



How to Select the Right Salesforce Cloud for U.S. Public Sector Organizations

With 89% of public sector organizations now citing security as a top concern¹, the pressure to meet stringent mandates like FedRAMP High and DoD Impact Levels has never been greater. Salesforce's Government Cloud offerings help to shoulder these heavy compliance burdens, allowing public sector organizations to move faster and focus on what matters most: mission needs.

Unlike commercial offerings, Salesforce Government Cloud Plus is a dedicated environment built on AWS GovCloud (US) and operated by screened and qualified U.S. citizens. It is designed to help U.S. federal, state, and local agencies, as well as their contractors, scale and secure AI agents and applications on a FedRAMP High-authorized platform.

Government Cloud Plus - Defense is a physically dedicated and isolated environment for U.S. Defense & National Security organizations only, that includes enhanced security and network controls for handling data at DoD Impact Levels 4 and 5 (IL4 and IL5).

Salesforce Government Cloud Offerings

Government Cloud Plus

Scale and secure Salesforce apps in a FedRAMP High-authorized environment

15%
fee*

applied to net spend.

Government Cloud Plus - Defense

Scale and secure Salesforce apps in an IL5-authorized environment

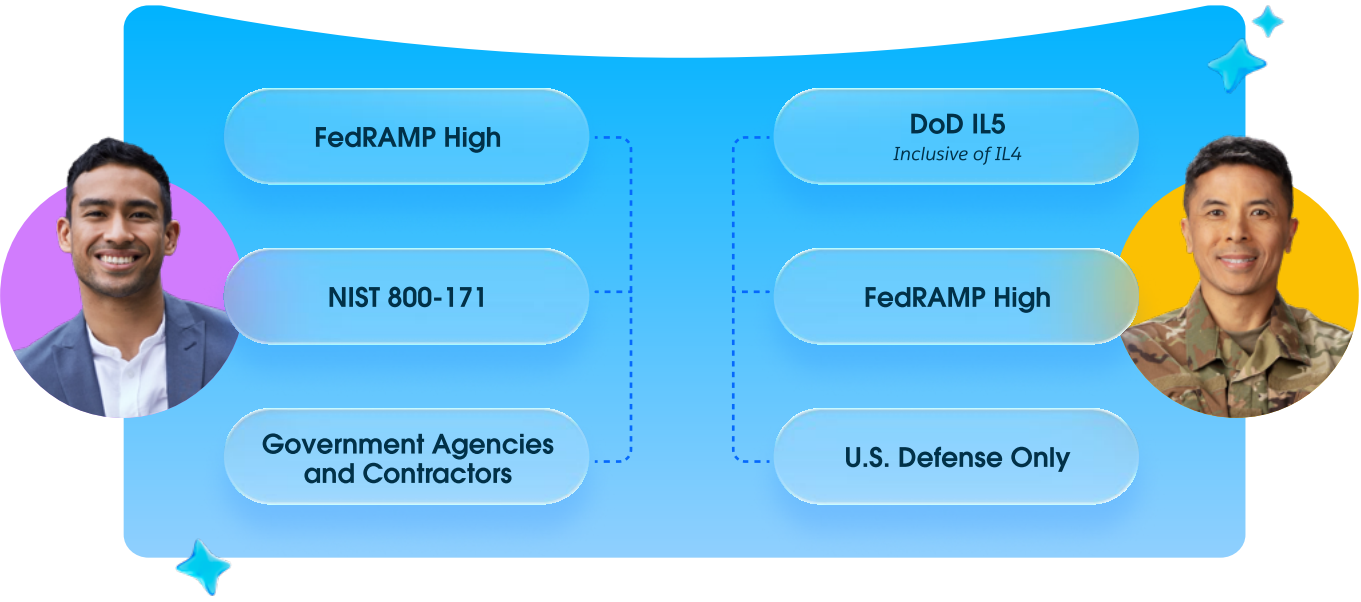
25%
fee*

applied to net spend.

* Pricing listed is provided for informational purposes only, and is subject to change. Net Spend refers to customers overall net spend across all salesforce.com licenses purchased. Additional restrictions may apply. Contact your sales representative for detailed pricing information.

Government Cloud Plus

Government Cloud Plus - Defense



Disclaimer: The appearance of U.S. Department of War (DoW) visual information does not imply or constitute DoD endorsement.
1. Salesforce State of IT Research Report 3rd Edition, www.salesforce.com/resources/research-reports/state-of-it/

Salesforce Cloud Comparison for U.S. Government Agencies



| Features | Standard Cloud | Government Cloud Plus | Government Cloud Plus - Defense |
|---|----------------|--|--|
| Securing Data | | | |
| Government Contractor Managed CUI | | ✓ | |
| DoW/DoD Managed CUI | | | ✓ |
| Federal Contracting Information (FCI) | ✓ | ✓ | ✓ |
| Federal Tax Information (FTI) | | ✓ | ✓ |
| Personal Health Information (PHI) | ✓ | ✓ | ✓ |
| Personally Identifiable Information (PII) | ✓ | ✓ | ✓ |
| Payment Card Information (PCI) | ✓ | ✓ | ✓ |
| Security & Compliance ⁽¹⁾ | | | |
| FedRAMP Moderate | | ✓ | ✓ |
| FedRAMP High | | ✓ | ✓ |
| IRS 1075 | | ✓ | ✓ |
| NIST SP 800-171 ⁽²⁾ | | ✓ | ✓ |
| SOC 1 | ✓ | ✓ | ✓ |
| SOC 2 | ✓ | ✓ | ✓ |
| SOC 3 | ✓ | ✓ | ✓ |
| HIPAA | ✓ | ✓ | ✓ |
| ISO 27001 | ✓ | ✓ | ✓ |
| ISO 27017 | ✓ | ✓ | ✓ |
| ISO 27018 | ✓ | ✓ | ✓ |
| HITRUST | ✓ | ✓ | ✓ |
| DoD Impact Level 2 | | ✓ | |
| DoD Impact Level 4 | | | ✓ |
| DoD Impact Level 5 | | | ✓ |
| DFARS 252.239-7010 | | ✓ | ✓ |
| DFARS 252.204-7012 | | ✓ | ✓ |
| Physical Controls ⁽³⁾ | | | |
| Data resides in continental United States | | ✓ | ✓ |
| Supported only by U.S. citizens located within the U.S. | | ✓ | ✓ |
| Tenancy requirements | | U.S. Federal, State, or Local Agency or Authorized Government Contractor | U.S. Defense organization or authorized contractor |
| Virtually isolated environment | ✓ | ✓ | ✓ |
| Physically isolated environment | | | ✓ |

| Features | Standard Cloud | Government Cloud Plus | Government Cloud Plus - Defense |
|---|-----------------|-----------------------|---------------------------------|
| Network Controls | | | |
| Connects to DISA-Authorized BCAP | | | ✓ |
| NIPRNet IP Available | | | ✓ |
| Integration with DoD Email Security Gateway | | | ✓ |
| salesforce.mil URL available | | | ✓ |
| Access Controls | | | |
| Multifactor authentication | ✓ | ✓ | ✓ |
| CAC & PIV authentication | | ✓ | ✓ |
| User activity logging | ✓ | ✓ | ✓ |
| Security configuration dashboard | ✓ | ✓ | ✓ |
| Data Encryption | | | |
| Data in transit encryption | 128- or 256-bit | 128- or 256-bit | 128- or 256-bit |
| Data at rest encryption | 128- or 256-bit | 256-bit | 256-bit |
| FIPS Validated Encryption | | ✓ | ✓ |
| Resilience & Recovery | | | |
| Failover locations | 2 or 3 | 3 | 3 |
| Add-on Salesforce Products & Services ⁽⁵⁾ | | | |
| GovSlack | \$ | \$ | \$ |
| Agentforce Public Sector | \$ | \$ | \$ |
| Platform | \$ | \$ | \$ |
| Success Plans ⁽⁶⁾ | \$ | \$ | \$ |
| AppExchange ⁽⁷⁾ | \$ | ~ | ~ |
| Commerce Cloud ⁽⁸⁾ | \$ | ~ | ~ |
| Agentforce Marketing | \$ | \$ | ~ |
| MuleSoft ⁽⁹⁾ | \$ | ~ | ~ |
| Tableau Next | \$ | \$ | ~ |

✓ Included in Product Offering
 ~ Interoperable and Add-on for Additional Cost
 \$ Add-on for Additional Cost

- Security & Compliance:** Customers share responsibility for configuration. More information can be found at [Trust.Salesforce.com](https://trust.salesforce.com).
- NIST SP 800-171:** CMMC practices aligned with NIST SP 800-171
- Physical Controls:** Both Salesforce Government Cloud offerings are built on market leading infrastructure AWS GovCloud (US).
- Failover Locations:** 2 locations for collocated data center architecture. 3 locations for Hyperforce architecture.
- Salesforce Products & Services:** For the most current list of Salesforce products and services available in Salesforce Government Cloud Plus and Salesforce Government Cloud Plus Defense, please visit [Government Cloud Available Product and Features](#).
- Salesforce Success Plans:** Salesforce's Success Plans include a unique, industry-leading combination of both success and support guidance delivered by a team of Salesforce experts. With Success Plans, you can improve productivity and drive growth by getting the right level of guidance and support at the right time.
- Signature:** Receive personalized guidance from your designated Technical Account Manager(s). Find answers fast with 24/7 expertise from our U.S. citizen support team. Minimize risks to drive stability and security with Proactive Monitoring.
- Premier:** Fast track your success now through easy and expert guidance. Drive adoption through personalized expert coaching sessions, increase system performance with health checks and recommendations, and minimize disruptions with accelerated support.
- App Exchange:** Apps listed on the Salesforce AppExchange are not included in the scope of Salesforce's Authorization Boundaries, however many are native to the platform. Typically this means that customer data does not physically leave the Salesforce Government Cloud or Salesforce Government Cloud Plus environments. For more information, please refer to the AppExchange Apps: Government Cloud / Government Cloud Plus and Compliance [knowledge article](#).
- Commerce Cloud:** This includes B2B Commerce only.
- MuleSoft:** Not applicable to MuleSoft Anypoint Platform Private Cloud Edition.

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Learn more about Salesforce Government Cloud offerings.

To learn more about Salesforce Government Cloud offerings, visit salesforce.com/fedramp.
 For a list of current Salesforce compliance and security certifications, visit compliance.salesforce.com.