Security, Privacy and Architecture of the Salesforce Marketing Cloud
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Salesforce’s Corporate Trust Commitment
Salesforce is committed to achieving and maintaining the trust of our customers. Integral to this mission is providing a robust security and privacy program that carefully considers data protection matters across our suite of services, including protection of Customer Data as defined in Salesforce’s Master Subscription Agreement.

Services Covered
This documentation describes the architecture of the security- and privacy-related audits and certifications received for, and the administrative, technical, and physical controls applicable to, the following Salesforce Marketing Cloud services (collectively, for the purposes of this document, the “Covered Services”):

- **Advertising Studio**: Services branded or sold as Advertising Studio, Advertising Audiences, Advertising Campaigns, Journey Builder Advertising, or Lead Capture.
- **Datorama**: Services branded or sold as Datorama.
- **ExactTarget**: Services branded or sold as Audience Builder, Automation Studio, Content Builder, Email Studio, Journey Builder, Mobile Studio, or Web Studio.
- **Interaction Studio**: Services branded or sold as Interaction Studio.\(^1\) The Services branded as Interaction Studio are also subject to the Heroku documentation as applicable.
- **Predictive Intelligence**: Services branded or sold as Einstein Recommendations, Einstein Email Recommendations, Einstein Web Recommendations, Predictive Intelligence, Predictive Email, Predictive Web, Web & Mobile Analytics, Web Personalization, Personalization Builder, or Marketing Cloud Einstein and Measurement. The Services branded as Einstein Engagement consist of (i) Einstein Engagement Scoring (formerly branded as Predictive Scoring), subject to the ExactTarget, Predictive Intelligence, and the Einstein Platform documentation, and (ii) Einstein Engagement Frequency, subject to the ExactTarget and Predictive Intelligence documentation. The Services branded as Live Weather Block, Einstein Send Time Optimization, Einstein Content Selection, Einstein Content Tagging, Einstein Copy Insights, and Einstein Messaging Insights are subject to the ExactTarget and Predictive Intelligence documentation.
- **Social Studio**: Services branded or sold as Social Studio.

This documentation does not apply to services branded as Audience Studio (formerly branded as Salesforce DMP) and Salesforce Data Studio (together, formerly branded as Krux), or Pardot.

Architecture and Data Segregation
The Covered Services are operated in a multitenant architecture that is designed to segregate and restrict Customer Data access based on business needs. The architecture provides an effective logical data separation for different customers via customer-specific unique identifiers and allows the use of customer and user role based access privileges. Additional data segregation is ensured by providing separate environments for different functions, especially for testing and production. The specific infrastructure used to host Customer Data is described in the “Infrastructure and Sub-processors” documentation available [here](#).

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\(^1\) Applicable to customers purchasing or renewing subscriptions to Interaction Studio on or after October 18, 2018. Customers purchasing Interaction Studio prior to October 18, 2018 purchased Interaction Studio as a Non-Salesforce Application subject to the Terms of Use of Thunderhead (One) Ltd.
**Control of Processing**
Salesforce has implemented procedures designed to ensure that Customer Data is processed only as instructed by the customer, throughout the entire chain of processing activities by Salesforce and its sub-processors. In particular, Salesforce and its affiliates have entered into written agreements with their sub-processors containing privacy, data protection, and data security obligations that provide a level of protection appropriate to their processing activities. Compliance with such obligations as well as the technical and organizational data security measures implemented by Salesforce and its sub-processors are subject to regular audits. The “Infrastructure and Sub-processors” documentation describes the sub-processors and certain other entities material to Salesforce’s provision of the Covered Services.

**Third-Party Functionality**
When customers use the Covered Services to transmit or receive mobile messages, such as SMS messages, the content of those messages and related information about those messages are received by: (a) aggregators – entities that act as intermediaries in transmitting mobile messages, and (b) carriers – entities that provide wireless messaging services to subscribers via wireless telecommunication networks. These aggregators and carriers may access, store, and transmit message content and related information to provide these functions.

**Audits and Certifications**
The following security and privacy-related audits and certifications are applicable to one or more of the Covered Services, as described below:

- **EU-U.S. and Swiss-U.S. Privacy Shield certification**: Customer Data submitted to the ExactTarget, Advertising Studio, Predictive Intelligence, Datorama and Social Studio is within the scope of an annual certification to the EU-U.S. Privacy Shield Framework and the Swiss-U.S. Privacy Shield Framework as administered by the U.S. Department of Commerce, as further described in our Privacy Shield Notice. The current certification is available at https://www.privacyshield.gov/list by searching under “Salesforce” for ExactTarget, Advertising Studio, Predictive Intelligence, Datorama and Social Studio.

- **ISO 27001/27017/27018 certification**: Salesforce operates an information security management system (ISMS) for ExactTarget, Advertising Studio, Predictive Intelligence, Datorama and Social Studio in accordance with the ISO 27001 international standard and aligned to ISO 27017 and ISO 27018. Salesforce has achieved ISO 27001/27017/27018 certification for its ISMS from an independent third party. The scope of Salesforce’s ISO 27001/27017/27018 certification is available here.

- **Service Organization Control (SOC) reports**: Salesforce’s information security control environment applicable to ExactTarget, Advertising Studio, Predictive Intelligence, Datorama and Social Studio undergoes an independent evaluation in the form of a SOC 2 report. Salesforce’s most recent SOC 2 reports are available upon request from your organization’s Salesforce account executive.

- **TRUSTe certification**: Salesforce’s Website Privacy Statement and privacy practices related to ExactTarget, Advertising Studio, Predictive Intelligence and Social Studio are assessed by TRUSTe annually, for compliance with TRUSTe’s Certification and Verification Assessment Criteria. For more information on the status of Salesforce’s certification/verification status, click here.

- **HITRUST certification**: For the ExactTarget services Salesforce has obtained HITRUST CSF Certification. A copy of Salesforce’s HITRUST letter of certification is available upon request from your organization’s Salesforce Account Executive.

- **Binding Corporate Rules (BCR) for Processors**: Customer Data submitted to the ExactTarget, Advertising Studio, Predictive Intelligence, Datorama and Social Studio is within the scope of the
Salesforce BCR for Processors. The most current version of the Salesforce BCR for Processors is available on Salesforce’s website, currently located at https://www.salesforce.com/company/privacy/.

- **APEC Privacy Recognition for Processors (PRP)**: Customer Data submitted to the Covered Services is within the scope of Salesforce's PRP certification under the APEC Privacy Framework. The current certification is published in the PRP Compliance Directory at http://cbprs.org/compliance-directory/prp/.

Additionally, the Covered Services undergo security assessments by internal personnel and third parties, which include infrastructure vulnerability assessments and application security assessments, on at least an annual basis.

As further described in the “Infrastructure and Sub-processors” documentation, Salesforce uses infrastructure provided by third parties to host Customer Data submitted to certain services. Specifically, Salesforce uses infrastructure provided by Amazon Web Services, Inc. (“AWS”) to host Customer Data submitted to Predictive Intelligence and Datorama. Salesforce uses infrastructure provided by Google, LLC (“GCP”) to host Customer Data submitted to ExactTarget. Salesforce uses infrastructure provided by Microsoft Corporation ("Azure") to host Customer Data submitted to Datorama and Interaction Studio. Information about security and privacy-related audits and certifications received by AWS, GCP, and Azure, including ISO 27001 certification and SOC reports, is available from the AWS Security website, the AWS Compliance website, the Google Security website, the Google Compliance website, the Azure Security website, and the Azure Compliance website.

**Security Controls**
The Covered Services include a variety of security controls. These controls include:

- Unique user identifiers allow customers to assign unique credentials for their users and assign and manage associated permissions and entitlements.
- Controls to ensure initial passwords must be reset on first use.
- Controls to limit password re-use.
- Password length and complexity requirements.
- Customers have the option to vary the complexity, expiration, and challenge questions regarding password security, and to define additional security settings such as account lockout in ExactTarget, Advertising Studio and Predictive Intelligence.
- Customers of ExactTarget, Advertising Studio, Interaction Studio, Predictive Intelligence, Datorama, and Social Studio have the option to define the range of IP addresses from which their users may access the Covered Services.
- Encryption and decryption options for data used to construct email messages and landing pages in ExactTarget.
- Email export whitelist functionality enables customers to define which users are able to receive exported material via email from ExactTarget.
- Customers have the option to manage their application users, and assign or define roles, or apply permissions and rights, within their implementation of the Covered Services.
- Where SFTP or FTP uploads are available within the Covered Services, Customers have the ability to use their own external SFTP or FTP accounts to upload customer content to the Covered Services. If a customer desires that Salesforce provide an inbound SFTP account to the customer, the customer sets its own password for that account. Customers of ExactTarget, Advertising Studio, Predictive Intelligence, and Social Studio may also request Login IP Whitelisting for a Salesforce-provisioned SFTP account by contacting their support representative. Inbound SFTP
accounts are otherwise not subject to the security controls, procedures, or policies in this document.

Some Covered Services use AWS, GCP, or Azure, as described above; further information about security provided by AWS, GCP, and Azure is available from the AWS Security website, including AWS’s overview of security processes, the Google Security website, the Google Compliance website, and the Azure Security website.

Datorama and Interaction Studio use Azure, as described above; further information about security provided by Azure is available from the Azure Security website.

Security Policies and Procedures
The Covered Services are operated in accordance with the following policies and procedures to enhance security:

- User passwords are stored using a salted hash format and are not transmitted unencrypted.
- Social account OAuth tokens used within Social Studio are encrypted with a minimum of 128-bit AES encryption.
- User access log entries will be maintained, containing date, time, URL executed or identity ID operated on, operation performed (accessed, created, edited, deleted, etc.) and source IP address.
- If there is suspicion of inappropriate access to the Covered Services, Salesforce can provide customers log entry records to assist in forensic analysis. This service will be provided to customers on a time and materials basis.
- User access logs will be stored in a secure centralized host to prevent tampering.
- User access logs will be kept for a minimum of 90 days.
- Salesforce personnel will not set a defined password for a user.

Intrusion Detection
Salesforce, or an authorized independent third party, will monitor the Covered Services for unauthorized intrusions using network-based intrusion detection mechanisms. Salesforce may analyze data collected by users’ web browsers (e.g., device type, screen resolution, time zone, operating system version, browser type and version, system fonts, installed browser plugins, enabled MIME types, etc.) for security purposes, including to prevent fraudulent authentications, and to ensure that the Covered Services function properly.

Security Logs
All Salesforce systems used in the provision of the Covered Services, including firewalls, routers, network switches and operating systems, log information to their respective system log facility or a centralized syslog server (for network systems) in order to enable security reviews and analysis.

Incident Management
Salesforce maintains security incident management policies and procedures. Salesforce notifies impacted customers without undue delay of any unauthorized disclosure of their respective Customer Data by Salesforce or its agents of which Salesforce becomes aware to the extent permitted by law.

User Authentication
Access to the Covered Services requires a valid user ID and password combination, which are encrypted via TLS while in transmission, as well as machine specific information for identity validation as described under “Security Controls,” above. Following a successful authentication, a random session ID is generated and stored in the user’s browser to preserve and track session state.

**Physical Security**

Production data centers used to provide the Covered Services have access control systems. These systems permit only authorized personnel to have access to secure areas. These facilities are designed to withstand adverse weather and other reasonably predictable natural conditions, are secured by guards, two-factor access screening, and escort-controlled access, and are also supported by on-site backup generators in the event of a power failure.

**Reliability and Backup**

All infrastructure components are configured in a high availability mode or in a redundant fashion. All Customer Data submitted to the Covered Services is stored on infrastructure that supports high availability and is backed up on a regular basis. This backup data for ExactTarget, Advertising Studio, Predictive Intelligence and Interaction Studio is retained for 90 days. Backup data for Datorama is retained for 30 days and backup data for Social Studio is retained as needed to provide business continuity.

**Disaster Recovery**

The Covered Services’ production systems are protected by disaster recovery plans which provide for backup of critical data and services. A comprehensive system of recovery processes exists to bring business-critical systems back online within the briefest possible period of time. Recovery processes for database security, systems administration, and network configuration and data provide a roadmap for personnel to make processes available after an outage.

ExactTarget, Predictive Intelligence, Social Studio, Datorama and Interaction Studio use secondary facilities that are geographically diverse from their primary data centers, along with required hardware, software, and internet connectivity, in the event production facilities at the primary data centers were to be rendered unavailable.

**Viruses**

The Covered Services have controls in place that are designed to prevent the introduction of viruses to these Services’ respective platforms. Uploaded attachments that are found to contain a virus will not be executed in Advertising Studio and ExactTarget, and will not be stored in Social Studio and Interaction Studio. Uploaded attachments are not executable in Predictive Intelligence, Interaction Studio, Social Studio, and Datorama and therefore will not damage or compromise the online Predictive Intelligence, Interaction Studio, Social Studio, or Datorama services by virtue of containing a virus. Additionally, Social Studio may pull in information from the Internet and links to other websites that may contain malicious content, but such websites are not executable in Social Studio.

**Data Encryption**

The Covered Services use, or enable customers to use, industry-accepted encryption products to protect Customer Data and communications during transmissions between a customer’s network and the Covered Services including through Transport Layer Encryption (TLS) leveraging at least 2048-bit RSA server certificates and 128 bit symmetric encryption keys at a minimum.
Return of Customer Data
During the contract term, customers may export a copy of any Customer Data that is made available for export through the Covered Services. Within 30 days of termination of the applicable Covered Service, customers may 1) request return of Customer Data submitted to Advertising Studio, Interaction Studio, or Social Studio by contacting marketingcloudsupport@salesforce.com; 2) access their account to export or download Customer Data submitted to ExactTarget; or 3) contact their account manager to download or export reports generated by Predictive Intelligence or Datorama and engage Salesforce professional services to recover any raw data processed by Predictive Intelligence that has not already been deleted.

Deletion of Customer Data
After termination of the Advertising Studio or Predictive Intelligence services, to request deletion of Customer Data submitted to such service, contact marketingcloudsupport@salesforce.com. After termination of the ExactTarget, Predictive Intelligence, and Advertising Studio services, following the 30-day period for return of Customer Data, Customer Data submitted to ExactTarget, Predictive Intelligence, and Advertising Studio is retained in inactive status for up to 90 days, after which it is securely overwritten or deleted. After termination of Interaction Studio, following the 30-day period for return of Customer Data, Customer Data submitted to Interaction Studio is retained in inactive status for up to 90 days, after which it is securely overwritten or deleted. After termination of the Social Studio services, following the 30-day period for return of Customer Data, Customer Data submitted to Social Studio is retained in inactive status for up to 60 days, after which it is securely overwritten or deleted. After termination of the Datorama services, following the 30-day period for return of Customer Data, Customer Data submitted to Datorama is securely overwritten or deleted. For the Covered Services, back-up data may be retained for an additional 90 days after deletion of Customer Data, after which it is securely overwritten or deleted.

This process is subject to applicable legal requirements. Without limiting the ability for customers to request return of their Customer Data submitted to the Covered Services, Salesforce reserves the right to reduce the number of days it retains such data after contract termination. Salesforce will update this Salesforce Marketing Cloud Security, Privacy and Architecture Documentation in the event of such a change.

Sensitive Data
Important: The following types of sensitive personal data may not be submitted to the Covered Services:

Government-issued identification numbers; financial information (such as credit or debit card numbers, bank account numbers, and any related security codes or passwords). Additionally, information related to an individual’s physical or mental health and information related to the provision or payment of health care may not be submitted to Advertising Studio, Predictive Intelligence, Interaction Studio, Social Studio, or Datorama.

For clarity, the foregoing restrictions do not apply to financial information provided to Salesforce or any Covered Service for the purposes of checking the financial qualifications of, and collecting payments from its customers, the processing of which is governed by Salesforce’s Website Privacy Statement.

Analytics
Salesforce may track and analyze the usage of the Covered Services for purposes of security and helping Salesforce improve both the Covered Services and the user experience in using the Covered Services. For example, we may use this information to understand and analyze trends or track which of our features are
used most often to improve product functionality.

Salesforce may share anonymous usage data with Salesforce’s service providers for the purpose of helping Salesforce in such tracking, analysis and improvements. Additionally, Salesforce may share such anonymous usage data on an aggregate basis in the normal course of operating our business; for example, we may share information publicly to show trends about the general use of our services.

Additionally, Salesforce uses Customer Data consisting of data and metrics derived from customer’s websites and social accounts with third party social platforms, such as geographic location, time of day of use, greatest period of use by industry, and other metrics including spend rates or click rates by geographic location and by industry to create an aggregated and anonymized data set ("Anonymized Data"). No Customer Data consisting of personally identifiable information is contained in the Anonymized Data, nor any data that would identify customers, their users, customers’ clients, or any individual, company or organization. Salesforce combines the Anonymized Data with that of other customers to create marketing reports and to provide product features. By using the Covered Services, customers consent to the use and disclosure of their Customer Data to create reports from the Anonymized Data.

**Interoperation with Other Services**

The Covered Services may interoperate or integrate with one another, and with other services provided by Salesforce or third parties. Security, Privacy and Architecture documentation for such services provided by Salesforce is available in the [Trust and Compliance Documentation](#). Salesforce also provides a variety of platforms and features that allow Salesforce users to learn about Salesforce products, participate in communities, connect third party applications, and participate in pilots, testing, and assessments, which are outside the scope of this documentation. Salesforce may communicate with users that participate in such platforms and features in a manner consistent with our [Privacy Statement](#). Additionally, Salesforce may contact users to provide transactional information about the Covered Services; for instance, through the Adoption Manager program or through system-generated messages, such as Chatter notifications. Salesforce offers customers and users the ability to deactivate or opt out of receiving such messages.