

ACORDO SALESFORCE

ACORDO que entre si celebram a **SALESFORCE TECNOLOGIA LTDA.**, com sede na Cidade de São Paulo, Estado de São Paulo, na Avenida Jornalista Alberto Marinho, 85 14º andar, Cidade Monções, CEP 04576-010, doravante denominada simplesmente “**Salesforce**”, e **INFORMÁTICA DE MUNICÍPIOS ASSOCIADOS S/A - IMA**, com sede no município de Campinas, Estado de São Paulo, na Av. Benedito de Campos, 853, Jardim do Trevo, CEP 13030-100, inscrita no CNPJ/MF sob o nº 48.197.859/0001-69, doravante denominada “**IMA**”.

I – OBJETO

- 1.1. Este Acordo estabelece as regras para uma possível contratação futura, em um documento próprio e específico, de serviços da SALESFORCE pela IMA, mediante os termos e condições descritos neste instrumento e incluindo os anexos a este incorporados, por referência:

Anexo I – Termo de Ciência e de Notificação - Tribunal de Contas do Estado de São Paulo

Anexo II – Tabela de Serviços

Anexo III - Termo de Adesão ao Acordo

- 1.2. Os “produtos” e “serviços” SALESFORCE (“**Serviços**”) sob este instrumento compreendem o fornecimento contínuo da prestação de serviços em nuvem pela SALESFORCE.
- 1.3. Este **Acordo** estende-se à Administração Pública Estadual e Municipal, Direta e Indireta. Para os propósitos deste Acordo, entende-se por Administração Pública: Secretarias, Autarquias, Fundações, Empresas Públicas, Empresas de Economia Mista e outros órgãos ou entidades públicas, todos eles vinculados ao Governo Estadual e Municipal no âmbito do Estado de São Paulo, sendo necessário que tais entidades assinem o Termo de Adesão ao Acordo previsto no Anexo III, doravante referidos como “**CLIENTES**”.
- 1.4. Os distribuidores e revendedores da SALESFORCE (“**Revendedores**”) poderão participar do procedimento de licitação conduzido pelo CLIENTE, em conformidade com a legislação vigente. Se qualquer dos Revendedores dos Serviços SALESFORCE vencer referido processo de licitação, a compra efetiva dos Serviços SALESFORCE será realizada por meio de instrumento(s) específico(s) referido(s) como Contrato(s) de Operacionalização do Acordo, entre o CLIENTE e o licitante vencedor, nos termos da legislação aplicável.
- 1.5. Os termos e condições de qualquer compra do IMA ou dos CLIENTES de quaisquer Serviços serão submetidos exclusivamente a Contratos de Operacionalização do Acordo e de quaisquer outros instrumentos assinados entre o Revendedor de um lado, e o IMA e/ou os CLIENTES de outro lado (coletivamente ou individualmente referidos como “**Contrato(s) de Operacionalização do Acordo**”). Apesar da SALESFORCE não ser parte desses Contratos de Operacionalização do Acordo, tais contratos irão incorporar os termos específicos dos produtos da Salesforce, disponíveis em <https://www.salesforce.com/company/legal/agreements/>.
- 1.6. Nem o presente Acordo nem os Contrato(s) de Operacionalização do Acordo conferem ou conferirão ao IMA ou aos CLIENTES o direito de revender os Serviços a terceiros.
- 1.7. Tendo em vista que este Acordo não rege a efetiva prestação de quaisquer Serviços ao IMA/Clientes, e que caso o IMA ou seus Clientes recebam e/ou utilizem quaisquer Serviços, tal recebimento e/ou utilização serão regidos única e exclusivamente por um Contrato de Operacionalização e demais termos aplicáveis, o IMA concorda e reconhece que este Acordo não cria qualquer forma de responsabilidade em conexão com, relacionada a, ou decorrente de

recebimento ou utilização de quaisquer Serviços pelo IMA ou seus Clientes por parte da SFDC, por um lado, para o IMA ou os Clientes, por outro.

II - CONDIÇÕES COMERCIAIS

- 2.1. A SALESFORCE disponibiliza o preço dos produtos no Anexo II como referência, porém, sujeitos a alterações a qualquer momento, sem prévio aviso. Tais preços são em Reais. Os preços do Anexo II são exclusivos de quaisquer impostos, taxas, taxas alfandegárias, "withholding tax", margens de lucro de revendedores no Brasil ou outros custos de importação e/ou financeiros e passíveis de impostos por qualquer governo. Para não restar dúvidas, os preços e os descontos estabelecidos no Anexo II determinam os preços pelos quais os Serviços seriam oferecidos pela SALESFORCE e/ou suas Afiliadas a um Revendedor autorizado a prestar Serviços para o IMA ou aos CLIENTES. A SALESFORCE e/ou suas Afiliadas não controlam os preços que os Revendedores estipulam aos clientes finais, tais como o IMA ou os CLIENTES. Os preços listados são os preços máximos, e nada impede a SALESFORCE e/ou suas Afiliadas de oferecer, a seu exclusivo critério, preços mais baixos.
- 2.2. A tabela de preços objeto do Anexo II ao presente instrumento contém informações vigentes à época da assinatura do Acordo e poderão ser atualizadas de forma a refletir as atualizações segundo a política mundial SALESFORCE.
- 2.3. Sem prejuízo do efeito imediato aqui previsto, a IMA terá até 60 (sessenta dias) corridos para checagem, validação e aplicação das atualizações da lista de produtos a partir do seu recebimento, podendo rescindir este Acordo, sem ônus, caso seja comprovado desequilíbrio econômico na prestação do serviço aos seus clientes, observado o disposto na cláusula 3.3 a seguir.
- 2.4. A tabela de preços deverá ser encaminhada por meio eletrônico (e-mail) no formato original SALESFORCE. A SALESFORCE envidará esforços comercialmente razoáveis para fornecer a tabela de preços no formato requisitado pela IMA (planilha Excel a ser apresentada após assinatura deste Acordo).
- 2.5. Caso a SALESFORCE não envie tabela(s) de preço(s) atualizada(s), serão considerados os valores da última tabela recebida.
- 2.6. Nada neste Acordo afetará o direito da SALESFORCE de criar e aplicar diferentes listas de preços e a vender diretamente aos usuários finais no Brasil, estejam ou não localizados no Estado de São Paulo.
- 2.7. A SALESFORCE compromete-se a conceder desconto de 8% para os Serviços listados no Anexo II a seus Revendedores autorizados no Brasil para cada pedido de compra realizado pela IMA e/ou CLIENTES de qualquer Serviço SALESFORCE listado(s) no referido Anexo II. Tal desconto não se aplica a serviços profissionais (Serviços Profissionais ou SPO), ou qualquer consultoria ou serviços de assessoria, ou qualquer outro serviço ou produto não listado no Anexo II.
- 2.8. A IMA poderá utilizar os Serviços adquiridos dos Revendedores por meio do(s) Contrato(s) de Operacionalização do Acordo e outros instrumentos aplicáveis para prestação de serviços aos seus clientes (órgãos ou entidades públicas da Administração Direta e Indireta, vinculados ao Governo Estadual e Municipal do Estado de São Paulo) enquanto vigentes os contratos de prestação de serviços entre a IMA e seus clientes em conformidade com os termos e condições aplicáveis a relação entre o IMA e os Revendedores.

III - PRAZO E TÉRMINO

- 3.1. Este acordo permanecerá em vigor por 60 meses a partir da data de sua assinatura, podendo ser renovado mediante mútuo acordo entre as Partes e celebração de termo de aditamento ao presente Acordo por escrito, até o limite previsto na legislação.
- 3.2. Este Acordo poderá ser rescindido por quaisquer das partes na hipótese de a outra descumprir o disposto neste instrumento e deixar de sanar referido descumprimento em 30 (trinta) dias a partir do recebimento de notificação por escrito da parte inocente. A rescisão deste acordo não implicará no encerramento dos serviços de subscrição da manutenção e suporte técnico contratados pelos contratos de operacionalização decorrentes deste Acordo.
- 3.3. A rescisão deste acordo não implicará no término ou rescisão dos Serviços adquiridos pelos contratos de operacionalização decorrente deste Acordo. As Partes acordam que o término ou rescisão deste Acordo não isentará a SALESFORCE ou os Revendedores, IMA ou quaisquer CLIENTES de quaisquer direitos e obrigações assumidas nos Contratos de Operacionalização deste Acordo, que estejam em vigor na data de tal término ou rescisão, incluindo, por exemplo e sem limitação, quaisquer ordens de compra celebrados entre IMA e os CLIENTES em relação aos Contratos de Operacionalização em vigor no momento de tal término ou rescisão.
- 3.4. Este acordo será considerado extinto em caso de falência, recuperação judicial, liquidação judicial ou extrajudicial de qualquer uma das partes, a partir da data do pedido de falência, conforme aplicável.
- 3.5. Sem prejuízo do disposto na cláusula 3.3 acima, o disposto na cláusula 1.5 e nas cláusulas intituladas Confidencialidade e Disposições Gerais permanecerão em vigor após o término ou rescisão deste Contrato.

IV - RESPONSABILIDADES

- 4.1. Uma vez que este acordo não objetiva o estabelecimento de um relacionamento comercial entre as partes, fica entendido que o IMA e o(s) Cliente(s) terão de cumprir com toda e qualquer lei de licitações no Brasil, de forma a comprar os Serviços SALESFORCE dos Revendedores da SALESFORCE.
- 4.2. Considerando que a SALESFORCE e seus Revendedores são entidades legais não relacionadas, a IMA por este instrumento expressamente reconhece que a SALESFORCE não poderá ser considerada responsável perante a IMA, o(s) Cliente(s) ou qualquer terceiro por: (a) quaisquer ações ou omissões dos Revendedores da SALESFORCE, (b) qualquer descumprimento do(s) contrato(s) de operacionalização do acordo; (c) qualquer violação à lei de licitações ou quaisquer outras leis aplicáveis; (d) quaisquer Serviços adicionais fornecidos pelos Distribuidores ou Revendedores. Conforme já determinado neste instrumento, os Distribuidores e Revendedores estabelecerão seus próprios preços e condição de pagamento ao Cliente/IMA para os Serviços oferecidos por eles.
- 4.3. Os Revendedores não poderão vincular ou assumir obrigações em nome ou por conta da SALESFORCE de qualquer forma, seja através do(s) Contrato(s) de Operacionalização do Acordo ou qualquer outro documento.

V – SIGILO

- 5.1. Definição de Informações Confidenciais. “Informações Confidenciais” significam todas as informações divulgadas por uma parte (“Parte Divulgadora”) à outra parte (“Parte Receptora”),

seja de forma verbal ou por escrito, que sejam designadas como confidenciais ou que razoavelmente possam ser entendidas como confidenciais em decorrência da natureza das informações e das circunstâncias de divulgação. As Informações Confidenciais incluem os termos e condições deste Contrato (incluindo valores constantes da Tabela de Serviços), bem como planos de negócios e marketing, informações técnicas e tecnológicas, planos e projetos de produtos e processos empresariais divulgados por cada parte. No entanto, Informações Confidenciais não incluem quaisquer informações que (i) sejam ou se tornem conhecidas do público em geral sem violação de qualquer obrigação de sigilo ou confidencialidade devida à Parte Divulgadora, (ii) sejam do conhecimento da Parte Receptora antes de sua divulgação pela Parte Divulgadora sem violação de qualquer obrigação de sigilo ou confidencialidade devida à Parte Divulgadora, (iii) sejam recebidas de terceiros sem o conhecimento de qualquer violação de quaisquer obrigações de sigilo ou confidencialidade devida à Parte Divulgadora ou (iv) tenham sido desenvolvidas de forma independente pela Parte Receptora.

- 5.2. Proteção de Informações Confidenciais. Entre as partes, cada parte é titular de todos os direitos de propriedade relacionados às respectivas Informações Confidenciais. A Parte Receptora deve empregar o mesmo grau de cuidado que emprega para proteger o sigilo de suas próprias informações confidenciais de natureza similar (porém não menos que um cuidado razoável) para (i) não usar quaisquer Informações Confidenciais da Parte Divulgadora para qualquer fim que não tenha relação com o escopo deste Contrato e, (ii) exceto se de outro modo autorizada, por escrito, pela Parte Divulgadora, limitar o acesso às Informações Confidenciais da Parte Divulgadora apenas àqueles seus funcionários e prestadores de serviço que precisarem de tal acesso para fins compatíveis com este Contrato e que tenham assinado acordos de confidencialidade com a Parte Receptora contendo proteções não menos rigorosas do que as contidas neste Contrato. Nenhuma das partes irá divulgar os termos deste Contrato a quaisquer terceiros, consultores jurídicos e contadores, sem autorização prévia e por escrito da outra parte, desde que a parte que faça tal divulgação a consultor jurídico ou contador permaneça responsável pela conformidade do consultor jurídico ou contador com esta cláusula de "Confidencialidade". Não obstante o acima exposto, a SFDC poderá divulgar os termos deste Contrato a um contratado ou provedor de Aplicativo Alheio à SFDC na medida necessária para executar suas obrigações nos termos deste Contrato, sob termos de confidencialidade materialmente protetivos conforme os estabelecidos neste documento.
- 5.3. Divulgação Obrigatória. A Parte Receptora poderá divulgar Informações Confidenciais da Parte Divulgadora na medida em que for obrigada por lei a fazê-lo, contanto que a Parte Receptora notifique a Parte Divulgadora antes da divulgação obrigatória (na medida máxima permitida por lei) e preste, às custas da Parte Divulgadora, assistência razoável caso a Parte Divulgadora deseje contestar a divulgação. Se a Parte Receptora for obrigada por lei a divulgar Informações Confidenciais da Parte Divulgadora como parte de um processo cível na qual a Parte Divulgadora é parte, e a Parte Divulgadora não contestar a referida divulgação, a Parte Divulgadora deverá reembolsar a Parte Receptora pelos custos razoáveis para compilação e fornecimento de acesso seguro a essas Informações Confidenciais.

VII – DISPOSIÇÕES GERAIS

- 7.1 Este acordo reflete o entendimento integral entre as partes a respeito do assunto ao qual se refere, e prevalece sobre quaisquer outros contratos anteriores, bem como incorpora todas as discussões e negociações entre as partes, tanto anteriores quanto concomitantes à assinatura deste instrumento.
- 7.2 Este acordo obriga as partes e seus herdeiros e sucessores, a qualquer título, tanto universal quanto singular.
- 7.3 Este acordo somente poderá ser alterado através de um aditamento assinado por ambas as partes.

- 7.4 Este acordo não poderá ser cedido ou transferido, no todo ou em parte, por nenhuma das partes sem o consentimento prévio e por escrito da outra parte, observado, entretanto, que quaisquer das Partes poderão ceder este Acordo em conjunto com todos os seus direitos e obrigações em razão de uma fusão, aquisição, reorganização societária, venda de todos os seus ativos ou parte substancial desses. Sujeito ao aqui disposto, esse Acordo vincula as Partes e seus respectivos sucessores e cessionários autorizados.
- 7.5 As partes chegaram a um acordo em relação a este instrumento como partes independentes. Nenhuma das partes terá qualquer poder para obrigar ou representar a outra parte. Nenhum dispositivo deste acordo poderá ser interpretado de forma a implicar uma parceria, sociedade, "joint venture", representação comercial ou qualquer outro relacionamento entre as partes além do disposto neste instrumento.
- 7.6 Em hipótese alguma, a omissão ou tolerância de qualquer parte em exigir o estrito cumprimento das disposições acordadas neste instrumento, ou no exercício de qualquer direito decorrente deste acordo constituirá uma novação, transação ou renúncia, nem afetará o direito de referida parte, a qualquer tempo, de exigir o cumprimento das provisões e/ou exercer de seus direitos.

VIII - FORO

- 8.1 Este acordo será regido pela legislação brasileira. As partes elegem o foro da cidade de São Paulo - SP para dirimir quaisquer dúvidas ou disputas deste decorrente, com a renúncia expressa a qualquer outro, por mais privilegiado que possa ser.

E, por estarem assim justas e contratadas, as partes celebram este ACORDO em 2 (duas) vias de igual teor, na presença das testemunhas abaixo.

São Paulo - SP, 01 de dezembro

de 2022.

DocuSigned by:
Elias Tavares Bezerra Elias Tavares Bezerra Presidente
ED3BAAED88A540D
INFORMÁTICA DE MUNICÍPIOS ASSOCIADOS S/A - IMA

DocuSigned by:
Marcio Mendes Marcio Mendes Finance Controller
B03424E7C4724EC
SALESFORCE TECNOLOGIA LTDA.

Testemunhas:

DocuSigned by:
Rodolfo Cover de Santi Rodolfo Cover de Santi Diretor Técnico
DF5E75BA11F1430...

ANEXO I
TERMO DE CIÊNCIA E DE NOTIFICAÇÃO
(REDAÇÃO DADA PELA RESOLUÇÃO Nº 11/2021)

CONTRATANTE: _____

CONTRATADO: _____

CONTRATO Nº (DE ORIGEM): _____

OBJETO: _____

Pelo presente TERMO, nós, abaixo identificados:

1. Estamos CIENTES de que:

- a) o ajuste acima referido, seus aditamentos, bem como o acompanhamento de sua execução contratual, estarão sujeitos a análise e julgamento pelo Tribunal de Contas do Estado de São Paulo, cujo trâmite processual ocorrerá pelo sistema eletrônico;
- b) poderemos ter acesso ao processo, tendo vista e extraindo cópias das manifestações de interesse, Despachos e Decisões, mediante regular cadastramento no Sistema de Processo Eletrônico, em consonância com o estabelecido na Resolução nº 01/2011 do TCESP;
- c) além de disponíveis no processo eletrônico, todos os Despachos e Decisões que vierem a ser tomados, relativamente ao aludido processo, serão publicados no Diário Oficial do Estado, Caderno do Poder Legislativo, parte do Tribunal de Contas do Estado de São Paulo, em conformidade com o artigo 90 da Lei Complementar nº 709, de 14 de janeiro de 1993, iniciando-se, a partir de então, a contagem dos prazos processuais, conforme regras do Código de Processo Civil;
- d) as informações pessoais dos responsáveis pela contratante e e interessados estão cadastradas no módulo eletrônico do “Cadastro Corporativo TCESP – CadTCESP”, nos termos previstos no Artigo 2º das Instruções nº01/2020, conforme “Declaração(ões) de Atualização Cadastral” anexa (s);
- e) é de exclusiva responsabilidade do contratado manter seus dados sempre atualizados.

2. Damo-nos por NOTIFICADOS para:

- a) O acompanhamento dos atos do processo até seu julgamento final e conseqüente publicação;
- b) Se for o caso e de nosso interesse, nos prazos e nas formas legais e regimentais, exercer o direito de defesa, interpor recursos e o que mais couber.

LOCAL e DATA:

AUTORIDADE MÁXIMA DO ÓRGÃO/ENTIDADE:

Nome:

Cargo:

CPF:

RESPONSÁVEIS PELA HOMOLOGAÇÃO DO CERTAME OU RATIFICAÇÃO DA

DISPENSA/INEXIGIBILIDADE DE LICITAÇÃO:

Nome:

Cargo:

CPF:

Assinatura:

RESPONSÁVEIS QUE ASSINARAM O AJUSTE:

Pelo contratante:

Nome:

Cargo:

CPF:

Assinatura:

Pela contratada:

Nome:

Cargo:

CPF:

Assinatura

ORDENADOR DE DESPESAS DA CONTRATANTE:

Nome:

Cargo:

CPF:

Assinatura

GESTOR(ES) DO CONTRATO:

Nome:

Cargo:

CPF:

Assinatura:

DEMAIS RESPONSÁVEIS (*):

Tipo de ato sob sua responsabilidade:

Nome:

Cargo:

CPF:

Assinatura:

(*) - O Termo de Ciência e Notificação e/ou Cadastro do(s) Responsável(is) deve identificar as pessoas físicas que tenham concorrido para a prática do ato jurídico, na condição de ordenador da despesa; de partes contratantes; de responsáveis por ações de acompanhamento, monitoramento e avaliação; de responsáveis por processos licitatórios; de responsáveis por prestações de contas; de responsáveis com atribuições previstas em atos legais ou administrativos e de interessados relacionados a processos de competência deste Tribunal. Na hipótese de prestações de contas, caso o signatário do parecer conclusivo seja distinto daqueles já arrolados

como subscritores do Termo de Ciência e Notificação, será ele objeto de notificação específica. *(inciso acrescido pela Resolução nº 11/2021).*

ANEXO II

TABELA DE SERVIÇOS

ANEXO III

Termo de Adesão ao Acordo

O presente **Acordo** foi firmado entre a **INFORMÁTICA DE MUNICÍPIOS ASSOCIADOS S/A - IMA**, com sede no município de Campinas, Estado de São Paulo, na Av. Benedito de Campos, 853, Jardim do Trevo, CEP 13030-100, inscrita no CNPJ/MF sob o nº 48.197.859/0001-69, doravante denominada “**IMA**” e a **SALESFORCE**, com sede na Cidade de São Paulo, Estado de São Paulo, na Rua xxxxxxxx, xxx - CEP xxxx inscrita no CNPJ/MF sob nº xxxx, doravante denominada simplesmente “**SALESFORCE**” ou **CONTRATADA**, conforme a documentação que acompanha o instrumento.

CONSIDERANDO:

Que a **SALESFORCE** é fornecedora de diversos Produtos e Serviços e Ofertas de Produtos e Serviços utilizados no Estado de São Paulo, Produtos e Serviços estes que são prestados em volume para certos segmentos e clientes.

Que, pelo presente **Termo de Adesão ao Acordo SALESFORCE-IMA**, o **<órgão aderente>** acata totalmente as condições gerais por meio das quais poderá assinar os distintos instrumentos contratuais específicos para o licenciamento/prestação particular e futuro de quaisquer dos Produtos e Serviços **SALESFORCE**;

Que a assinatura e celebração deste Termo de Adesão ao Acordo **SALESFORCE** não obriga, direta ou indiretamente, o **<órgão aderente>** a celebrar qualquer contrato de fornecimento de Produtos e serviços para a aquisição ou fornecimento com a **SALESFORCE** e mantém sua liberdade de utilizar outros instrumentos para contratação de Produtos e Serviços **SALESFORCE**, respeitada a legislação em vigor;

Cabe ao **<órgão aderente>** ao Acordo selecionar através de licitações públicas, os Fornecedores **SALESFORCE** responsáveis pelo fornecimento das modalidades de contratos de licenciamento nele constantes, as quais levarão em consideração os tributos aplicáveis, custos e outros elementos para, a seu critério, compor os preços a serem praticados.

Resolvem nesta data celebrar o presente termo de adesão ao Acordo **SALESFORCE-IMA**, acordando em respeitar as cláusulas e condições constantes naquele documento bem como os termos gerais específicos a produtos da **SALESFORCE**, disponíveis em https://www.salesforce.com/content/dam/web/en_us/www/documents/legal/Salesforce_MSA.pdf. Nos lugares e datas indicados em cada caso, assinam-se 3 (três) vias de um mesmo teor e a um único efeito.

SALESFORCE

Nome:

Título:

Assinatura:

Data:

<ORGÃO ADERENTE>

Nome:

Título:

Assinatura:

Data:

Anexo II - Lista de Preços IMA Campinas

*(Deve ser aplicado 8% de desconto sobre o valor abaixo) / Preços sem impostos

Products		Enterprise Edition	Unlimited Edition
Sales & Service Cloud (CRM)			
Sales & Service Cloud			
Sales & Service Cloud		R\$ 14,700.00	R\$ 27,300.00
Industry Solutions			
Financial Services Cloud			
Financial Services Cloud - Growth		R\$ 25,200.00	R\$ 37,800.00
Financial Services Cloud - Starter		R\$ 18,900.00	R\$ 31,500.00
Insurance			
Insurance Product Administration		R\$ 1,260,000.00	R\$ 1,260,000.00
Insurance Policy Administration - Quoting		R\$ 294,000.00	R\$ 294,000.00
Insurance Policy Administration		R\$ 525,000.00	R\$ 525,000.00
Insurance Claims Management First Notice of Loss		R\$ 189,000.00	R\$ 189,000.00
Insurance Claims Management		R\$ 378,000.00	R\$ 378,000.00
Insurance Contract & Enroll		R\$ 168,000.00	R\$ 168,000.00
Insurance Quote, Rate, and Apply		R\$ 16,800.00	R\$ 16,800.00
Health Cloud		R\$ 25,200.00	R\$ 37,800.00
Contact Tracing for Employees		R\$ 16,800.00	R\$ 29,400.00
Sales & Administration - Individual, Family & Medicare		R\$ 10,500.00	R\$ 10,500.00
Sales & Administration - Group		R\$ 14,700.00	R\$ 14,700.00
Distribution Management		R\$ 8,400.00	R\$ 8,400.00
Provider Network Management		R\$ 8,400.00	R\$ 8,400.00
Manufacturing Cloud - Sales & Service Cloud		R\$ 21,000.00	R\$ 33,600.00
Experience Cloud for Manufacturing - Login		R\$ 1,680.00	R\$ 1,680.00
Experience Cloud for Manufacturing - Members		R\$ 4,200.00	R\$ 4,200.00
Consumer Goods Cloud			
Products Enterprise Edition Unlimited Edition			
Retail Execution - Merchandiser		R\$ 6,300.00	R\$ 6,300.00
Retail Execution - Field Sales		R\$ 12,600.00	R\$ 25,200.00

Retail Execution - Strategic Sales	R\$ 25,200.00	R\$ 37,800.00
Retail Execution - Contractor	R\$ 4,200.00	R\$ 4,200.00
Consumer Goods Cloud for B2B Sales	R\$ 16,800.00	R\$ 29,400.00
Key Account Management	R\$ 4,200.00	R\$ 4,200.00
Intelligent Form Reader with Amazon Texttract (1,000 Pages)		
Intelligent Form Reader with Amazon Texttract (1,000 Pages) ⁽¹⁾	R\$ 455.00	R\$ 455.00
Media Cloud		
Media Cloud Growth - Sales & Service	R\$ 25,200.00	R\$ 37,800.00
Media Cloud Advanced - Sales & Service	R\$ 37,800.00	R\$ 50,400.00
Energy & Utilities Cloud		
Energy & Utilities Cloud Growth - Sales & Service	R\$ 37,800.00	R\$ 50,400.00
Communications Cloud		
Communications Cloud Growth - Sales & Service	R\$ 25,200.00	R\$ 37,800.00
Communications Cloud Advanced - Sales & Service	R\$ 37,800.00	R\$ 50,400.00
Communications Cloud - B2B BSS Suite	R\$ 28,000,000.00	R\$ 28,000,000.00
Communications Cloud - B2C BSS Suite	R\$ 28,000,000.00	R\$ 28,000,000.00
Sales Cloud		
Sales Cloud		
Sales Cloud ⁽²⁾	R\$ 12,600.00	R\$ 25,200.00
Manufacturing - Sales and Service		
Manufacturing - Sales and Service	R\$ 21,000.00	R\$ 33,600.00
Manufacturing - Sales and Service - (Restricted Use)		
Manufacturing - Sales and Service - (Restricted Use)	R\$ 21,000.00	R\$ 33,600.00
Sales Productivity		
Sales Productivity		
Sales Productivity	R\$ 16,800.00	R\$ 29,400.00
Sales Cloud Industry Solutions		
Manufacturing Cloud - Sales & Service Cloud	R\$ 18,900.00	R\$ 31,500.00
Health Cloud - Sales	R\$ 23,100.00	R\$ 35,700.00
Media Cloud		
Media Cloud Growth - Sales	R\$ 23,100.00	R\$ 35,700.00
Media Cloud Advanced - Sales	R\$ 35,700.00	R\$ 48,300.00

Contract Lifecycle Management for Media Cloud	R\$ 6,300.00	R\$ 6,300.00	R\$ 6,300.00
Partner Community for Media Cloud Advanced - Logins	R\$ 5,040.00	R\$ 5,040.00	R\$ 5,040.00
Partner Community for Media Cloud Advanced - Members	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
B2B Order Management for Media Cloud (1,000 Orders/year) ⁽³⁾	R\$ 84,000.00	R\$ 84,000.00	R\$ 84,000.00
Enterprise Product Catalog	R\$ 6,300.00	R\$ 6,300.00	R\$ 6,300.00
Advertising Sales Management	R\$ 8,400.00	R\$ 8,400.00	R\$ 8,400.00
Energy & Utilities Cloud			
Enterprise Product Catalog	R\$ 6,300.00	R\$ 6,300.00	R\$ 6,300.00
Energy & Utilities Cloud Growth - Sales & Service	R\$ 35,700.00	R\$ 35,700.00	R\$ 48,300.00
Contract Lifecycle Management for Energy & Utilities Cloud	R\$ 6,300.00	R\$ 6,300.00	R\$ 6,300.00
Partner Community for Energy & Utilities Cloud - Logins	R\$ 1,680.00	R\$ 1,680.00	R\$ 1,680.00
Partner Community for Energy & Utilities Cloud - Members	R\$ 4,200.00	R\$ 4,200.00	R\$ 4,200.00
B2B Order Management for Energy & Utilities Cloud (1,000 Orders/year) ⁽³⁾	R\$ 84,000.00	R\$ 84,000.00	R\$ 84,000.00
Communications Cloud			
Communications Cloud Growth - Sales	R\$ 23,100.00	R\$ 23,100.00	R\$ 35,700.00
Products	Enterprise Edition	Enterprise Edition	Unlimited Edition
Communications Cloud Advanced - Sales	R\$ 35,700.00	R\$ 35,700.00	R\$ 48,300.00
Contract Lifecycle Management for Communications Cloud	R\$ 6,300.00	R\$ 6,300.00	R\$ 6,300.00
Partner Community for Communications Cloud Advanced - Logins	R\$ 5,040.00	R\$ 5,040.00	R\$ 5,040.00
Partner Community for Communications Cloud Advanced - Members	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
Additional Orders - B2B BSS Suite (1,000 Orders/year)	R\$ 84,000.00	R\$ 84,000.00	R\$ 84,000.00
Sales Cloud Einstein			
Sales Cloud Einstein	R\$ 4,200.00	R\$ 4,200.00	R\$ 4,200.00
Partner Communities			
Partner Community - Members ⁽⁴⁾	R\$ 2,100.00	R\$ 2,100.00	R\$ 2,100.00
Partner Community - Logins ⁽⁵⁾	R\$ 840.00	R\$ 840.00	R\$ 840.00
Partner Relationship Management	R\$ 25,200.00	R\$ 25,200.00	R\$ 25,200.00
Salesforce Inbox			
Salesforce Inbox ⁽⁶⁾	R\$ 2,100.00	R\$ 2,100.00	R\$ 2,100.00
Salesforce Maps			
Salesforce Maps for Community			
Salesforce Maps for Community - Logins	R\$ 840.00	R\$ 840.00	R\$ 840.00

Salesforce Maps for Community - Members		R\$ 2,100.00	R\$ 2,100.00
Editions			
Salesforce Maps		R\$ 6,300.00	R\$ 6,300.00
Salesforce Maps: Advanced		R\$ 10,500.00	R\$ 10,500.00
Salesforce Maps Add-Ons			
Live Tracking - Connected Device		R\$ 2,100.00	R\$ 2,100.00
Live Tracking - Mobile		R\$ 2,100.00	R\$ 2,100.00
Live Tracking: GM		R\$ 2,100.00	R\$ 2,100.00
Live Tracking: Ford		R\$ 2,100.00	R\$ 2,100.00
Products		Enterprise Edition	Unlimited Edition
Salesforce Maps Territory Planning		R\$ 6,300.00	R\$ 6,300.00
Sales Cloud Add-ons			
Sales Cloud CRM Options			
Additional Scheduled Analytics Bundle (price is per org)		R\$ 42,000.00	R\$ 42,000.00
Analytics - 5 Additional Dynamic Dashboards (price is per org)		R\$ 21,000.00	R\$ 21,000.00
Microsoft Teams Integration		R\$ 0.00	R\$ 0.00
Sales Dialer			
Sales Dialer - Outbound		R\$ 2,100.00	R\$ 2,100.00
Sales Dialer - Outbound - Essentials Edition		-	-
Sales Dialer - Inbound		R\$ 420.00	R\$ 420.00
Sales Dialer - Minutes - 1,000 per month		R\$ 1,260.00	R\$ 1,260.00
High Velocity Sales		R\$ 6,300.00	R\$ 6,300.00
Sales Enablement for Employees		R\$ 1,500.00	R\$ 1,500.00
Sales Enablement for Community Logins			
Sales Enablement for Community Logins		R\$ 168.00	R\$ 168.00
Sales Enablement for Community Members			
Sales Enablement for Community Members		R\$ 420.00	R\$ 420.00
Einstein Conversation Insights			
Einstein Conversation Insights		R\$ 4,200.00	R\$ 4,200.00
Einstein Conversation Insights - 1 Additional Hour		R\$ 3.50	R\$ 3.50
Marketing Cloud Account Engagement			
Marketing Cloud Account Engagement - Growth ⁽⁷⁾		R\$ 105,000.00	R\$ 105,000.00

Marketing Cloud Account Engagement - Plus ⁽⁷⁾	R\$ 210,000.00	R\$ 210,000.00	Unlimited Edition
Products	Enterprise Edition	Unlimited Edition	
Marketing Cloud Account Engagement - Advanced ⁽⁷⁾	R\$ 336,000.00	R\$ 336,000.00	
Marketing Cloud Account Engagement - Premium			
Marketing Cloud Account Engagement - Premium ⁽⁷⁾	R\$ 1,260,000.00	R\$ 1,260,000.00	
Marketing Cloud Account Engagement Add-ons			
3 Cloud Account Engagement - Growth - Additional Contacts (10,000) ⁽⁷⁾	R\$ 8,400.00	R\$ 8,400.00	R\$ 8,400.00
Marketing Cloud Account Engagement - Plus - Additional Contacts (10,000)	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
MC Account Engagement - Advanced - Additional Contacts (10,000) ⁽⁷⁾	R\$ 25,200.00	R\$ 25,200.00	R\$ 25,200.00
Cloud Account Engagement - Premium - Additional Contacts (10,000) ⁽⁷⁾	R\$ 33,600.00	R\$ 33,600.00	R\$ 33,600.00
B2B Marketing Analytics Plus ⁽⁷⁾	R\$ 252,000.00	R\$ 252,000.00	R\$ 252,000.00
Marketing Cloud Account Engagement - Sales Emails and Alerts ⁽⁷⁾	R\$ 4,200.00	R\$ 4,200.00	R\$ 4,200.00
Marketing Cloud Account Engagement - Business Unit ⁽⁷⁾	R\$ 168,000.00	R\$ 168,000.00	R\$ 168,000.00
Marketing Cloud Account Engagement - Email - Custom Object Integration (4	R\$ 33,600.00	R\$ 33,600.00	R\$ 33,600.00
Marketing Cloud Account Engagement - API Access (100,000/day) ⁽⁷⁾	R\$ 33,600.00	R\$ 33,600.00	R\$ 33,600.00
Marketing Cloud Account Engagement - Advanced Email Analytics ⁽⁷⁾	R\$ 33,600.00	R\$ 33,600.00	R\$ 33,600.00
Marketing Cloud Account Engagement - File Hosting (500MB) ⁽⁷⁾	R\$ 8,400.00	R\$ 8,400.00	R\$ 8,400.00
Marketing Cloud Account Engagement - Advanced Dynamic Content ⁽⁷⁾	-	-	-
Marketing Cloud Account Engagement - Dedicated IP Address ⁽⁷⁾	R\$ 42,000.00	R\$ 42,000.00	R\$ 42,000.00
Account Engagement - Engagement History Dashboards - Additional Use	R\$ 2,100.00	R\$ 2,100.00	R\$ 2,100.00
C Account Engagement - Inbound Marketing (SEO 100 & Competitor 10)	R\$ 8,400.00	R\$ 8,400.00	R\$ 8,400.00
Marketing Cloud Account Engagement - Google Adwords Integration ⁽⁷⁾	-	-	-
Marketing Cloud Account Engagement - Custom User Roles (Unlimited) ⁽⁷⁾	R\$ 42,000.00	R\$ 42,000.00	-
Marketing Cloud Account Engagement - Expansion Pack ⁽⁷⁾	R\$ 33,600.00	R\$ 33,600.00	R\$ 33,600.00
Marketing Cloud Account Engagement - Automation Rules (50) ⁽⁷⁾	R\$ 16,800.00	R\$ 16,800.00	R\$ 16,800.00
Marketing Cloud Account Engagement - BCC Email Compliance ⁽⁷⁾	R\$ 33,600.00	R\$ 33,600.00	R\$ 33,600.00
MC Account Engagement - Bring Your Own Key for Encryption at Rest ⁽⁷⁾	R\$ 2,520,000.00	R\$ 2,520,000.00	R\$ 2,520,000.00
Products	Enterprise Edition	Unlimited Edition	
Marketing Cloud Account Engagement - Sandbox			
Marketing Cloud Account Engagement - Sandbox ⁽⁷⁾ - 5% of Net 5% of Net			
B2B Loyalty Management			

B2B Loyalty Management			
B2B Loyalty Management		R\$ 2,520,000.00	R\$ 2,520,000.00
Loyalty Management User			
Loyalty Management User		R\$ 4,200.00	R\$ 4,200.00
B2B Loyalty Management Events			
B2B Loyalty Management Events		R\$ 21,000.00	R\$ 21,000.00
B2B Loyalty Management - Historical Events			
B2B Loyalty Management - Historical Events		R\$ 0.00	R\$ 0.00
Loyalty Management Events - Overages			
Loyalty Management Events - Overages		R\$ 0.00	R\$ 0.00
Rebate Management			
Rebate Management			
Rebate Management __ __		R\$ 1,680,000.00	R\$ 1,680,000.00
Rebate Management User Add On			
Rebate Management User Add On __ __		R\$ 6,300.00	R\$ 6,300.00
Rebate Management for Manufacturing			
Rebate Management for Manufacturing __ __		R\$ 840,000.00	R\$ 840,000.00
Rebate Transaction Pack (25,000) ⁽¹⁾ __ __		R\$ 7,000.00	R\$ 7,000.00
Health Cloud			
Distribution Management			
Distribution Management __ __		R\$ 8,400.00	R\$ 8,400.00
Products		Enterprise Edition	Unlimited Edition
Benefit Sales & Administration - Group			
Benefit Sales & Administration - Group __ __		R\$ 14,700.00	R\$ 14,700.00
Benefit Sales & Administration - Individual, Family & Medicare			
Benefit Sales & Administration - Individual, Family & Medicare __ __		R\$ 10,500.00	R\$ 10,500.00
Provider Network Management			
Provider Network Management __ __		R\$ 8,400.00	R\$ 8,400.00
Admissions Connect - Sales			
Admissions Connect - Sales __ __		R\$ 16,800.00	R\$ 33,600.00
Sales			

Revenue Cloud		
CPQ		
CPQ	R\$ 6,300.00	R\$ 6,300.00
CPQ Plus	R\$ 12,600.00	R\$ 12,600.00
CPQ for Communities		
CPQ for Partner Community Members	R\$ 2,100.00	R\$ 2,100.00
CPQ for Partner Community Login	R\$ 840.00	R\$ 840.00
CPQ for Customer Community Members	R\$ 1,260.00	R\$ 1,260.00
CPQ for Customer Community Login	R\$ 504.00	R\$ 504.00
CPQ Additional Options		
Billing Growth ⁽¹⁾	R\$ 70,000.00	R\$ 70,000.00
Billing Plus ^{(3), (6)}	R\$ 140,000.00	R\$ 140,000.00
CPQ - Advanced Approvals	R\$ 2,100.00	R\$ 2,100.00
Conga Quote Generation for Salesforce CPQ	R\$ 1,680.00	R\$ 1,680.00
DocuSign Gen for Salesforce CPQ Plus	R\$ 0.00	R\$ 0.00
DocuSign Gen for Salesforce CPQ Billing	R\$ 0.00	R\$ 0.00
Products	Enterprise Edition	Unlimited Edition
Salesforce Subscription Management		
Subscription Management - Total Order Value (1M)	R\$ 70,000.00	R\$ 70,000.00
Subscription Management - Additional Total Order Value (1M)	R\$ 70,000.00	R\$ 70,000.00
Vlocity - CPQ		
Vlocity Configure, Price and Quote - Communications	R\$ 8,399,916.00	R\$ 8,399,916.00
Vlocity Configure, Price and Quote - Media	R\$ 8,399,916.00	R\$ 8,399,916.00
Vlocity Configure, Price and Quote - Energy	R\$ 8,399,916.00	R\$ 8,399,916.00
Vlocity Media Order Management B2B Standard	R\$ 83,999,916.00	R\$ 83,999,916.00
Vlocity Energy Order Management B2B Standard	R\$ 83,999,916.00	R\$ 83,999,916.00
Channel Sales		
Partner Relationship Management (PRM)		
Community Cloud Plus for Manufacturing - Members	R\$ 2,940.00	R\$ 2,940.00
Community Cloud Plus for Manufacturing - EE - Logins (Per Month)	R\$ 1,260.00	R\$ 1,260.00
Service Cloud		
Customer Service		

Service Cloud ⁽⁹⁾		R\$ 12,600.00	R\$ 25,200.00
Knowledge ⁽¹⁰⁾		R\$ 6,300.00	R\$ 6,300.00
Service Cloud Industry Solutions			
Health Cloud - Service		R\$ 23,100.00	R\$ 35,700.00
Government Case Connect ⁽¹¹⁾		R\$ 25,200.00	R\$ 37,800.00
Retail Store Customer Management ⁽¹²⁾		R\$ 252,000.00	R\$ 252,000.00
Emergency Program Management ⁽³⁾		Coming Soon	Coming Soon
Public Sector for License & Permit Management Bundle			
Public Sector for License & Permit Management Bundle		R\$ 210,000.00	R\$ 210,000.00
Products		Enterprise Edition	Unlimited Edition
Public Sector Foundation			
Public Sector Foundation		R\$ 16,800.00	R\$ 33,600.00
Public Sector Foundation - Advanced		R\$ 21,000.00	R\$ 37,800.00
Public Sector Mobile Inspections			
Public Sector Mobile Inspections		R\$ 6,300.00	R\$ 6,300.00
Public Sector Application Forms (1,000)			
Public Sector Application Forms (1,000) ⁽¹⁾		R\$ 35,000.00	R\$ 35,000.00
Media Cloud			
Media Cloud Growth - Service		R\$ 23,100.00	R\$ 35,700.00
Media Cloud Advanced - Service		R\$ 35,700.00	R\$ 48,300.00
Customer Community for Media Cloud - Logins		R\$ 336.00	R\$ 336.00
Customer Community for Media Cloud - Members		R\$ 840.00	R\$ 840.00
Customer Community Plus for Media Cloud Advanced - Logins		R\$ 3,360.00	R\$ 3,360.00
Customer Community Plus for Media Cloud Advanced - Members		R\$ 8,400.00	R\$ 8,400.00
B2C Order Management for Media Cloud (5,000 Orders/year) ⁽³⁾		R\$ 84,000.00	R\$ 84,000.00
Subscriber Lifecycle Management		R\$ 6,300.00	R\$ 6,300.00
Energy & Utilities Cloud			
Energy & Utilities Cloud Growth - Service		R\$ 29,400.00	R\$ 42,000.00
Customer Community for Energy & Utilities Cloud - Logins		R\$ 336.00	R\$ 336.00
Customer Community for Energy & Utilities Cloud - Members		R\$ 840.00	R\$ 840.00
Customer Community Plus for Energy & Utilities Cloud - Logins		R\$ 1,260.00	R\$ 1,260.00
Customer Community Plus for Energy & Utilities Cloud - Members		R\$ 2,940.00	R\$ 2,940.00

2C Order Management for Energy & Utilities Cloud (5,000 Orders/year) ⁽¹⁾	R\$ 84,000.00	R\$ 84,000.00
Communications Cloud		
Communications Cloud Growth - Service	R\$ 23,100.00	R\$ 35,700.00
Products		
Communications Cloud Advanced - Service	R\$ 35,700.00	Unlimited Edition R\$ 48,300.00
Customer Community for Communications Cloud - Logins	R\$ 336.00	R\$ 336.00
Customer Community for Communications Cloud - Members	R\$ 840.00	R\$ 840.00
Customer Community Plus for Communications Cloud Advanced - Login	R\$ 3,360.00	R\$ 3,360.00
Customer Community Plus for Communications Cloud Advanced - Member	R\$ 8,400.00	R\$ 8,400.00
Additional Orders - B2C BSS Suite (5,000 Orders/year)	R\$ 84,000.00	R\$ 84,000.00
Digital Engagement		
Digital Engagement Add Ons		
Digital Engagement - WhatsApp Outbound Messages (1,000)	R\$ 350.00	R\$ 350.00
Digital Engagement - Short Code (US)	R\$ 168,000.00	R\$ 168,000.00
Digital Engagement - Vanity Short Code (US)	R\$ 252,000.00	R\$ 252,000.00
Digital Engagement - Short Code Set Up (US) ⁽¹⁾	R\$ 21,000.00	R\$ 21,000.00
Digital Engagement - Additional Conversations (100)	R\$ 2,520.00	R\$ 2,520.00
Digital Engagement - Additional Triggered & Bulk Messages (1,000) ⁽¹⁾	R\$ 210.00	R\$ 210.00
Einstein Bots	R\$ 4,200.00	R\$ 4,200.00
Digital Engagement - Short Code (CA)	R\$ 105,000.00	R\$ 105,000.00
Digital Engagement Editions		
Digital Engagement	R\$ 6,300.00	R\$ 6,300.00
Broadcast Messaging	R\$ 8,400.00	R\$ 8,400.00
Field Service		
Field Service - Dispatcher ⁽¹³⁾	R\$ 12,600.00	R\$ 25,200.00
Field Service - Field Technician ⁽¹³⁾	R\$ 12,600.00	R\$ 25,200.00
Field Service - Contractor ⁽¹³⁾	R\$ 4,200.00	R\$ 4,200.00
Field Service - Contractor Plus ⁽¹³⁾	R\$ 6,300.00	R\$ 6,300.00
Products		
Field Service+ ⁽¹³⁾	R\$ 16,800.00	Unlimited Edition R\$ 29,400.00
Salesforce Scheduler		

Salesforce Scheduler		R\$ 2,100.00	R\$ 2,100.00
Asset Scheduling		R\$ 1,260.00	R\$ 1,260.00
Visual Remote Assistant			
Visual Remote Assistant		R\$ 0.00	R\$ 0.00
Appointment Assistant			
Appointment Assistant		R\$ 2,100.00	R\$ 2,100.00
Field Service Industry Solutions			
Energy & Utilities Cloud			
Field Service+ for Energy & Utilities Cloud		R\$ 21,000.00	R\$ 33,600.00
Field Service - Contractor Plus for Energy & Utilities Cloud		R\$ 8,400.00	R\$ 8,400.00
Self Service			
Customer Community			
Customer Community - Members ⁽¹⁴⁾		R\$ 420.00	R\$ 420.00
Customer Community - Logins ⁽¹⁶⁾		R\$ 168.00	R\$ 168.00
Customer Community Plus - Members ⁽¹⁶⁾		R\$ 1,260.00	R\$ 1,260.00
Customer Community Plus - Logins ⁽¹⁷⁾		R\$ 504.00	R\$ 504.00
Unlimited Customer Community ^{(18), (3)}		R\$ 3,500,000.00	R\$ 3,500,000.00
Unlimited Customer Community Plus ^{(19), (3)}		R\$ 5,250,000.00	R\$ 5,250,000.00
Customer Community for Financial Services - Members		R\$ 840.00	R\$ 840.00
Customer Community for Financial Services - Logins		R\$ 336.00	R\$ 336.00
Customer Community Plus for Financial Services - Members ⁽²⁰⁾		R\$ 2,940.00	R\$ 2,940.00
Customer Community Plus for Financial Services - Logins ⁽²⁰⁾		R\$ 1,260.00	R\$ 1,260.00
Customer Community Plus for Health Cloud - Members		R\$ 2,940.00	R\$ 2,940.00
Products		Enterprise Edition	Unlimited Edition
Customer Community Plus for Public Sector - Members		Coming Soon	Coming Soon
Customer Community Plus for Health Cloud - Logins		R\$ 1,260.00	R\$ 1,260.00
Customer Community Plus for Public Sector - Logins		R\$ 1,260.00	R\$ 1,260.00
Customer Community for Public Sector - Members		R\$ 840.00	R\$ 840.00
Customer Community for Public Sector - Logins		R\$ 336.00	R\$ 336.00
Customer Community for Health Cloud - Logins		R\$ 336.00	R\$ 336.00
Customer Community for Health Cloud - Members		R\$ 840.00	R\$ 840.00

Experience Cloud				
Experience Cloud for Consumer Goods - Logins		R\$ 336.00		R\$ 336.00
Experience Cloud for Consumer Goods - Members		R\$ 840.00		R\$ 840.00
Experience Cloud Plus for Consumer Goods - Logins		R\$ 1,260.00		R\$ 1,260.00
Experience Cloud Plus for Consumer Goods - Members		R\$ 2,940.00		R\$ 2,940.00
Learner Success - Customer Community				
Experience Cloud for Learner Success - Logins		R\$ 192.00		R\$ 192.00
Experience Cloud for Learner Success - Members		R\$ 480.00		R\$ 480.00
Service Cloud Einstein				
Service Cloud Einstein		R\$ 4,200.00		R\$ 4,200.00
Service Cloud Einstein - 10,000 Additional Case Routing Predictions		R\$ 4,200.00		R\$ 4,200.00
Service Cloud				
Amazon Enterprise Support ⁽³⁾		R\$ 2,100.00		R\$ 2,100.00
Service Cloud Voice with Amazon Connect - (750 mins)		R\$ 6,300.00		R\$ 6,300.00
Service Cloud Voice with Amazon Connect - (2,000 mins)		R\$ 10,500.00		R\$ 10,500.00
Service Cloud Voice with Amazon Connect - (5,000 mins)		R\$ 16,800.00		R\$ 16,800.00
Products		Enterprise Edition		Unlimited Edition
Service Cloud				
Safety Cloud		R\$ 672,000.00		R\$ 672,000.00
Safety Cloud - Credentials (1,000) and Verifications (2,000) ⁽¹⁾		R\$ 14,000.00		R\$ 14,000.00
Workflow Orchestration (12 Runs)				
Workflow Orchestration (12 Runs) ⁽¹⁾		R\$ 84.00		R\$ 84.00
Public Sector Application Forms - Business (1,000)				
Public Sector Application Forms - Business (1,000) ⁽¹⁾		R\$ 70,000.00		R\$ 70,000.00
Public Sector Application Forms - Individual (1,000)				
Public Sector Application Forms - Individual (1,000) ⁽¹⁾		R\$ 35,000.00		R\$ 35,000.00
Health Cloud - Service				
Medication Management				
Manufacturing Cloud - Service				
Manufacturing Cloud - Service		R\$ 18,900.00		R\$ 31,500.00
Grants Management				
Grants Foundation				

Grants Foundation _ _ _	R\$ 16,800.00	R\$ 29,400.00
Grants Program Management		
Products	Enterprise Edition	Unlimited Edition
Grants Program Management	R\$ 4,200.00	R\$ 4,200.00
Salesforce Advisor Link		
Salesforce Advisor Link		
Salesforce Advisor Link	R\$ 72.00	R\$ 72.00
Part-Time Student Advisor		
Part-Time Student Advisor	R\$ 6,720.00	R\$ 11,760.00
Student Success Hub - Higher Education		
Student Success Hub - Higher Education	R\$ 6,300.00	R\$ 12,600.00
Student Success Hub		
Student Success Hub		
Student Success Hub _ _ _	R\$ 756.00	R\$ 1,134.00
Workforce Engagement		
Service Cloud Workforce Engagement		
Service Cloud Workforce Engagement _ _ _	R\$ 4,200.00	R\$ 4,200.00
Health Cloud		
Unified Health Scoring		
Unified Health Scoring _ _ _	R\$ 840,000.00	R\$ 840,000.00
Unified Health Scoring with Customer Data Platform		
Unified Health Scoring with Customer Data Platform _ _ _	R\$ 1,260,000.00	R\$ 1,260,000.00
Platform		
Lightning Platform		
Lightning Platform Starter _ _ _	R\$ 2,100.00	R\$ 2,100.00
Products	Enterprise Edition	Unlimited Edition
Lightning Platform Plus	R\$ 8,400.00	R\$ 8,400.00
Lightning Platform (Administrator)	R\$ 6,300.00	R\$ 6,300.00
Employee Apps and Community (Add-On)	R\$ 2,100.00	R\$ 2,100.00
External Apps - Logins	R\$ 1,260.00	R\$ 1,260.00
External Apps - Members	R\$ 2,940.00	R\$ 2,940.00

External Apps for Financial Services - Members	R\$ 6,300.00	R\$ 6,300.00
External Apps for Financial Services - Logins	R\$ 2,520.00	R\$ 2,520.00
External Apps for Health Cloud - Members		
External Apps for Health Cloud - Members	R\$ 6,300.00	R\$ 6,300.00
External Apps for Health Cloud - Logins		
External Apps for Health Cloud - Logins	R\$ 2,520.00	R\$ 2,520.00
Platform Add-ons		
Salesforce Data Mask	10% Net Price	10% Net Price
Sustainability Cloud	R\$ 336,000.00	R\$ 336,000.00
Lightning Platform Object Pack	R\$ 6,300.00	R\$ 6,300.00
Lightning Platform Expansion for Experience Cloud	R\$ 1,680,000.00	R\$ 1,680,000.00
Additional 20 Objects for Customer Community	R\$ 42.00	R\$ 42.00
Additional 20 Objects for Customer Community Plus	R\$ 168.00	R\$ 168.00
Additional 20 Objects for Partner Community	R\$ 420.00	R\$ 420.00
Additional 20 Objects for Partner Relationship Management	R\$ 5,040.00	R\$ 5,040.00
Additional Flow Entitlements	R\$ 84,000.00	R\$ 84,000.00
Privacy Center ⁽³⁾	15% Net AOV	15% Net AOV
Government Cloud Plus ⁽³⁾ ⁽²¹⁾	15% Net Price	15% Net Price
Backup and Restore - Usage (1GB)	R\$ 840.00	R\$ 840.00
Workflow Orchestration - 1 User		
Products	Enterprise Edition	Unlimited Edition
Workflow Orchestration - 1 User	R\$ 0.00	R\$ 0.00
Lightning Platform		
Workplace Command Center ⁽³⁾	R\$ 420.00	R\$ 420.00
Salesforce Private Connect - AWS	R\$ 420,000.00	R\$ 420,000.00
Salesforce Private Connect - AWS - Additional Data	R\$ 8,400.00	R\$ 8,400.00
Lightning Console	R\$ 2,100.00	R\$ 2,100.00
Public Communities Page Views (1 million/month)	R\$ 336,000.00	R\$ 336,000.00
Retail Store Operations ⁽¹²⁾	R\$ 84,000.00	R\$ 84,000.00
Salesforce Mobile App - Plus ⁽³⁾	R\$ 2,100.00	R\$ 2,100.00
Mobile App Security		
Mobile App Security	R\$ 2,100.00	R\$ 2,100.00

Mobile Publisher for Employees and Members ⁽³⁾		R\$ 420.00	R\$ 420.00
Mobile Publisher for Logins ⁽³⁾		R\$ 168.00	R\$ 168.00
Apex Debugger		R\$ 126,000.00	R\$ 126,000.00
Einstein Vision and Language (1 Million Predictions/Month)		R\$ 336,000.00	R\$ 336,000.00
Platform Cache		R\$ 0.00	R\$ 0.00
Einstein Next Best Action Additional Requests		R\$ 4,200.00	R\$ 4,200.00
Developer Productivity		R\$ 2,100.00	R\$ 2,100.00
Force.com - (Administrator) - Cross Product			
Force.com - (Administrator) - Cross Product		R\$ 6,300.00	R\$ 6,300.00
Platform Data			
Storage			
Big Objects (50M)		R\$ 84,000.00	R\$ 84,000.00
Data Storage (50MB) (price is per org)		R\$ 2,100.00	R\$ 2,100.00
Data Storage (500MB) (price is per org)		R\$ 10,500.00	R\$ 10,500.00
Products		Enterprise Edition	Unlimited Edition
Data Storage (10GB) (price is per org)		R\$ 84,000.00	R\$ 84,000.00
File Storage (10GB) (price is per org)		R\$ 3,486.00	R\$ 3,486.00
File Storage (1TB) (price is per org)		R\$ 25,200.00	R\$ 25,200.00
Sandbox			
Sandbox (Developer Pro) ⁽²²⁾		5% Net Price	5% Net Price
Sandbox (Partial Copy) ⁽²²⁾		20% Net Price	20% Net Price
Sandbox (Full Copy) ⁽²²⁾		30% Net Price	30% Net Price
Scratch Org		R\$ 2,100.00	R\$ 2,100.00
Weekly Export Service (price is per org)		Included	Included
Integration Services			
Identity			
Salesforce Customer Identity (25,000 Unique Users/month) ⁽²³⁾		R\$ 168,000.00	R\$ 168,000.00
Salesforce Customer Identity (250,000 Unique Users/month) ⁽²³⁾		R\$ 840,000.00	R\$ 840,000.00
Salesforce Customer Identity (1,000,000 Unique Users/month) ⁽²³⁾		R\$ 1,680,000.00	R\$ 1,680,000.00
Identity for Employees		R\$ 420.00	R\$ 420.00
Identity Connect		R\$ 84.00	R\$ 84.00
Salesforce Connect (price is per connection)		R\$ 336,000.00	R\$ 336,000.00

Web Services API	Included	Included
Additional API Calls - 10,000 per day (price is per org)	R\$ 2,100.00	R\$ 2,100.00
High Volume Platform Events	R\$ 42,000.00	R\$ 42,000.00
Change Data Capture	R\$ 420,000.00	R\$ 420,000.00
Philanthropy Cloud		
Philanthropy Cloud	R\$ 252.00	R\$ 252.00
Products	Enterprise Edition	Unlimited Edition
Shield		
Shield		
Platform Encryption ⁽²⁴⁾	20% Net Price	20% Net Price
Salesforce Shield ⁽²⁴⁾ ⁽³⁾	30% Net Price	30% Net Price
Event Monitoring ⁽²⁴⁾	10% Net Price	10% Net Price
Field Audit Trail ⁽²⁴⁾ ⁽³⁾	10% Net Price	10% Net Price
Cache-Only Keys for Platform Encryption ⁽³⁾	R\$ 336,000.00	R\$ 336,000.00
Security Center ⁽³⁾	10% of Net AOV	10% of Net AOV
Heroku		
Packages		
Heroku - Dev Starter Package	R\$ 336,000.00	R\$ 336,000.00
Heroku - Prod Starter Package ⁽³⁾	R\$ 3,360,000.00	R\$ 3,360,000.00
Components		
Heroku - 1 Dyno Unit	R\$ 3,780.00	R\$ 3,780.00
Heroku - 1,000 Add-on Credits - Data	R\$ 100,800.00	R\$ 100,800.00
Heroku - 1,000 Add-on Credits - Partner	R\$ 100,800.00	R\$ 100,800.00
Heroku - 1,000 Add-on Credits - General	R\$ 109,200.00	R\$ 109,200.00
Heroku - 250k Connect Rows	R\$ 168,000.00	R\$ 168,000.00
Heroku Shield - 250k Connect Rows	R\$ 168,000.00	R\$ 168,000.00
Heroku - 1 Private Space	R\$ 100,800.00	R\$ 100,800.00
Heroku Shield - 1 Private Space	R\$ 302,400.00	R\$ 302,400.00
Quip Advanced		
Quip Advanced		
Quip Advanced _ R\$ 8,400.00 R\$ 8,400.00 R\$ 8,400.00		
Quip Advanced - Private Cloud		

Products		Enterprise Edition	Unlimited Edition
Quip Advanced - Private Cloud		R\$ 10,500.00	R\$ 10,500.00
Quip Plus			
Quip Plus		R\$ 2,100.00	R\$ 2,100.00
Quip Advanced - Shield			
Quip Advanced Shield		30% Net Price	30% Net Price
Quip Advanced Encryption		20% Net Price	20% Net Price
Quip Advanced Antivirus Scanning		10% Net Price	10% Net Price
Quip Advanced Event Monitoring		10% Net Price	10% Net Price
Quip Advanced Governance		10% Net Price	10% Net Price
Employee Experience			
Employee Service Center			
IT Service Center - Agent		-	-
IT Service Center - Endpoint Management ⁽³⁾		R\$ 336.00	R\$ 336.00
Employee Productivity - Starter		R\$ 0.00	R\$ 0.00
Employee Productivity - Plus		-	-
Employee Experience for Public Sector		R\$ 1,260.00	R\$ 1,260.00
Developer Services			
Accounting Subledger			
Salesforce.org Admissions Connect		R\$ 2,520.00	R\$ 2,520.00
Salesforce.org Accounting Subledger - Starter		R\$ 35,700.00	R\$ 35,700.00
Salesforce.org Accounting Subledger - Growth		R\$ 346,500.00	R\$ 346,500.00
Salesforce.org Accounting Subledger - Add-on Ledger Entries (1,000) ⁽¹⁾		R\$ 2,100.00	R\$ 2,100.00
Salesforce Platform			
Einstein Relationship Insights Starter		R\$ 4,200.00	R\$ 4,200.00
Einstein Relationship Insights Growth		R\$ 12,600.00	R\$ 12,600.00
Products		Enterprise Edition	Unlimited Edition
Einstein Relationship Insights Twitter Integration		R\$ 0.00	R\$ 0.00
Core Platform			
CDN for Digital Experiences		R\$ 2,100.00	R\$ 2,100.00
Digital Process Automation		R\$ 6,300.00	R\$ 6,300.00

OmniStudio - Additional Calls (1M)		R\$ 840,000.00	R\$ 840,000.00
Identity			
Salesforce Customer Identity Plus		R\$ 2,100,000.00	R\$ 2,100,000.00
Salesforce Customer Identity Plus - Auth0 Support Resell		15% of Net	15% of Net
Identity Verification Credits		R\$ 105,000.00	R\$ 105,000.00
Compute and Runtime			
Salesforce Elastic Services		R\$ 168,000.00	R\$ 168,000.00
Salesforce Elastic Services - Additional Capacity		R\$ 3,780.00	R\$ 3,780.00
Document Generation for Industries			
Document Generation for Industries		R\$ 0.00	R\$ 0.00
Connect, API, Events			
Business Rules Engine - Calls (1M) ⁽¹⁾		R\$ 70,000.00	R\$ 70,000.00
Business Rules Engine - Calls (100K)		R\$ 70,000.00	R\$ 70,000.00
OmniStudio - Calls (200K)		R\$ 840,000.00	R\$ 840,000.00
Business Rules Engine - Public Sector Foundation (3K calls)		R\$ 0.00	R\$ 0.00
Business Rules Engine - Public Sector Foundation Advanced (6K calls)		R\$ 0.00	R\$ 0.00
Platform Industry Solutions			
Digital Commerce Gateway			
Digital Commerce Gateway _ _ _		R\$ 10,500,000.00	R\$ 10,500,000.00
Digital Commerce Gateway - API Calls (10M/year)			
Digital Commerce Gateway - API Calls (10M/year) _ _ _		R\$ 168,000.00	R\$ 168,000.00
Products			
		Enterprise Edition	Unlimited Edition
Digital Commerce Gateway - Additional Cache (10GB)			
Digital Commerce Gateway - Additional Cache (10GB) _ _ _		R\$ 630,000.00	R\$ 630,000.00
Platform Fundamentals			
Net Zero Cloud			
Net Zero Cloud Starter		R\$ 336,000.00	R\$ 336,000.00
Net Zero Cloud Growth ⁽³⁾		R\$ 1,470,000.00	R\$ 1,470,000.00
External Engagement Management ⁽³⁾		R\$ 420,000.00	R\$ 420,000.00
Net Zero Cloud - Additional Users ⁽³⁾		R\$ 420,000.00	R\$ 420,000.00
Service			
Surveys			

Survey Response Pack (1,000) ⁽²⁵⁾ ⁽¹⁾	R\$ 2,100.00	R\$ 2,100.00	R\$ 2,100.00
Employee Survey Response Pack (1,000)			
Employee Survey Response Pack (1,000) ⁽¹⁾	R\$ 350.00	R\$ 350.00	R\$ 350.00
Feedback Management - Growth			
Feedback Management - Growth	R\$ 3,528,000.00	R\$ 3,528,000.00	R\$ 3,528,000.00
Feedback Management - Starter			
Feedback Management - Starter	R\$ 1,008,000.00	R\$ 1,008,000.00	R\$ 1,008,000.00
Analytics			
Platform Fundamentals			
CRM Analytics Plus			
CRM Analytics Plus _ _	R\$ 12,600.00	R\$ 12,600.00	\$ 12,600.00
CRM Analytics			
CRM Analytics Industries			
Customer Lifecycle Analytics	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Healthcare	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
Products	Enterprise Edition	Enterprise Edition	Unlimited Edition
CRM Analytics for Healthcare (No Third-Party Terms)	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Financial Services	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Financial Services (No Third-Party Terms)	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Manufacturing	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Manufacturing (No Third-Party Terms)	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Public Sector Solutions	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Public Sector Solutions (No Third-Party Terms)	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Consumer Goods Cloud - (No Third-Party Terms)	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Loyalty Management	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Loyalty Management (No Third-Party Terms)	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Communications Cloud	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Communications Cloud (No Third-Party Terms)	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Net Zero Cloud	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Energy & Utilities	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Energy & Utilities (No Third-Party Terms)	R\$ 12,600.00	R\$ 12,600.00	R\$ 12,600.00

CRM Analytics for Consumer Goods		R\$ 12,600.00	R\$ 12,600.00
CRM Analytics for Community Members			
CRM Analytics for Community Members		R\$ 2,100.00	R\$ 2,100.00
CRM Analytics for Community Logins			
CRM Analytics for Community Logins		R\$ 840.00	R\$ 840.00
CRM Analytics Growth			
CRM Analytics Growth ⁽²⁶⁾		R\$ 10,500.00	R\$ 10,500.00
Einstein Predictions			
Einstein Predictions		R\$ 6,300.00	R\$ 6,300.00
Options			
Products		Enterprise Edition	Unlimited Edition
Analytics - Additional Data Rows (100 Million)		R\$ 336,000.00	R\$ 336,000.00
CRM Analytics Plus - Additional Stories (1,000)		R\$ 336,000.00	R\$ 336,000.00
Einstein Discovery in Tableau			
Einstein Discovery in Tableau		R\$ 2,100.00	R\$ 2,100.00
Salesforce Data Pipelines			
Salesforce Data Pipelines		R\$ 210,000.00	R\$ 210,000.00
Quip			
Quip Starter		R\$ 840.00	R\$ 840.00
Quip for Customer 360		R\$ 6,300.00	R\$ 6,300.00
Quip - Enterprise - Public Cloud		R\$ 2,100.00	R\$ 2,100.00
Commerce Cloud			
B2C			
B2C Commerce			
B2C Commerce (Headless Platform) - API Calls		R\$ 420,000.00	R\$ 420,000.00
B2C Commerce (Headless Platform) - GMV ⁽¹⁾		R\$ 300.00	R\$ 300.00
B2C Commerce - Starter - GMV ⁽¹⁾		R\$ 100.00	R\$ 100.00
B2C Commerce - Growth - GMV ⁽¹⁾		R\$ 200.00	R\$ 200.00
B2C Commerce - Plus - GMV ⁽¹⁾		R\$ 300.00	R\$ 300.00
B2C Commerce - Plus - PPO ⁽¹⁾		R\$ 100.00	R\$ 100.00
Commerce Portal - Logins		R\$ 84.00	R\$ 84.00
Commerce Portal - Members		R\$ 168.00	R\$ 168.00

B2C Commerce - Add-ons				
	B2C Commerce (Headless Platform) - Additional API Calls	R\$ 420,000.00	R\$ 420,000.00	R\$ 420,000.00
	B2C Commerce (Headless Platform) - Additional GMV ⁽¹⁾	R\$ 300.00	R\$ 300.00	R\$ 300.00
	B2C Commerce - Starter - Additional GMV ⁽¹⁾	R\$ 100.00	R\$ 100.00	R\$ 100.00
Products		Enterprise Edition		Unlimited Edition
	B2C Commerce - Growth - Additional GMV ⁽¹⁾	R\$ 200.00	R\$ 200.00	R\$ 200.00
	B2C Commerce - Plus - Additional GMV ⁽¹⁾	R\$ 300.00	R\$ 300.00	R\$ 300.00
	B2C Commerce - Sandbox (price per month) ⁽²⁷⁾	R\$ 3,500.00	R\$ 3,500.00	R\$ 3,500.00
	B2C Commerce - On Demand Sandbox Credits (50K) ⁽¹⁾	R\$ 3,500.00	R\$ 3,500.00	R\$ 3,500.00
	B2C Commerce - Short Term Test Realm (price per month) ^{(3) (27)}	R\$ 70,000.00	R\$ 70,000.00	R\$ 70,000.00
	B2C Commerce - Designated Test Realm	R\$ 840,000.00	R\$ 840,000.00	R\$ 840,000.00
	B2C Commerce - Additional Production Realm	R\$ 1,680,000.00	R\$ 1,680,000.00	R\$ 1,680,000.00
	B2C Commerce - SSL Certificate Slot	R\$ 16,800.00	R\$ 16,800.00	R\$ 16,800.00
	B2C Commerce - Additional PPO ⁽¹⁾	Contact Deal Desk	Contact Deal Desk	Contact Deal Desk
	Omnichannel Inventory - 20 Locations	R\$ 0.00	R\$ 0.00	R\$ 0.00
	Omnichannel Inventory - 500 Locations	R\$ 0.00	R\$ 0.00	R\$ 0.00
	Omnichannel Inventory - Additional Locations (100) ⁽³⁾	R\$ 672,000.00	R\$ 672,000.00	R\$ 672,000.00
	Order Management			
	Order Management - Business Users	R\$ 8,400.00	R\$ 8,400.00	R\$ 8,400.00
	Order Management - Additional Business Users	R\$ 8,400.00	R\$ 8,400.00	R\$ 8,400.00
	B2C Commerce - Order Management ⁽³⁾	See OM RGC	See OM RGC	See OM RGC
	B2C Commerce - Additional Test Instance	R\$ 420,000.00	R\$ 420,000.00	R\$ 420,000.00
	B2C Commerce - Additional Production Instance	R\$ 840,000.00	R\$ 840,000.00	R\$ 840,000.00
	Order Management - Starter - Orders (1,000) ⁽¹⁾	R\$ 2,100.00	R\$ 2,100.00	R\$ 2,100.00
	Order Management - Growth - Orders (1,000) ⁽¹⁾	R\$ 3,500.00	R\$ 3,500.00	R\$ 3,500.00
	Signature Success - Commerce Cloud - B2C			
	Signature Success - Commerce Cloud - B2C ⁽³⁾	R\$ 5,365,000.00	R\$ 5,365,000.00	R\$ 5,365,000.00
	Success Plans			
	B2C Commerce Accelerator (price per accelerator) ^{(3) (1)}	R\$ 52,500.00	R\$ 52,500.00	R\$ 52,500.00
	Advisory Services			

Products	Enterprise Edition	Unlimited Edition
Site Readiness Assessment - B2C Commerce - Growth ⁽³⁾	R\$ 103,400.00	R\$ 103,400.00
Site Readiness Assessment - B2C Commerce - Plus ⁽³⁾	R\$ 206,800.00	R\$ 206,800.00
Salesforce Architect - B2C Commerce ⁽³⁾	R\$ 2,524,740.00	R\$ 2,524,740.00
Salesforce Expertise Hours - B2C Commerce ⁽³⁾	R\$ 1,008.00	R\$ 1,008.00
Technical Architect - B2C Commerce ⁽³⁾	R\$ 2,524,740.00	R\$ 2,524,740.00
Business Architect - B2C Commerce ⁽³⁾	R\$ 2,524,740.00	R\$ 2,524,740.00
Implementation Architect - B2C Commerce	R\$ 962,610.00	R\$ 962,610.00
B2C Commerce		
B2B2C Commerce		
B2B2C Commerce - GMV (10,000) ⁽¹⁾	R\$ 100.00	R\$ 100.00
B2B		
B2B - Commerce - Add-ons		
B2B Commerce Orders - Starter	R\$ 28.00	R\$ 28.00
B2B Commerce Orders - Growth	R\$ 42.00	R\$ 42.00
B2B Commerce Orders - Plus	R\$ 56.00	R\$ 56.00
Additional Storefront - B2B Commerce	R\$ 336,000.00	R\$ 336,000.00
B2B Commerce External Logins	R\$ 336.00	R\$ 336.00
B2B Commerce External Users	R\$ 840.00	R\$ 840.00
B2B Commerce Internal Users	R\$ 8,400.00	R\$ 8,400.00
B2B Commerce - Additional 1,000 Products	R\$ 16,800.00	R\$ 16,800.00
B2B Commerce - GMV (10,000) ⁽¹⁾	R\$ 200.00	R\$ 200.00
Advisory Services		
Site Readiness Assessment - B2B Commerce - Growth ⁽³⁾	R\$ 103,400.00	R\$ 103,400.00
Products	Enterprise Edition	Unlimited Edition
Site Readiness Assessment - B2B Commerce - Plus ⁽³⁾	R\$ 206,800.00	R\$ 206,800.00
Salesforce Architect - B2B Commerce ⁽³⁾	R\$ 2,524,740.00	R\$ 2,524,740.00
Salesforce Expertise Hours - B2B Commerce ⁽³⁾	R\$ 1,008.00	R\$ 1,008.00
Technical Architect - B2B Commerce ⁽³⁾	R\$ 2,524,740.00	R\$ 2,524,740.00
Business Architect - B2B Commerce ⁽³⁾	R\$ 2,524,740.00	R\$ 2,524,740.00
Commerce		
Salesforce Commerce		

Salesforce Commerce for B2B			
B2B Commerce Starter - 1,000 (PPO)		R\$ 28,000.00	R\$ 28,000.00
B2B Commerce Growth - 1,000 (PPO)		R\$ 56,000.00	R\$ 56,000.00
B2B Commerce Starter - 1,000 (GMV) ⁽¹⁾		R\$ 10.00	R\$ 10.00
B2B Commerce Growth - 1,000 (GMV) ⁽¹⁾		R\$ 20.00	R\$ 20.00
Additional Storefront - B2B Commerce (New)		R\$ 336,000.00	R\$ 336,000.00
Additional Storefront - B2B2C Commerce		R\$ 336,000.00	R\$ 336,000.00
Salesforce Commerce for B2C			
B2B2C Commerce - Starter - GMV (1,000) ⁽¹⁾		R\$ 10.00	R\$ 10.00
B2B2C Commerce - Starter - PPO (1,000)		R\$ 28,000.00	R\$ 28,000.00
Order Management			
Order Management			
Order Management - Starter - Orders (1,000) (New)		R\$ 2,100.00	R\$ 2,100.00
Order Management - Growth - Orders (1,000) (New)		R\$ 3,500.00	R\$ 3,500.00
Order Management - Unmanaged Orders (1,000)		R\$ 1,050.00	R\$ 1,050.00
Products		Enterprise Edition	Unlimited Edition
Salesforce Architect ⁽³⁾		R\$ 2,524,740.00	R\$ 2,524,740.00
Salesforce Expertise Hours			
Salesforce Expertise Hours ⁽³⁾		R\$ 1,008.00	R\$ 1,008.00
Business Architect ⁽³⁾ ⁽²⁸⁾		R\$ 2,524,740.00	R\$ 2,524,740.00
Implementation Architect			
Implementation Architect ⁽²⁸⁾		R\$ 962,610.00	R\$ 962,610.00
MuleSoft - Architect			
MuleSoft - Architect ⁽³⁾		R\$ 2,173,800.00	R\$ 2,173,800.00
MuleSoft - Expertise Hours			
MuleSoft - Expertise Hours ⁽³⁾		R\$ 801.00	R\$ 801.00
MuleSoft - Implementation Architect			
MuleSoft - Implementation Architect ⁽³⁾		R\$ 2,173,800.00	R\$ 2,173,800.00
MuleSoft - PCE Managed Services - Enterprise			
MuleSoft - PCE Managed Services - Enterprise ⁽³⁾		R\$ 32,300.00	R\$ 32,300.00
MuleSoft - PCE Managed Services - Strategic			
MuleSoft - PCE Managed Services - Strategic ⁽³⁾		R\$ 57,100.00	R\$ 57,100.00

MuleSoft Innovation Transformation Expertise ⁽³⁾		Coming Soon	Coming Soon
Program Architect ^{(3), (28)}		R\$ 2,524,740.00	R\$ 2,524,740.00
Dedicated Program Executive		R\$ 2,903,450.00	R\$ 2,903,450.00
Innovation and Transformation Expertise ^{(3), (24)}		R\$ 1,008.00	R\$ 1,008.00
Jump Start - Growth ^{(3), (30), (1)}		R\$ 20,800.00	R\$ 20,800.00
Marketing Cloud Intelligence Jump Start - Growth ^{(3), (30), (1)}		R\$ 20,800.00	R\$ 20,800.00
Jump Start - Salesforce Maps - Growth ^{(3), (30), (1)}		R\$ 20,800.00	R\$ 20,800.00
Jump Start - Salesforce Maps - Plus			
Jump Start - Salesforce Maps - Plus ⁽³⁾		R\$ 83,250.00	R\$ 83,250.00
Products		Enterprise Edition	Unlimited Edition
Implementation Architect - Tableau ⁽³⁾		R\$ 962,610.00	R\$ 962,610.00
Tableau - Expertise Hours - Analytics Architect			
Tableau - Expertise Hours - Analytics Architect ⁽³⁾		R\$ 1,225.00	R\$ 1,225.00
Tableau - Expertise Hours - Implementation Architect			
Tableau - Expertise Hours - Implementation Architect ⁽³⁾		R\$ 1,023.00	R\$ 1,023.00
Success Plans			
Premier Accelerator ^{(3), (30), (1)}		R\$ 52,500.00	R\$ 52,500.00
Premier Success Plan ⁽⁶⁾		30% Net Price	-
Signature Success			
Signature Success ⁽³⁾		R\$ 5,365,000.00	R\$ 5,365,000.00
US Premier Success ^{(6), (3), (31)}		35% of Net	10% of Net
Premier Success Plan - Heroku		30% Net Price	30% Net Price
Signature Success - Heroku			
Signature Success - Heroku ⁽³⁾		R\$ 3,219,000.00	R\$ 3,219,000.00
Signature Success - Account Engagement ⁽³⁾		R\$ 9,450,000.00	R\$ 9,450,000.00
Signature Success - Account Engagement - Add on Fee ⁽³⁾		R\$ 9,450,000.00	R\$ 9,450,000.00
Signature Success - Account Engagement - LP ⁽³⁾		R\$ 9,450,000.00	R\$ 9,450,000.00
Signature Success - Account Engagement - Add on Fee - LP ⁽³⁾		R\$ 9,450,000.00	R\$ 9,450,000.00
Premier Success Plan - Marketing Cloud Account Engagement ^{(32), (17)}		30% Net Price	30% Net Price
Government Cloud Premier Success Plan			
Government Cloud Premier Success Plan		35% of Net	10% of Net
.Org Advisory Services (Approval Required)			

Salesforce.org Jumpstart			
Salesforce.org Jumpstart ⁽³⁾ _ _		R\$ 70,000.00	R\$ 70,000.00
Expert Assist MC			
Products	Enterprise Edition	Enterprise Edition	Unlimited Edition
Expert Assist MC ⁽³⁾		R\$ 1,960,000.00	R\$ 1,960,000.00
Expert Assist			
Expert Assist ⁽³⁾		R\$ 1,960,000.00	R\$ 1,960,000.00
Marketing Cloud Advisor			
Marketing Cloud Advisor ⁽³⁾		R\$ 1,960,000.00	R\$ 1,960,000.00
Customer Success Architect			
Customer Success Architect ⁽³⁾		R\$ 1,645,000.00	R\$ 1,645,000.00
SFDO Jump Start - Starter			
SFDO Jump Start - Starter ⁽³⁾		R\$ 35,000.00	R\$ 35,000.00
SFDO Jump Start - Growth			
SFDO Jump Start - Starter ⁽³⁾		R\$ 52,500.00	R\$ 52,500.00
SFDO Jump Start - Plus			
SFDO Jump Start - Plus ⁽³⁾		R\$ 105,000.00	R\$ 105,000.00
Training Credits			
Salesforce - Virtual Training Credits Access (12 - Months)			
Salesforce - Virtual Training Credits Access (12 - Months)		R\$ 7.00 R\$ 7.00	R\$ 7.00 R\$ 7.00
Other			
Dreamforce			
Dreamforce '20 Pass ⁽¹⁾		R\$ 134,316.00	R\$ 134,316.00
Connections			
Connections '20 Pass ⁽¹⁾		R\$ 92,316.00	R\$ 92,316.00
Other			
Products	Enterprise Edition	Enterprise Edition	Unlimited Edition
MuleSoft Composer			
MuleSoft Composer for Salesforce Starter			
MuleSoft Composer for Salesforce Starter _ _		R\$ 189,000.00	R\$ 189,000.00
MuleSoft Composer for Salesforce Plus			

MuleSoft Composer for Salesforce Plus	__ _	R\$ 399,000.00	R\$ 399,000.00
MuleSoft Composer for Salesforce - 25,000 Additional Tasks			
MuleSoft Composer for Salesforce - 25,000 Additional Tasks	__ _	R\$ 5,040.00	R\$ 5,040.00
Marketing			
Engagement			
Loyalty Management			
Loyalty Management Starter		R\$ 1,680,000.00	R\$ 1,680,000.00
Loyalty Management Starter - Events		R\$ 21,000.00	R\$ 21,000.00
Loyalty Management Starter - Historical Events		R\$ 21,000.00	R\$ 21,000.00
Cross Cloud Allocations			
Revenue Intelligence			
Revenue Intelligence		R\$ 16,800.00	R\$ 16,800.00
Revenue Intelligence for Industries			
Financial Services Cloud Intelligence		R\$ 16,800.00	R\$ 16,800.00
Manufacturing Cloud Intelligence		R\$ 16,800.00	R\$ 16,800.00
Consumer Goods Cloud Intelligence		R\$ 16,800.00	R\$ 16,800.00
Communications Cloud Intelligence		R\$ 16,800.00	R\$ 16,800.00
Energy & Utilities Cloud Intelligence		R\$ 16,800.00	R\$ 16,800.00
Products			
Self-Service CRM		R\$ 2,100.00	Unlimited Edition R\$ 2,100.00
Number Description			
1 Product pricing is not annual. Displayed price is the per unit price.			
2 The prices listed are for both Sales Cloud and Sales Cloud products.			
3 This product requires approval from product manager or other designated user (via CPQ) before it can be sold. The full list of Products with Re			
4 Partner Community Members' products provision a user license called Partner Community.			
5 Partner Community Logins products provision a user license called Partner Community Login.			
Percentage Based Pricing: Contact Salesforce.com for more information.			
6 Premier Success Plans: % of NET price for Sales Cloud, Service Cloud and Lightning Force 100, Employee Apps and Community-only, Data.com			
"NEW - READ - Marketing Cloud Account Engagement Homecoming Operational Playbook: sfdc.co/brg2rq			
7 -			
All Marketing Cloud Account Engagement products are sold to the Org Level, with the exception of Salesforce Engage which is sold per user as			
The customer must own both a Marketing Cloud Account Engagement edition and Sales Cloud to purchase Salesforce Engage."			
8 Each unit entitles the customer to process up to \$1M of Total Invoice Value through the Billing App. Please reach out to Salesforce Billing team			

Anexo II - Lista de Preços IMA Campinas

*(Deve ser aplicado 8% de desconto sobre o valor abaixo) / Preços sem impostos

TABLEAU ON LINE	VALOR ANUAL EM REAL
DESCRIÇÃO	
Tableau Cloud - Creator	R\$ 5,880.00
Tableau Cloud - Data Mgmt	25% of Net
Tableau Cloud - Data Mgmt (LP)	R\$ 504.00
Tableau Cloud - Data Mgmt - Resource Block	R\$ 21,000.00
Tableau Cloud - Embedded Analytics - Creator	R\$ 5,880.00
Tableau Cloud - Embedded Analytics - Data Mgmt	25% of Net
Tableau Cloud - Embedded Analytics - Data Mgmt - Resource Block	R\$ 15,792.00
Tableau Cloud - Embedded Analytics - Explorer	R\$ 2,688.00
Tableau Cloud - Embedded Analytics - Viewer	R\$ 1,008.00
Tableau Cloud - Enterprise Subscription Plan - Creator (LP)	R\$ 6,384.00
Tableau Cloud - Enterprise Subscription Plan - Explorer (LP)	R\$ 4,032.00
Tableau Cloud - Enterprise Subscription Plan - Viewer (LP)	R\$ 1,764.00
Tableau Cloud - Explorer	R\$ 3,528.00
Tableau Cloud - Multi-Site	R\$ 8,400.00
Tableau Cloud - Support - Extended Program	10% of Net
Tableau Cloud - Support - Premium Program	20% of Net
Tableau Cloud - Viewer	R\$ 1,260.00
TABLEAU SERVER	
DESCRIÇÃO	VALOR ANUAL EM REAL
Tableau - 8 Core Addtl (Server)	R\$ 1,225,056.00
Tableau - 8 Core Base (Server)	R\$ 1,225,056.00
Tableau - Advanced Mgmt (Server)	15% of Net
Tableau - Advanced Mgmt (Server) (LP)	R\$ 252.00
Tableau - Advanced Mgmt - 8 Core Base (Server) (LP)	R\$ 182,112.00
Tableau - Advanced Mgmt - Core (Server)	15% of Net

Tableau - Core - Non-Production (Server)	R\$ 322,056.00
Tableau - Creator (Server)	R\$ 5,880.00
Tableau - Data Mgmt (Server)	25% of Net
Tableau - Data Mgmt (Server) (LP)	R\$ 504.00
Tableau - Data Mgmt - 8 Core Addtl (Server) (LP)	R\$ 252,000.00
Tableau - Data Mgmt - 8 Core Base (Server) (LP)	R\$ 252,000.00
Tableau - Data Mgmt - Core (Server)	25% of Net
Tableau - Data Mgmt - Resource Core (Server)	R\$ 28,056.00
Tableau - Embedded Analytics - 8 Core Addtl (Server)	R\$ 919,296.00
Tableau - Embedded Analytics - 8 Core Base (Server)	R\$ 919,296.00
Tableau - Embedded Analytics - Advanced Mgmt (Server)	15% of Net
Tableau - Embedded Analytics - Advanced Mgmt (Server) (LP)	R\$ 252.00
Tableau - Embedded Analytics - Advanced Mgmt - 8 Core Addtl (Server) (LP)	R\$ 137,088.00
Tableau - Embedded Analytics - Advanced Mgmt - 8 Core Base (Server) (LP)	R\$ 137,088.00
Tableau - Embedded Analytics - Core (Server)	15% of Net
Tableau - Embedded Analytics - Creator (Server)	R\$ 5,880.00
Tableau - Embedded Analytics - Data Mgmt (Server)	25% of Net
Tableau - Embedded Analytics - Data Mgmt (Server) (LP)	R\$ 420.00
Tableau - Embedded Analytics - Data Mgmt - 8 Core Addtl (Server) (LP)	R\$ 189,504.00
Tableau - Embedded Analytics - Data Mgmt - 8 Core Base (Server) (LP)	R\$ 189,504.00
Tableau - Embedded Analytics - Core (Server)	25% of Net
Tableau - Embedded Analytics - Data Mgmt - Resource Core (Server)	R\$ 21,000.00
Tableau - Embedded Analytics - Explorer (Server)	R\$ 2,268.00
Tableau - Embedded Analytics - Viewer (Server)	R\$ 756.00
Tableau - Enterprise Subscription Plan - Creator (Server)	R\$ 6,636.00
Tableau - Enterprise Subscription Plan - Explorer (Server)	R\$ 3,696.00
Tableau - Enterprise Subscription Plan - Viewer (Server)	R\$ 1,764.00
Tableau - Explorer (Server)	R\$ 2,940.00
Tableau - Non-Production (Server)	R\$ 115,500.00
Tableau - Support - Extended Program (Server)	10% of Net
Tableau - Support - Premium Program (Server)	20% of Net
Tableau - Viewer (Server)	R\$ 1,008.00

TABLEAU ANALYTICS		
DESCRIÇÃO		VALOR ANUAL EM REAL
Tableau - Display (Server)	—	
Tableau Cloud - Advanced Mgmt	25% of Net	
Tableau Cloud - Advanced Mgmt - Fee	25% of Net	
Tableau Cloud - Display	—	
Tableau Cloud - Embedded Analytics - Advanced Mgmt	25% of Net	
Tableau Cloud - Embedded Analytics - Advanced Mgmt - Fee	25% of Net	
TABLEAU ADDITIONAL PRODUCTS		
DESCRIÇÃO		VALOR ANUAL EM REAL
Tableau - Analytics Architect	R\$ 2,524,740.00	
Tableau - Expertise Hours - Analytics Architect	R\$ 1,167.00	
Tableau - Expertise Hours - Implementation Architect	R\$ 972.00	
Tableau - Implementation Architect	R\$ 962,610.00	
Tableau - JumpStart	R\$ 38,889.00	
Tableau - JumpStart - Growth	R\$ 58,333.00	
Tableau - JumpStart - Plus	R\$ 77,778.00	
Tableau - TPN Reseller Track - Member (Annual Fee)	R\$ 1,764.00	
Tableau - TPN Reseller Track - Premier (Annual Fee)	R\$ 10,500.00	
Tableau - TPN Reseller Track - Select (Annual Fee)	R\$ 5,292.00	
Tableau - TPN Services Track - Member (Annual Fee)	R\$ 1,764.00	
Tableau - TPN Services Track - Premier (Annual Fee)	R\$ 10,500.00	
Tableau - TPN Services Track - Select (Annual Fee)	R\$ 5,292.00	
Tableau - TPN Technology Track - Member (Annual Fee)	R\$ 1,764.00	
Tableau - TPN Technology Track - Premier (Annual Fee)	R\$ 7,056.00	
Tableau - TPN Technology Track - Select (Annual Fee)	R\$ 4,200.00	
Tableau - Tableau Training Pass (12 Month Access)	R\$ 25,200.00	
Tableau - Tableau Training Pass (3 Month Access)	R\$ 19,600.00	
Tableau - Training - Learning Credit	R\$ 7.00	
Tableau - Training - eLearning (Creator)	R\$ 840.00	

Tableau - Training - eLearning (Explorer)

R\$ 420,00

Anexo II - Lista de Precos IMA Campinas

*(Deve ser aplicado 8% de desconto sobre o valor abaixo) / Preços sem impostos

<i>Precos para 12 meses (em Reais R\$)</i>			
Produto	Corporate Edition (BRL)	Enterprise Edition (BRL)	Enterprise Plus (BRL)
Marketing Cloud Engagement Editions	315.000,00	2.100.000,00	2.772.000,00
MC Engagement - Corporate Edition for MC Customer Data Platform	0,00	n/a	n/a
MC Engagement - Enterprise Edition for MC Customer Data Platform	n/a	0,00	0,00
Additional Contacts (1,000)	1.400,00	1.750,00	2.100,00
Email File Attachments (1,000)	350,00	350,00	350,00
Super Messages (1,000)	70,00	70,00	70,00
SMS Messages - excluding US & CA (1,000)	70,00	70,00	n/a
WhatsApp Chat Messages (1,000)	70,00	70,00	n/a
WhatsApp Conversations (1,000)	70,00	70,00	n/a
Super Messages - excluding SMS/MMS (1,000)	70,00	70,00	70,00
SMS/MMS Mobile Messages (1,000)	70,00	70,00	70,00
Marketing Cloud Personalization - Growth (AMER)	756.000,00	756.000,00	756.000,00
Marketing Cloud Personalization - Premium (AMER)	2.100.000,00	2.100.000,00	2.100.000,00
Marketing Cloud Personalization - Growth (EMEA)	756.000,00	756.000,00	756.000,00
Marketing Cloud Personalization - Premium (EMEA)	2.100.000,00	2.100.000,00	2.100.000,00
Marketing Cloud Personalization - Unique Visitors	63.000,00	63.000,00	63.000,00
Marketing Cloud Personalization - Growth - Named Profiles	42.000,00	42.000,00	42.000,00
Marketing Cloud Personalization - Premium - Named Profiles	84.000,00	84.000,00	84.000,00
Marketing Cloud Personalization - Account Profiles	84.000,00	84.000,00	84.000,00
Marketing Cloud Personalization - Data Warehouse	25% Net AOV	25% Net AOV	25% Net AOV
Marketing Cloud Personalization - Data Science Workbench	10% Net AOV	10% Net AOV	10% Net AOV
Additional Business Unit (+1)	210.000,00	210.000,00	210.000,00
Advanced Content Management	Included	Included	Included
Audit Trail	10% of Net	10% of Net	10% of Net
Private Domain	10.500,00	10.500,00	10.500,00
SSL Certificate	1.848,00	1.848,00	1.848,00
Audience Builder	525.000,00	525.000,00	n/a
Marketing Cloud Shield - Dedicated Database	30% Net AOV	30% Net AOV	n/a

WhatsApp Chat Messaging Access	84,000.00	84,000.00	n/a
Private SMS Code Lease - (AU,DK,JP,NL,TW Long) (BR,CH,CO,EC,PE Short)	7,008.00	7,008.00	7,008.00
Additional Automations (+50K/year)	70,000.00	70,000.00	70,000.00
Additional Data Storage (+10 GB)	42,000.00	42,000.00	42,000.00
Additional Locations (+500)	350,000.00	350,000.00	350,000.00
Additional Users (per user)	4,200.00	4,200.00	4,200.00
Additional Facebook Tabs (+20)	35,000.00	35,000.00	35,000.00
API Calls (+3.65M/year)	2,100.00	2,100.00	2,100.00
Private IP / Dedicated IP	10,500.00	10,500.00	10,500.00
Sender Authentication Package	17,500.00	17,500.00	17,500.00
Marketing Cloud Advertising Professional	168,000.00	168,000.00	168,000.00
Marketing Cloud Advertising Professional - Contacts (1,000)	350.00	350.00	350.00
Marketing Cloud Advertising - Additional Audiences	16,800.00	16,800.00	16,800.00
Marketing Cloud Connector for Microsoft Dynamics 2013/2015 On-Line	70,000.00	70,000.00	70,000.00
Marketing Cloud Connector for Microsoft Dynamics 2013/2015 On-premise	70,000.00	70,000.00	70,000.00
Salesforce Marketing Cloud Connector	0,00	0,00	0,00
Salesforce Marketing Cloud Connector for Microsoft Dynamics 2011 On-line	70,000.00	70,000.00	70,000.00
Distributed Marketing	4,200.00	4,200.00	4,200.00
Distributed Marketing for Partner Community Members	1,260.00	1,260.00	1,260.00
Distributed Marketing for Partner Community Logins	504.00	504.00	504.00
Google Analytics 360 - Basic Installation & Support (MightyHive)	262,500.00	262,500.00	262,500.00
Google Analytics 360 - Basic Installation & Support (Jellyfish)	131,250.00	131,250.00	131,250.00
Google Analytics 360 - Basic Installation & Support (Cardinal Path)	105,000.00	105,000.00	105,000.00
Google Analytics 360 - Basic Installation & Support (Data Stack)	105,000.00	105,000.00	105,000.00
Google Analytics 360 - Basic Installation & Support (Enor)	105,000.00	105,000.00	105,000.00
Google Analytics 360 - Basic Installation & Support (Annalect)	Coming Soon	Coming Soon	Coming Soon
Integration for Google Analytics 360	105,000.00	105,000.00	105,000.00
Integration for Google Analytics 360 Contacts (1,000)	350.00	350.00	350.00
Integration for Google Analytics 360 (Free)	0,00	0,00	0,00
Integration for Google Analytics 360 Unified Profiles (1,000)	350.00	350.00	n/a
Google Analytics 360 (up to 0.5B Hits/Month)	1,050,000.00	1,050,000.00	1,050,000.00
Google Analytics 360 (up to 1B Hits/Month)	1,407,000.00	1,407,000.00	1,407,000.00
Google Analytics 360 (up to 2B Hits/Month)	1,827,000.00	1,827,000.00	1,827,000.00

Google Analytics 360 (up to 5B Hits/Month)	2.877.000,00	2.877.000,00	2.877.000,00	2.877.000,00
Google Analytics 360 + Optimize 360 (up to 0.5B Hits/Month)	1.470.000,00	1.470.000,00	1.470.000,00	1.470.000,00
Google Analytics 360 + Optimize 360 (up to 1B Hits/Month)	1.969.800,00	1.969.800,00	1.969.800,00	1.969.800,00
Google Analytics 360 + Optimize 360 (up to 2B Hits/Month)	2.557.800,00	2.557.800,00	2.557.800,00	2.557.800,00
Google Analytics 360 + Optimize 360 (up to 5B Hits/Month)	4.027.800,00	4.027.800,00	4.027.800,00	4.027.800,00
Marketing Cloud Intelligence - Starter	252.000,00	252.000,00	252.000,00	252.000,00
Marketing Cloud Intelligence - Starter - Agency	252.000,00	252.000,00	252.000,00	252.000,00
Marketing Cloud Intelligence - Growth	840.000,00	840.000,00	840.000,00	840.000,00
Marketing Cloud Intelligence - Growth - Agency	840.000,00	840.000,00	840.000,00	840.000,00
Marketing Cloud Intelligence - Plus	2.520.000,00	2.520.000,00	2.520.000,00	2.520.000,00
Marketing Cloud Intelligence - Plus - Agency	2.520.000,00	2.520.000,00	2.520.000,00	2.520.000,00
API User (20,000 calls per day per user) - Marketing Cloud Intelligence	84.000,00	84.000,00	84.000,00	84.000,00
White Labeling - Marketing Cloud Intelligence	42.000,00	42.000,00	42.000,00	42.000,00
Archived Data Rows (1M) - Marketing Cloud Intelligence	16.800,00	16.800,00	16.800,00	16.800,00
DirectConnect - Marketing Cloud Intelligence	294.000,00	294.000,00	294.000,00	294.000,00
Sandbox - Marketing Cloud Intelligence	30% Net AOV	30% Net AOV	30% Net AOV	30% Net AOV
Media Planning Center - Marketing Cloud Intelligence	20% Net AOV	20% Net AOV	20% Net AOV	20% Net AOV
Media Transparency Center - Marketing Cloud Intelligence	20% Net AOV	20% Net AOV	20% Net AOV	20% Net AOV
Media Impact Optimization - Marketing Cloud Intelligence	35% Net AOV	35% Net AOV	35% Net AOV	35% Net AOV
Marketing Cloud Intelligence Reports Advanced	25% of Net	25% of Net	25% of Net	25% of Net
Additional Admin	42.000,00	42.000,00	42.000,00	42.000,00
Additional Power User	14.700,00	14.700,00	14.700,00	14.700,00
Additional Viewer	2.520,00	2.520,00	2.520,00	2.520,00
Additional Data Rows (1M)	63.000,00	63.000,00	63.000,00	63.000,00
Additional Workspace	10.080,00	10.080,00	10.080,00	10.080,00
Data Lake (1TB)	336.000,00	336.000,00	336.000,00	336.000,00
Executive Workspace	15% Net Price	15% Net Price	15% Net Price	15% Net Price
Force.com - (Administrator) - Cross Product	6.300,00	6.300,00	6.300,00	n/a
MC Customer Data Platform - Intelligence Reports for Engagement Advanced	25% of Net	25% of Net	25% of Net	n/a
Marketing Cloud Customer Data Platform	1.050.000,00	4.200.000,00	4.200.000,00	5.460.000,00
MC Customer Data Platform - Unified Profiles - (1,000)	4.200,00	5.292,00	5.292,00	6.552,00
MC Customer Data Platform - Unified Profiles - Standalone (1,000)	3.360,00	3.360,00	3.360,00	3.360,00
Marketing Cloud Customer Data Platform - Engagement Events (1,000,000)	840,00	840,00	840,00	840,00

Premier Success Plan - Marketing Cloud Customer Data Platform	30% of Net	30% of Net	30% of Net
Marketing Cloud Customer Data Platform - Segment Publishes (1,000)	58.800,00	58.800,00	58.800,00
Signature Success - Marketing Cloud Customer Data Platform	5.365.000,00	5.365.000,00	5.365.000,00
MC Customer Data Platform - Encryption for ExactTarget	20% of Net	20% of Net	20% of Net
MC Customer Data Platform - Audit Trail for ExactTarget	10% of Net	10% of Net	10% of Net
Marketing Cloud Customer Data Platform MC Shield	30% Net AOV	30% Net AOV	30% Net AOV
Marketing Cloud Customer Data Platform MC Shield - Dedicated Database	30% Net AOV	30% Net AOV	30% Net AOV
Marketing Cloud Intelligence Data Pipelines	210.000,00	210.000,00	210.000,00
Marketing Cloud Intelligence Data Pipelines - Processed Data Rows (100M)	84.000,00	84.000,00	84.000,00

Anexo II - Lista de Precos IMA Campinas

*(Deve ser aplicado 8% de desconto sobre o valor abaixo) / Preços sem impostos

Produto	Preço de Lista(USD)
Slack Pro Edition	\$87
Slack Business Plus Edition	\$150
Slack Enterprise Select Edition	\$240
Slack Enterprise Grid Edition	\$384
Slack Government	

