



Cabinet Office

Carbon Reduction Plan guidance

Notes for completion

Where an in-scope organisation has determined that the measure applies to the procurement, suppliers wishing to bid for that contract are required, as a condition of participation, to submit a CRP which details their organisational carbon footprint and confirms their commitment to achieving net zero by 2050.

CRPs are to be completed by the bidding supplier and must meet the reporting requirements set out in supporting guidance and include the supplier's current carbon footprint and its commitment to reducing emissions to achieve net zero emissions by 2050.¹¹

The CRP should be specific to the bidding entity, or, provided certain criteria are met, may cover the bidding entity and its parent organisation. In order to ensure the CRP remains relevant, a CRP covering the bidding entity and its parent organisation is only permissible where the detailed requirements of the CRP are met in full, as set out in the Technical Standard¹² and Guidance, and all of the following criteria are met:

- the bidding entity is wholly owned by the parent
- the commitment to achieving net zero by 2050 for UK operations is set out in the CRP for the parent and is supported and adopted by the bidding entity, demonstrated by the inclusion in the CRP of a statement that this will apply to the bidding entity
- the environmental measures set out are stated to be able to be applied by the bidding entity when performing the relevant contract
- the CRP is published on the bidding entity's website

Bidding entities must take steps to ensure they have their own CRP as soon as reasonably practicable and should note that the ability to rely on a parent organisation's CRP may only be a temporary measure to satisfy this particular condition of participation.

The CRP should be updated regularly (at least annually) and published and clearly signposted on the supplier's UK website. It should be approved by a director (or equivalent senior leadership) within the supplier's organisation to demonstrate a clear commitment to emissions reduction at the highest level. Suppliers may wish to adopt the objectives of the CRP within their strategic plans.

A template for the CRP is set out below. Please complete and publish your CRP in accordance with the reporting standard published alongside this PPN.

¹¹ 'Bidding supplier' or 'bidding entity' means, for the purpose of this guidance, the organisation with whom the Contracting Authority will enter into a contract if it is successful.

¹²

<https://www.gov.uk/government/publications/ppn-006-guidance-on-taking-account-of-carbon-reduction-plans-adopting-and-applying-conditions-of-participation-html>

Carbon Reduction Plan template

Supplier name

Salesforce, Inc.

Publication date

06/23/2026

Commitment to achieving net zero

Salesforce Inc., is committed to achieving net zero across its value chain by 2040 (FY41) through its targets set aligned with Science Based Targets initiative's Corporate Net Zero Standard. Additionally, Salesforce purchases carbon credits equivalent to 100% of its residual scope 1, 2 and 3 emissions annually while working towards it's targets.

Baseline emissions footprint

Baseline emissions are a record of the greenhouse gases that have been produced in the past and were produced prior to the introduction of any strategies to reduce emissions. Baseline emissions are the reference point against which emissions reduction can be measured.

The Scope 3 emissions listed are not representative of all categories reported by Salesforce in its annual Stakeholder Impact Report.

Market-based emissions differ from location-based emissions (which estimate emissions based on the average emissions of the applicable local grid) in that they reflect purchasing environmental attributes like renewable energy certificates as reductions in reported emissions. As a result, this method that represents contractual electricity purchasing and claims may be different from the actual physical emissions or electricity use of our operations and supply chain.

Baseline year:

FY19: February 01, 2018 - January 31, 2019

Baseline year emissions:

Emissions	Total (tCO ₂ e)
Scope 1	6,000
Scope 2 (market-based methodology)	181,000
Scope 3 (market-based methodology)	156,000
Upstream transportation	1,000
Business travel	129,000
Employee commuting	26,000
Downstream transportation	0
Waste generated in operations	0
Total emissions	343,000

Current emissions reporting

The Scope 3 emissions listed are not representative of all categories reported by Salesforce in its annual Stakeholder Impact Report.

Market-based emissions differ from location-based emissions (which estimate emissions based on the average emissions of the applicable local grid) in that they reflect purchasing environmental attributes like renewable energy certificates as reductions in reported emissions. As a result, this method that represents contractual electricity purchasing and claims may be different from the actual physical emissions or electricity use of our operations and supply chain.

Reporting year:

FY26: February 01,2025 - January 31, 2026

Emissions	Total (tCO2e)
Scope 1	9,000
Scope 2 (market-based)	54,000
<i>Scope 3 (market-based methodology)</i>	<i>170,000</i>
<i>Upstream transportation</i>	<i>2,000</i>
<i>Business travel</i>	<i>130,000</i>
<i>Employee commuting</i>	<i>38,000</i>
<i>Downstream transportation</i>	<i>0</i>
<i>Waste generated in operations</i>	<i>0</i>
Total emissions	233,000

Emissions reduction targets

Our carbon reduction targets are validated by the Science Based Targets initiative (SBTi):

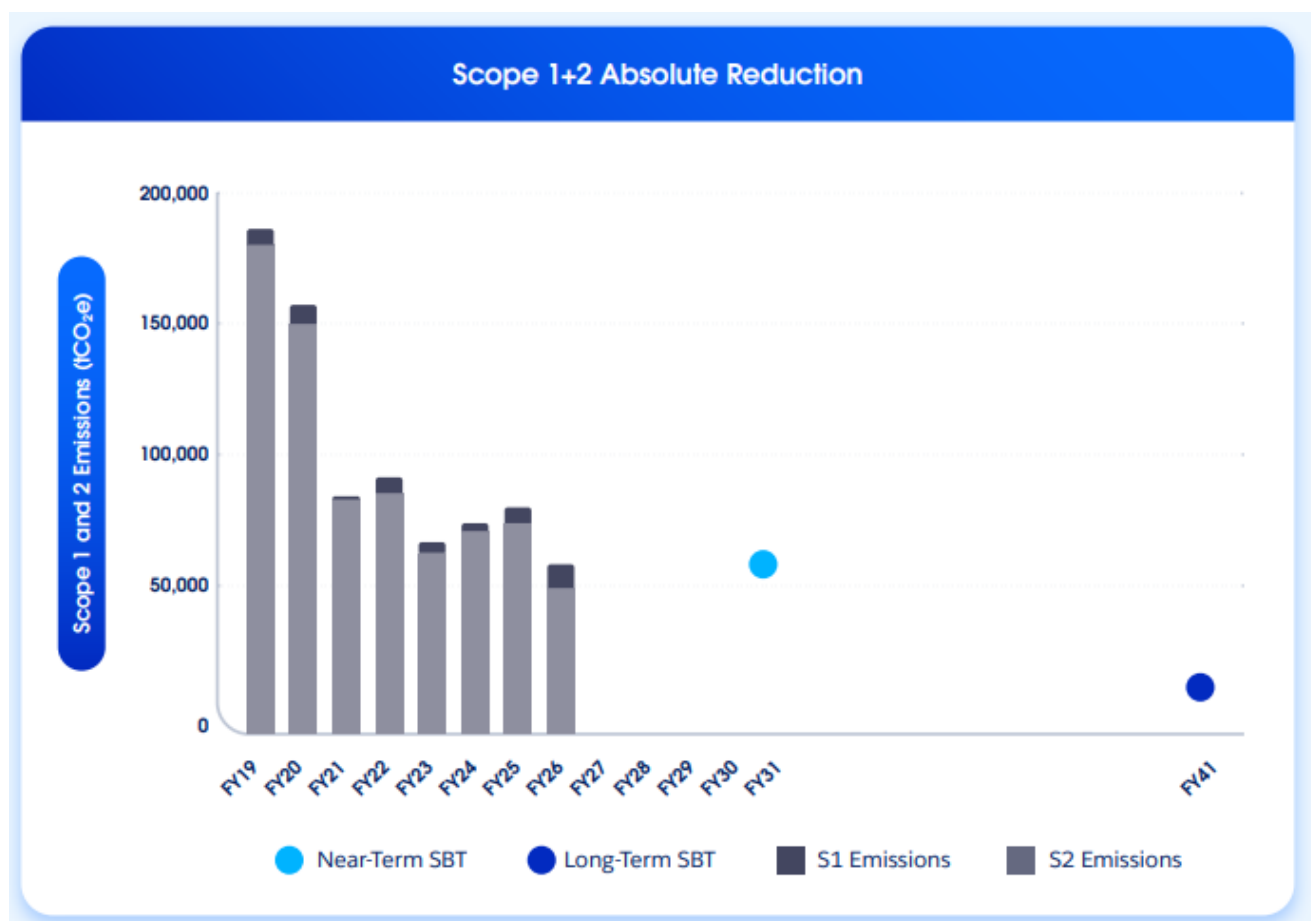
→ **Near-Term Target (by 2030/FY31):**

- ◆ Reduce Scope 1 and 2 market-based emissions by 67%.
- ◆ Reduce Scope 3 market-based emissions intensity by 68%.

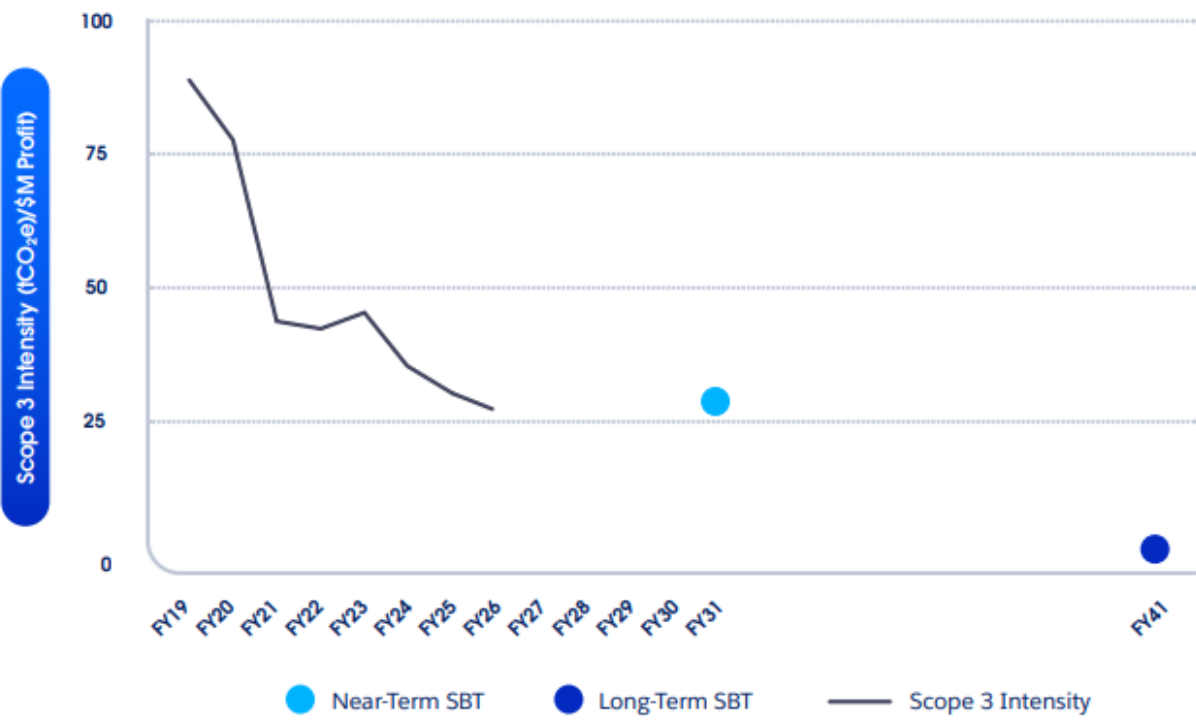
→ **Long-Term Target (by 2040/FY41):**

- ◆ Achieve a 90% reduction in Scope 1 and 2 market-based emissions.
- ◆ Achieve a 97% reduction in Scope 3 market-based emissions intensity.

The below charts visualize our progress towards these targets to date.



Scope 3 Intensity Reduction



Carbon reduction projects

Completed carbon reduction initiatives

- As of FY26, Salesforce Inc has achieved a 66% reduction in scope 1 and 2 market-based emissions and a 67% reduction in Scope 3 market-based intensity as measured against our FY19 base year.
- Key decarbonization initiatives in FY26 included:
 - A focus on infrastructure utilization efficiency and cell reduction leading to a 4% year-over-year increase in carbon efficiency.
 - Our efforts to operationalize sustainability in procurement and strategically engage our suppliers led to an **11% decrease in supplier-related emissions**.
 - Drove a **6% shift from air to rail** on our top 10 most-traveled routes by implementing a Rail First policy for viable short-haul trips.
 - Achieved a **7% reduction in scope 1 and 2 real estate emissions** by prioritizing high-performance building standards across our global portfolio.

Procured electricity or renewable energy certificates from renewable energy resources equivalent to 100% of the electricity we used globally.

Future carbon reduction initiatives

Salesforce Inc. maintains a decarbonization strategy across four key levers of the business: Infrastructure, Procurement, Business Travel and Real Estate. Further details can be found in our annual [Stakeholder Impact Report](#).

Declaration and sign off

This Carbon Reduction Plan has been completed in accordance with PPN 006 and associated guidance and reporting standard for Carbon Reduction Plans.

Emissions have been reported and recorded in accordance with the published reporting standard for Carbon Reduction Plans and the GHG Reporting Protocol corporate standard¹³ and uses the appropriate government emission conversion factors for greenhouse gas company reporting.¹⁴

Scope 1 and Scope 2 emissions have been reported in accordance with SECR requirements (where required), and the required subset of Scope 3 emissions have been reported in accordance with the published reporting standard for Carbon Reduction Plans and the Corporate Value Chain (Scope 3) Standard.¹⁵

This Carbon Reduction Plan has been reviewed and signed off by the board of directors (or equivalent management body).

Signed on behalf of the supplier:



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Date:

¹³ <https://ghgprotocol.org/corporate-standard>

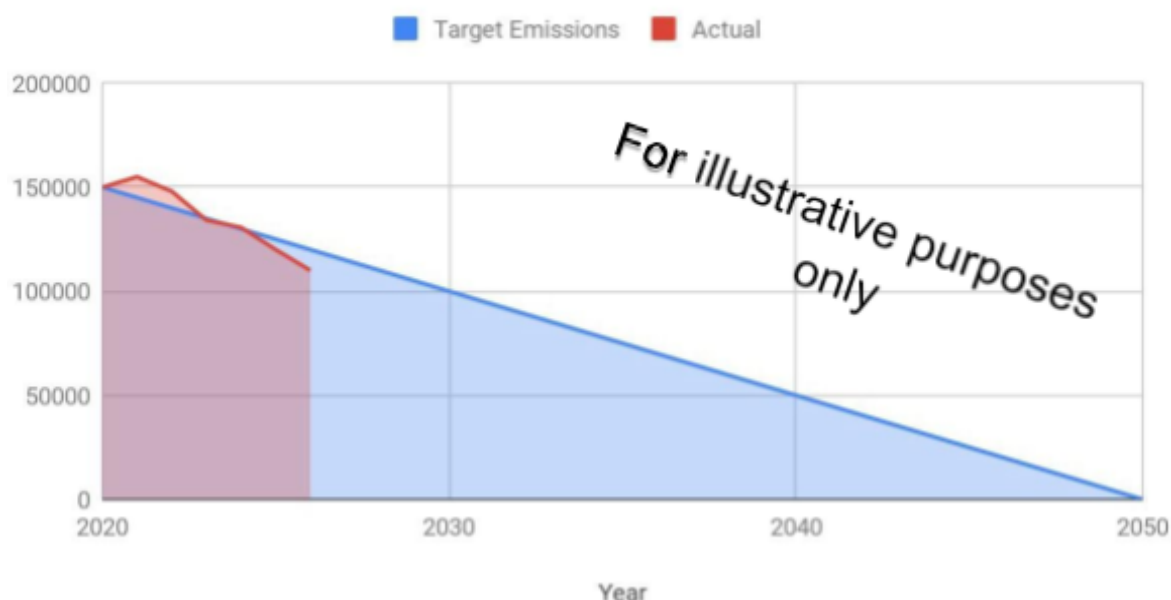
¹⁴ www.gov.uk/government/collections/government-conversion-factors-for-company-reporting

¹⁵ <https://ghgprotocol.org/standards/scope-3-standard>

Annex – Guidance notes

- Please provide details of your organisation's baseline emissions. If your organisation has not previously assessed or reported emissions, please state this and use your first reporting period as your baseline.
- Under **Additional details relating to the baseline emissions calculations**, please add details of your baseline emissions as required: for example, that it is a historic baseline which deviates from the requirements under this measure (e.g. no prior Scope 3 emissions reporting); that there had been no previous reporting; or that you have created a new baseline due to substantial organisational change or restructuring.
- Under the heading **Emissions reduction targets**, if your organisation already has emissions reduction targets, please give those targets. If your organisation had no previous emissions reduction commitment, or if this is your organisation's first carbon footprint, please provide targets for your organisation. You may want to show progress against your targets in a graph, like the one show below:

Carbon Reduction: Projected vs. Actual



- Under the heading **Completed carbon reduction initiatives**, please provide brief details of some of your completed carbon reduction projects. This is for information only. This may include environmental management measures such as certification schemes like ISO14001 or PAS 2060, signing up to SBTi or specific measures you have taken such as: the adoption of LED/PIR lighting controls, changes to policy resulting in a reduction in company travel and flights or the electrification of the company fleet.
- Under the heading **Future carbon reduction initiatives**, please provide brief details of some of your likely/proposed future carbon reduction projects, if any. This is for information only.