



## QUICK START COMMERCE FOR GROCERY AND FOOD SERVICE

# SELL ONLINE FOR CURBSIDE PICKUP IN 10 WEEKS.

**In a digital-first world, being online is essential to meeting the needs of your customers.**

We want to help you launch and manage your direct-to-consumer commerce site with our new Quick Start Commerce solution designed for Grocery and Food Service.

This all-in-one solution includes product, implementation, and management services to help you launch quickly and keep pace with your changing business requirements.

**Experience an all-in-one commerce solution, out of the box.**

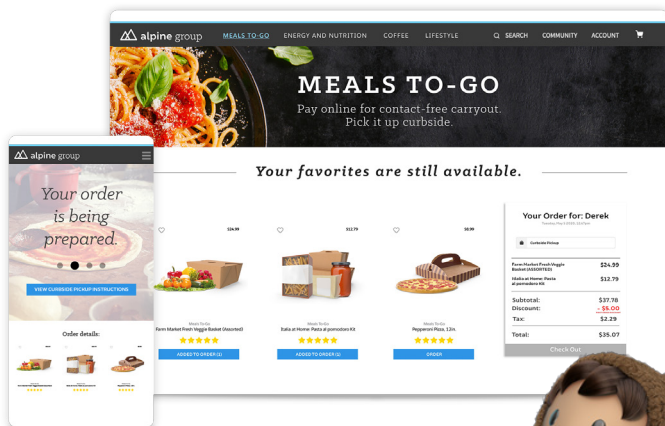
Get essential products from the world's most trusted commerce platform:

- B2C Commerce
- Salesforce Order Management
- Storefront Reference Architecture app for grocery and food service

**Launch quickly and start selling with a dedicated team.**

Get a Salesforce Implementation partner to help with:

- Site setup, including branding and configuration
- Merchant setup
- Data integration, price, inventory
- Picking application
- Storefront management, product catalog, and search
- Payment integration
- Tax integration



# GROCERY AND FOOD SERVICE: \$390K/YEAR

## B2C Commerce Order Management

### B2C Commerce

- Wish list and gift registry
- Product bundles
- Large catalogs and product sets
- Product options
- 100+ OOTB promotions

### Salesforce Order Management

- Order lifecycle management
- Payment capture, refunds
- Visual order workflows
- OOTB integration to B2C Commerce

## Storefront App & Solution Install

### A storefront app for consumer and essential goods

- UI (colors, content)
- Promotions and associated assets
- Product catalog
- Order management process
- Analytics, payments, taxes, and shipping
- Methods setup

### Implementation and launch

- Social sign-in
- Basic customer journeys
- Cart and checkout
- Payments
- Flat file sync (catalog, price list, orders, etc.)
- Taxes
- Built-in tagging plan
- Commerce-ready theme
- Responsive templates

## Managed Service 3 month min commitment

### All-in storefront management and support

- Shop improvements, including new assets and template updates
- Content and merchandising updates
- Digital ads management
- Products, inventory, and promotions maintenance
- Order monitoring and support

## ISV Integrations Included Payment and Tax



Pricing is USD. Standardized pricing will be used where applicable; please work with regional teams to confirm regional pricing.

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## Quick Start Commerce for Grocery and Food Service

Term	One year	No auto-renew
End-Customer Price	\$390K/Year	Includes Service Partner cost to build & manage the ecommerce storefront*
Salesforce B2C Starter Edition	Included	
Salesforce Order Management	Included	
Implementation Services	Included	Provided to Customer by Service Partner
Storefront Management Services	Included	Services Delivered by the Service Partner
Solution Support	Included	Provided to Customer by Service Partner
Premier Success Plan	Included (for Partner)	Salesforce supports product for partner   Partner supports service for customer
3rd Party Software & Services	Varies by Partner	Rates may be negotiated by Partner, Customer, or Salesforce
Payment, Tax, Shipping	Integrated	

Notes: Year 1: \$390K min; assumes 3 month minimum on managed service  
Salesforce B2C Commerce Starter SKU

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