Assets Provisioning - Agentforce 1 Edition</b>							
1	4	35.00%	45.00%	55.00%	65.00%	75.00%	>75.00%
5	9	40.00%	50.00%	60.00%	70.00%	80.0%	>80.00%
10	49	45.00%	55.00%	65.00%	75.00%	84.00%	>84.00%
50	99	50.00%	60.00%	70.00%	80.00%	87.00%	>87.00%
100	499	55.00%	65.00%	75.00%	82.00%	90.00%	>90.00%
500	999	60.00%	70.00%	80.00%	85.00%	90.00%	>90.00%
1000	99999999	70.00%	75.00%	82.00%	85.00%	90.00%	>90.00%
<b>[Enterprise, Unlimited] Field Service - Contractor</b>							
<b>[Enterprise, Unlimited] Field Service - Contractor Plus</b>							
<b>[Enterprise, Unlimited] Field Service - Contractor Plus - Logins (per Month)</b>							
<b>[Enterprise, Unlimited] Field Service - Contractor Plus for Energy &amp; Utilities Cloud</b>							
<b>[Enterprise, Unlimited] Field Service - Contractor Plus for Energy &amp; Utilities Cloud - Logins</b>							
<b>[Enterprise, Unlimited] Health Cloud - External Remote Caregiver</b>							
<b>[Enterprise, Unlimited] Health Cloud - External Remote Caregiver - Login</b>							
<b>[Unlimited] Field Service - Contractor - Logins (per Month)</b>							
1	19	5.00%	10.00%	20.00%			>20.00%
20	99	15.00%	28.00%	36.00%			>36.00%
100	499	25.00%	30.00%	40.00%			>40.00%
500	2499	35.00%	45.00%	55.00%	60.00%		>60.00%
2500	4999	45.00%	60.00%	65.00%	70.00%		>70.00%
5000	19999	60.00%	70.00%	82.00%	85.00%		>85.00%
20000	49999	75.00%	80.00%	85.00%	87.00%	90.00%	>90.00%
50000	99999999	75.00%	80.00%	85.00%	87.00%	90.00%	>90.00%

**USD Core Price List Discount Approval Matrix**

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## Service

# Subscribers From	# Subscribers To	Authorized Approver						
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5	
[Enterprise, Unlimited] Customer Community Plus for Automotive Cloud - Logins								
[Enterprise, Unlimited] Customer Community Plus for Automotive Cloud - Members								
[Enterprise, Unlimited] Customer Community Plus for Communications Cloud Advanced - Logins								
[Enterprise, Unlimited] Customer Community Plus for Communications Cloud Advanced - Members								
[Enterprise, Unlimited] Customer Community Plus for Education Cloud - Logins (Per Month)								
[Enterprise, Unlimited] Customer Community Plus for Education Cloud - Members								
[Enterprise, Unlimited] Customer Community Plus for Energy & Utilities Cloud - Logins								
[Enterprise, Unlimited] Customer Community Plus for Energy & Utilities Cloud - Members								
[Enterprise, Unlimited] Customer Community Plus for Financial Services - Logins (Per Month)								
[Enterprise, Unlimited] Customer Community Plus for Financial Services - Members								
[Enterprise, Unlimited] Customer Community Plus for Health Cloud - Logins (Per Month)								
[Enterprise, Unlimited] Customer Community Plus for Health Cloud - Members								
[Enterprise, Unlimited] Customer Community Plus for Manufacturing - Members								
[Enterprise, Unlimited] Customer Community Plus for Media Cloud Advanced - Logins (Per Month)								
[Enterprise, Unlimited] Customer Community Plus for Media Cloud Advanced - Members								
[Enterprise, Unlimited] Customer Community Plus for Public Sector - Logins (Per Month)								
[Enterprise, Unlimited] Customer Community Plus for Public Sector - Members								
[Enterprise, Unlimited] Customer Community for Health Cloud - Logins (Per Month)								
[Enterprise, Unlimited] Customer Community for Health Cloud - Members								
[Enterprise, Unlimited] Education Cloud Student - Logins (Per Month)								
[Enterprise, Unlimited] Experience Cloud Plus for Consumer Goods - Logins (Per Month)								
[Enterprise, Unlimited] Experience Cloud Plus for Consumer Goods - Members								
[Enterprise, Unlimited] Experience Cloud for Consumer Goods - Logins (Per Month)								
[Enterprise, Unlimited] Experience Cloud for Consumer Goods - Members								
[Enterprise, Unlimited] Provider Self Service for Public Sector - Logins								
[Enterprise, Unlimited] Provider Self Service for Public Sector - Members								
1	10	41.00%	44.00%	49.00%	53.00%	>53.00%		
11	20	43.00%	46.00%	52.00%	56.00%	>56.00%		
21	40	46.00%	49.00%	55.00%	59.00%	>59.00%		
41	70	48.00%	55.00%	61.00%	65.00%	>65.00%		
71	100	49.00%	61.00%	67.00%	71.00%	>71.00%		
101	200	58.00%	65.00%	69.00%	74.00%	>74.00%		
201	300	64.00%	69.00%	74.00%	78.00%	>78.00%		
301	500	64.00%	76.00%	79.00%	80.00%	>80.00%		
501	700	70.00%	77.00%	79.00%	81.00%	>81.00%		
701	1000	73.00%	77.00%	81.00%	83.00%	>83.00%		
1001	1500	76.00%	80.00%	83.00%	85.00%	>85.00%		
1501	2000	79.00%	81.00%	83.00%	86.00%	>86.00%		
2001	2500	79.00%	83.00%	85.00%	87.00%	>87.00%		
2501	3000	81.00%	85.00%	87.00%	89.00%	>89.00%		
3001	3500	82.00%	86.00%	88.00%	90.00%	>90.00%		
3501	4000	84.00%	87.00%	89.00%	92.00%	>92.00%		
4001	5000	85.00%	88.00%	92.00%	94.00%	>94.00%		
5001	10000	88.00%	91.00%	93.00%	95.00%	>95.00%		
10001	15000	90.00%	92.00%	94.00%	96.00%	>96.00%		
15001	20000	91.00%	94.00%	95.00%	96.00%	>96.00%		
20001	30000	91.00%	94.50%	95.50%	96.00%	96.50%	>96.50%	
30001	40000	91.00%	95.00%	95.50%	96.00%	96.90%	>96.90%	
40001	99999999	91.00%	95.00%	96.00%	97.00%	97.20%	>97.20%	
[Unlimited] Manufacturing Cloud - Service								
1	9	23.00%	32.00%	40.00%	43.00%	52.00%	>52.00%	
10	24	26.00%	34.00%	41.00%	45.00%	52.00%	>52.00%	
25	49	29.00%	34.00%	41.00%	45.00%	55.00%	>55.00%	
50	99	31.00%	36.00%	43.00%	47.00%	57.00%	>57.00%	
100	199	32.00%	42.00%	50.00%	56.00%	59.00%	>59.00%	
200	499	32.00%	46.00%	55.00%	59.00%	63.00%	>63.00%	
500	999	32.00%	49.00%	57.00%	64.00%	68.00%	>68.00%	
1000	1999	37.00%	50.00%	63.00%	69.00%	74.00%	>74.00%	
2000	2999	37.00%	53.00%	66.00%	75.00%	81.00%	>81.00%	
3000	4999	37.00%	55.00%	68.00%	77.00%	82.00%	>82.00%	
5000	7499	41.00%	56.00%	69.00%	79.00%	84.00%	>84.00%	
7500	99999999	42.00%	57.00%	70.00%	80.00%	85.00%	>85.00%	
[Enterprise, Unlimited] Salesforce Scheduler - Additional Appointments (1000/Month)								
1	10	28.00%	37.00%	44.00%	47.00%	55.00%	>55.00%	
11	25	31.00%	39.00%	44.00%	49.00%	55.00%	>55.00%	
26	50	34.00%	39.00%	44.00%	49.00%	57.00%	>57.00%	
51	100	36.00%	40.00%	46.00%	50.00%	59.00%	>59.00%	
101	200	37.00%	45.00%	53.00%	58.00%	61.00%	>61.00%	
201	500	37.00%	51.00%	57.00%	61.00%	65.00%	>65.00%	
501	1000	37.00%	52.00%	60.00%	66.00%	70.00%	>70.00%	
1001	2000	42.00%	53.00%	65.00%	71.00%	75.00%	>75.00%	
2001	3000	42.00%	56.00%	68.00%	76.00%	82.00%	>82.00%	
3001	5000	42.00%	58.00%	70.00%	78.00%	84.00%	>84.00%	
5001	7500	46.00%	60.00%	72.00%	80.00%	86.00%	>86.00%	
7501	10000	47.00%	61.00%	73.00%	81.00%	87.00%	>87.00%	
10001	99999999						>0.00%	
[Enterprise] Agentforce IT Service Desk								
1	9	5.00%	8.00%	10.00%	15.00%	20.00%	>20.00%	
10	24	8.00%	12.00%	15.00%	20.00%	25.00%	>25.00%	
25	49	10.00%	15.00%	18.00%	24.00%	30.00%	>30.00%	
50	74	12.00%	16.00%	20.00%	26.00%	32.00%	>32.00%	
75	100	15.00%	20.00%	25.00%	30.00%	36.00%	>36.00%	
101	199	16.00%	22.00%	30.00%	37.00%	44.00%	>44.00%	
200	499	18.00%	25.00%	34.00%	42.00%	50.00%	>50.00%	
500	99999999	20.00%	30.00%	40.00%	50.00%	60.00%	>60.00%	

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		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Unlimited] Agentforce IT Service Desk</b>							
1	9	6.00%	10.00%	12.00%	18.00%	24.00%	>24.00%
10	24	10.00%	14.00%	18.00%	24.00%	30.00%	>30.00%
25	49	12.00%	18.00%	22.00%	29.00%	36.00%	>36.00%
50	74	14.00%	19.00%	24.00%	31.00%	38.00%	>38.00%
75	100	18.00%	24.00%	30.00%	36.00%	43.00%	>43.00%
101	199	19.00%	26.00%	36.00%	44.00%	53.00%	>53.00%
200	499	22.00%	30.00%	41.00%	50.00%	60.00%	>60.00%
500	999999999	24.00%	36.00%	48.00%	60.00%	72.00%	>72.00%
<b>[Enterprise, Unlimited] AI Agents for Employees</b>							
1	999999999	40.00%	50.00%	60.00%	80.00%	>80.00%	
<b>[Enterprise, Unlimited] Customer Community Plus - Logins (Per Month)</b>							
<b>[Enterprise, Unlimited] Customer Community Plus - Members</b>							
1	10	1.00%	5.00%	12.00%	30.00%	>30.00%	
11	20	4.00%	8.00%	17.00%	34.00%	>34.00%	
21	40	6.00%	12.00%	22.00%	40.00%	>40.00%	
41	70	9.00%	18.00%	28.00%	45.00%	>45.00%	
71	100	13.00%	23.00%	34.00%	51.00%	>51.00%	
101	200	17.00%	28.00%	40.00%	57.00%	>57.00%	
201	300	22.00%	33.00%	45.00%	63.00%	>63.00%	
301	500	27.00%	38.00%	51.00%	67.00%	>67.00%	
501	700	32.00%	44.00%	56.00%	70.00%	>70.00%	
701	1000	37.00%	50.00%	61.00%	73.00%	>73.00%	
1001	1500	42.00%	56.00%	66.00%	75.00%	>75.00%	
1501	2000	47.00%	61.00%	70.00%	77.00%	>77.00%	
2001	2500	52.00%	67.00%	74.00%	79.00%	>79.00%	
2501	3000	57.00%	70.00%	78.00%	82.00%	>82.00%	
3001	3500	62.00%	74.00%	81.00%	84.00%	>84.00%	
3501	4000	66.00%	77.00%	83.00%	86.00%	>86.00%	
4001	5000	68.00%	79.00%	85.00%	89.30%	>89.30%	
5001	10000	71.00%	82.00%	87.00%	90.00%	>90.00%	
10001	15000	74.00%	84.00%	89.00%	91.50%	>91.50%	
15001	20000	76.00%	86.00%	91.00%	92.50%	>92.50%	
20001	30000	78.00%	88.00%	92.00%	93.50%	94.10%	>94.10%
30001	40000	79.00%	89.00%	92.50%	94.00%	95.10%	>95.10%
40001	99999	80.00%	90.00%	93.00%	95.00%	95.40%	>95.40%
<b>[Enterprise, Unlimited] Unlimited Customer Community</b>							
<b>[Enterprise, Unlimited] Unlimited Customer Community Plus</b>							
1	999999999	5.00%	10.00%	15.00%	25.00%		>25.00%
<b>[Unlimited] Employee Service - Console</b>							
2	9	5.00%	8.00%	10.00%	12.00%	21.00%	>21.00%
10	24	6.00%	10.00%	12.00%	15.00%	25.00%	>25.00%
25	49	7.00%	12.00%	15.00%	18.00%	30.00%	>30.00%
50	99	8.00%	14.00%	17.00%	21.00%	31.00%	>31.00%
100	199	11.00%	18.00%	23.00%	28.00%	34.00%	>34.00%
200	499	13.00%	20.00%	25.00%	31.00%	37.00%	>37.00%
500	999	15.00%	25.00%	31.00%	38.00%	45.00%	>45.00%
1000	1999	17.00%	27.00%	34.00%	43.00%	50.00%	>50.00%
2000	999999999	21.00%	33.00%	41.00%	51.00%	60.00%	>60.00%
<b>[Enterprise, Unlimited] Experience Cloud for Learner Success - Logins (Per Month)</b>							
<b>[Enterprise, Unlimited] Experience Cloud for Learner Success - Members</b>							
1	10	12.00%		15.00%	21.00%	>21.00%	
11	20	12.00%		17.00%	21.00%	>21.00%	
21	40	12.00%	15.00%	17.00%	21.00%	>21.00%	
41	70	12.00%	15.00%	19.00%	21.00%	>21.00%	
71	100	12.00%	17.00%	19.00%	21.00%	>21.00%	
101	200	16.00%	18.00%	20.00%	21.00%	>21.00%	
201	300	18.00%	20.00%	21.00%	25.00%	>25.00%	
301	500	18.00%	22.00%	23.00%	25.00%	>25.00%	
501	700	20.00%	22.00%	23.00%	25.00%	>25.00%	
701	1000	29.00%	32.00%	35.00%	36.00%	>36.00%	
1001	1500	31.00%	34.00%	36.00%	37.00%	>37.00%	
1501	2000	33.00%	35.00%	36.00%	38.00%	>38.00%	
2001	2500	33.00%	36.00%	37.00%	39.00%	>39.00%	
2501	3000	35.00%	37.00%	39.00%	40.00%	>40.00%	
3001	3500	35.00%	38.00%	39.00%	41.00%	>41.00%	
3501	4000	37.00%	39.00%	40.00%	42.00%	>42.00%	
4001	5000	44.00%	46.00%	50.00%	51.00%	>51.00%	
5001	10000	53.00%	56.00%	58.00%	60.00%	>60.00%	
10001	15000	62.00%	65.00%	67.00%	68.00%	>68.00%	
15001	20000	70.00%	74.00%	76.00%	77.00%	>77.00%	
20001	30000	70.00%	75.00%	76.00%	77.00%	>77.00%	
30001	40000	70.00%	76.00%		77.00%	>77.00%	
40001	999999999	70.00%	76.00%		78.00%	>78.00%	

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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## Service

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Unlimited] Energy &amp; Utilities Cloud Growth - Service</b>							
1	9	39.00%	48.00%	54.00%	57.00%	65.00%	>65.00%
10	24	42.00%	50.00%	54.00%	59.00%	65.00%	>65.00%
25	49	45.00%	50.00%	54.00%	59.00%	67.00%	>67.00%
50	99	47.00%	51.00%	56.00%	60.00%	68.00%	>68.00%
100	199	48.00%	55.00%	63.00%	68.00%	70.00%	>70.00%
200	499	48.00%	61.00%	67.00%	70.00%	74.00%	>74.00%
500	999	48.00%	62.00%	69.00%	75.00%	79.00%	>79.00%
1000	1999	52.00%	63.00%	74.00%	80.00%	83.00%	>83.00%
2000	2999	52.00%	66.00%	77.00%	84.00%	90.00%	>90.00%
3000	4999	52.00%	68.00%	79.00%	86.00%	92.00%	>92.00%
5000	7499	56.00%	69.00%	81.00%	88.00%	94.00%	>94.00%
7500	99999999	57.00%	70.00%	82.00%	89.00%	95.00%	>95.00%
<b>[Enterprise, Unlimited] Additional Collections (1,000)</b>							
1	9	10.00%	15.00%	20.00%	30.00%	45.00%	>45.00%
10	49	15.00%	20.00%	30.00%	40.00%	50.00%	>50.00%
50	99	20.00%	25.00%	35.00%	45.00%	55.00%	>55.00%
100	199	25.00%	30.00%	40.00%	50.00%	60.00%	>60.00%
200	499	30.00%	35.00%	45.00%	55.00%	65.00%	>65.00%
500	999	35.00%	40.00%	50.00%	60.00%	70.00%	>70.00%
1000	9999	40.00%	45.00%	55.00%	65.00%	75.00%	>75.00%
10000	99999999	45.00%	50.00%	60.00%	70.00%	80.00%	>80.00%
<b>[Enterprise, Unlimited] Additional Insurance Brokerage Credit</b> <b>[Enterprise, Unlimited] Insurance Brokerage User Add-on</b>							
1	99	35.00%	38.00%	41.00%	44.00%	47.00%	>47.00%
100	999	40.00%	43.00%	46.00%	49.00%	52.00%	>52.00%
1000	9999	45.00%	48.00%	51.00%	54.00%	57.00%	>57.00%
10000	49999	50.00%	53.00%	56.00%	59.00%	62.00%	>62.00%
50000	99999	55.00%	58.00%	61.00%	64.00%	67.00%	>67.00%
100000	249999	60.00%	63.00%	66.00%	69.00%	72.00%	>72.00%
250000	499999	66.00%	69.00%	72.00%	75.00%	78.00%	>78.00%
500000	99999999	73.00%	75.00%	77.00%	79.00%	81.00%	>81.00%
<b>[Enterprise] Nonprofit Cloud for Grantmaking</b>							
1	9	37.72%	44.74%	56.14%	64.91%	>64.91%	
10	24	39.47%	48.25%	58.77%	70.18%	>70.18%	
25	49	43.86%	49.12%	63.16%	71.93%	>71.93%	
50	99	45.61%	50.88%	64.91%	78.07%	>78.07%	
100	199	47.37%	52.63%	68.42%	80.70%	>80.70%	
200	99999999	50.88%	55.26%	70.18%	80.70%	>80.70%	
<b>[Unlimited] Nonprofit Cloud for Grantmaking</b>							
1	24	35.00%	50.00%	52.00%	58.00%	65.00%	>65.00%
25	49	40.00%	52.00%	54.00%	63.00%	65.00%	>65.00%
50	99	40.00%	53.00%	55.00%	67.00%	70.00%	>70.00%
100	199	40.00%	54.00%	56.00%	68.00%	70.00%	>70.00%
200	599	40.00%	57.00%	58.00%	68.00%	70.00%	>70.00%
600	799	40.00%	57.00%	60.00%	68.00%	70.00%	>70.00%
800	999	40.00%	60.00%	65.00%	68.00%	70.00%	>70.00%
1000	1999	45.00%	60.00%	66.00%	70.00%	72.00%	>72.00%
2000	99999999	45.00%	60.00%	67.00%	71.00%	75.00%	>75.00%
<b>[Enterprise, Unlimited] Clinical Participant Enrollment - Participants (100)</b>							
1	9	60.00%			80.00%		>80.00%
10	99	65.00%			85.00%		>85.00%
100	99999999	70.00%			96.00%		>96.00%
<b>[Enterprise] Public Sector Foundation - Advanced</b>							
1	9	46.00%	48.00%	57.00%	67.00%	72.00%	>72.00%
10	24	45.00%	48.00%	56.00%	64.00%	72.00%	>72.00%
25	49	47.00%	48.00%	57.00%	67.00%	74.00%	>74.00%
50	99	48.00%	49.00%	58.00%	69.00%	76.00%	>76.00%
100	199	55.00%	59.00%	67.00%	79.00%	85.00%	>85.00%
200	499	56.00%	65.00%	73.00%	81.00%	86.00%	>86.00%
500	999	55.00%	67.00%	75.00%	83.00%	88.00%	>88.00%
1000	1999	55.00%	67.00%	75.00%	84.00%	89.00%	>89.00%
2000	9999	53.00%	66.00%	75.00%	83.00%	90.00%	>90.00%
<b>[Enterprise, Unlimited] Process Compliance Navigator</b>							
1	9999	20.00%			50.00%	60.00%	>60.00%
<b>[Enterprise, Unlimited] Process Compliance Navigator - Admin User Add-on</b>							
1	9	20.00%			35.00%	40.00%	>40.00%
10	49	25.00%			40.00%	45.00%	>45.00%
50	99	30.00%			45.00%	50.00%	>50.00%
100	499	35.00%			50.00%	55.00%	>55.00%
500	1999	40.00%			55.00%	60.00%	>60.00%
2000	9999				60.00%	65.00%	>65.00%

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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## Service

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Enterprise, Unlimited] Process Compliance Navigator - Base User Add-on</b>							
1	199	20.00%			35.00%	40.00%	>40.00%
200	999	25.00%			40.00%	45.00%	>45.00%
1000	1999	30.00%			45.00%	50.00%	>50.00%
2000	9999	35.00%			50.00%	55.00%	>55.00%
10000	39999	40.00%			55.00%	60.00%	>60.00%
40000	99999	45.00%			60.00%	65.00%	>65.00%

Internal Use Only

## USD Core Price List Discount Approval Matrix

User License Comparison

Pricing - Ask Astro

Product Promos

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## Slack

# Subscribers From	# Subscribers To	Authorized Approver					
		Level 0	Level 1	Level 2	Level 3	Level 4	Level 5
<b>[Essentials, Professional, Enterprise, Unlimited] Quip Advanced - Solutions Bundle</b>							
1	999999999						>0.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Quip Advanced Activation</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] Slack Billing Child Teams</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] Slack Enterprise Plus - Gov</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] Slack Grid Team Management</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] Slack HIPAA Enabled</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] Slack International Data Residency</b>							
1	999999999	>0.00%					
<b>[Essentials, Professional, Enterprise, Unlimited] Quip Starter</b>							
1	9	25.00%	34.00%	41.00%	45.00%	53.00%	>53.00%
10	24	27.00%	36.00%	42.00%	47.00%	53.00%	>53.00%
25	49	30.00%	36.00%	42.00%	47.00%	55.00%	>55.00%
50	99	32.00%	37.00%	44.00%	48.00%	58.00%	>58.00%
100	199	34.00%	43.00%	51.00%	56.00%	60.00%	>60.00%
200	499	34.00%	48.00%	55.00%	60.00%	64.00%	>64.00%
500	999	34.00%	50.00%	58.00%	65.00%	68.00%	>68.00%
1000	1999	39.00%	51.00%	64.00%	70.00%	74.00%	>74.00%
2000	2999	39.00%	54.00%	67.00%	75.00%	81.00%	>81.00%
3000	4999	39.00%	56.00%	68.00%	77.00%	83.00%	>83.00%
5000	7499	43.00%	58.00%	70.00%	79.00%	85.00%	>85.00%
7500	999999999	44.00%	59.00%	71.00%	80.00%	86.00%	>86.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Quip Advanced Antivirus Scanning</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] Quip Advanced Event Monitoring</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] Quip Advanced Governance</b>							
<b>[Essentials, Professional, Enterprise, Unlimited] Quip Advanced Shield</b>							
1	999999999	0.00%	10.00%	24.00%	34.00%	50.00%	>50.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Quip Plus</b>							
1	999999999	60.00%			82.00%		>82.00%
<b>[Professional, Enterprise, Unlimited] Quip Advanced</b>							
1	49	62.00%	64.00%	66.00%	68.00%	>68.00%	
50	199	68.00%	72.00%	76.00%	80.00%	>80.00%	
200	499	71.00%	74.00%	78.00%	82.00%	>82.00%	
500	999	72.00%	76.00%	79.00%	82.00%	87.00%	>87.00%
1000	1999	75.00%	78.00%	81.00%	84.00%	89.00%	>89.00%
2000	4999	79.00%	82.00%	84.00%	87.00%	91.00%	>91.00%
5000	999999999						>0.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Slack Business Plus</b>							
1	100	5.00%	15.00%	20.00%	25.00%	30.00%	>30.00%
101	500	10.00%	15.00%	20.00%	30.00%	35.00%	>35.00%
501	2000	10.00%	15.00%	25.00%	30.00%	35.00%	>35.00%
2001	4000	10.00%	20.00%	30.00%	40.00%	50.00%	>50.00%
4001	999999999	15.00%	25.00%	30.00%	40.00%	50.00%	>50.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Slack Enterprise Plus</b>							
1	100	5.00%	10.00%	15.00%	20.00%	25.00%	>25.00%
101	500	5.00%	10.00%	15.00%	25.00%	25.00%	>25.00%
501	2000	10.00%	20.00%	30.00%	35.00%	40.00%	>40.00%
2001	4000	20.00%	25.00%	40.00%	45.00%	55.00%	>55.00%
4001	8000	20.00%	25.00%	40.00%	50.00%	60.00%	>60.00%
8001	12000	25.00%	35.00%	45.00%	50.00%	65.00%	>65.00%
12001	30000	30.00%	40.00%	50.00%	55.00%	70.00%	>70.00%
30001	999999999	30.00%	50.00%	60.00%	65.00%	75.00%	>75.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Slack GovGrid</b>							
1	100	5.00%	10.00%	20.00%	25.00%		>25.00%
101	500	10.00%	15.00%	20.00%	25.00%		>25.00%
501	2000	15.00%	25.00%	30.00%	35.00%		>35.00%
2001	4000	20.00%	35.00%	45.00%	50.00%		>50.00%
4001	8000	25.00%	35.00%	45.00%	50.00%		>50.00%
8001	12000	30.00%	40.00%	50.00%	55.00%		>55.00%
12001	30000	30.00%	44.00%	55.00%	60.00%		>60.00%
30001	1000000000	30.00%	50.00%	60.00%	65.00%		>65.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Slack Pro</b>							
1	1000000000				10.00%	15.00%	>15.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Slack Atlas</b>							
1	999999999	40.00%					>40.00%
<b>[Essentials, Professional, Enterprise, Unlimited] Slack Enterprise Key Management</b>							
1	100	10.00%	20.00%	30.00%	35.00%	40.00%	>40.00%
101	500	20.00%	25.00%	30.00%	35.00%	40.00%	>40.00%
501	2000	25.00%	35.00%	40.00%	45.00%	55.00%	>55.00%
2001	4000	35.00%	50.00%	60.00%	65.00%	70.00%	>70.00%
4001	8000	40.00%	50.00%	60.00%	65.00%	70.00%	>70.00%
8001	12000	50.00%	60.00%	70.00%	75.00%	80.00%	>80.00%
12001	30000	50.00%	64.00%	75.00%	80.00%	85.00%	>85.00%
30001	1000000000	55.00%	70.00%	80.00%	85.00%	90.00%	>90.00%

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User License Comparison

Pricing - Ask Astro

Product Promos

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## Slack

# Subscribers From	# Subscribers To	Authorized Approver				
		Level 0	Level 1	Level 2	Level 3	Level 4
<small>[Essentials, Professional, Enterprise, Unlimited] Slack Premium Support [Essentials, Professional, Enterprise, Unlimited] Slack Premium Support - GovSlack</small>						
1	100000000	0.00%	0.00%	5.00%	12.00%	18.00% >18.00%

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