



# Salesforce for Nonprofits Pricing Guide

Unite your teams, manage and nurture your relationships, and navigate changing demands with Salesforce for Nonprofits.



## Nonprofit Cloud

### Nonprofit Cloud: Enterprise Edition, Unlimited Edition, Nonprofit Cloud Einstein 1 for Sales & Nonprofit Cloud Einstein 1 for Service

The foundation of Salesforce for Nonprofits is Nonprofit Cloud – the one solution your organization needs to fund, deliver, and measure impact. As part of our [Power of Us Program](#), qualified nonprofits will get ten licenses of Nonprofit Cloud Enterprise Edition free of charge. [Learn more](#)

#### Nonprofit Cloud Enterprise Edition:<sup>1</sup>

**Monthly Pricing:** \$60/user/month (billed annually)

**Annual Pricing:** \$720

**Features Include:** Sales and Service Cloud Enterprise Edition features, Nonprofit Data Model, Common Components, Logic and Automation, Fundraising, Accounting Subledger Growth, Case Management, Program Management and Outcomes, Nonprofit Copilot Action.

#### Nonprofit Cloud Unlimited Edition:<sup>1</sup>

**Monthly Pricing:** \$100/user/month (billed annually)

**Annual Pricing:** \$1,200

**Features Include:** Everything in Enterprise Edition, plus more Storage, and Automation, Premier Success Plan, Full Sandbox, 24/7 Toll-Free Support and Expert Coaching.

#### Nonprofit Cloud Einstein 1 Sales Edition:<sup>1</sup>

**Monthly Pricing:** \$300/user/month (billed annually)

**Annual Pricing:** \$3,600

**Features Include:** All features in Unlimited Edition plus Einstein for Sales (25K AI requests per user per month), Data Cloud (2.5M credits annually) and Experience Cloud, Salesforce Maps, Scheduler, Enablement, Slack Enterprise Grid, and Slack Sales Elevate.

#### Nonprofit Cloud Einstein 1 Service Edition:<sup>1</sup>

**Monthly Pricing:** \$300/user/month (billed annually)

**Annual Pricing:** \$3,600

**Features Include:** All features in Unlimited Edition plus Einstein for Service (25K AI requests per user per month), Data Cloud (2.5M credits annually) and Experience Cloud, Service Cloud Voice, Digital Engagement, Einstein Conversation Insights, Salesforce Scheduler, and Slack Enterprise Grid.

<sup>1</sup> All per-user products require an annual contract. Any organization limits do not scale with each additional user license purchase.

## Nonprofit Cloud for Grantmaking

### Nonprofit Cloud for Grantmaking: Enterprise Edition & Unlimited Edition

A product that helps grantmakers with program and grants management. Users have the ability to create grantseeker and grantee portals to sharefunding opportunities, make it easier for grantees to apply for funding and share outcomes. [Learn more](#)

#### Nonprofit Cloud for Grantmaking Enterprise Edition:<sup>1</sup>

**Monthly Pricing:** \$175/user/month (billed annually)

**Annual Pricing:** \$2,100

**Features Include:** All features in Nonprofit Cloud plus Application Management, Budget Management, Grantseeker and Grantee Experiences.

## Nonprofit Cloud for Grantmaking Unlimited Edition:<sup>1</sup>

**Monthly Pricing:** \$225/user/month (billed annually)

**Annual Pricing:** \$2,700

**Features Include:** Everything in Enterprise Edition, plus more storage, and automation premier success plan, full sandbox, 24/7 Toll-Free Support and Expert Coaching.

<sup>1</sup> All per-user products require an annual contract. Any organization limits do not scale with each additional user license purchase.

# Experience Cloud for Nonprofits

Create a secure, self-service app to strengthen relationships with program participants, clients, volunteers, donors, and more.

## Customer Community for Nonprofits

**\$0.50/login/month** (billed annually) | **\$1.25/member/month** (billed annually)

**Features include:** Nonprofit Cloud Shared Components, Nonprofit Components for NPSP.

## Customer Community Plus for Nonprofits

**\$1.50/login/month** (billed annually) | **\$3.75/member/month** (billed annually)

**Features include:** Nonprofit Cloud Shared Components, Nonprofit Cloud for Grantmaking Components, Nonprofit Components for NPSP.

## Partner Community for Nonprofits

**\$2.50/login/month** (billed annually) | **\$6.25/member/month** (billed annually)

**Features include:** Nonprofit Cloud Components, Nonprofit Cloud for Grantmaking Components, Nonprofit Components for NPSP, Donor Portal for NPSP.

# Core Clouds

## Service Cloud: Enterprise Edition, Unlimited Edition & Einstein 1 Service Edition

Transform how service teams deliver value across every touchpoint – from donor experience, engagement, processes, automation, and service operations. [Learn more](#)

## Service Cloud Enterprise Edition:<sup>1</sup>

**Monthly Pricing:** \$41.25/user/month (billed annually)

**Annual Pricing:** \$495

**Features Include:** Case Management, Service Console App(s), Knowledge, Service Contracts and Entitlements, Telephony Integration (CTI), Web Services API.

## Service Cloud Unlimited Edition:<sup>1</sup>

**Monthly Pricing:** \$82.50/user/month (billed annually)

**Annual Pricing:** \$990

**Features Include:** All features in the Enterprise Edition plus Premier Plan Success. Everything in Enterprise Edition, plus more storage, and automation premier success plan, full sandbox, 24/7 Toll-Free Support and Expert Coaching.

## Service Cloud Einstein 1 Service Edition:<sup>1</sup>

**Monthly Pricing:** \$250/user/month (billed annually)

**Annual Pricing:** \$3,000

**Features Include:** All features in Unlimited Edition plus Einstein for Service (25K AI requests per user per month), Data Cloud (2.5M credits annually) and Experience Cloud, Service Cloud Voice, Digital Engagement, Einstein Conversation Insights, Salesforce Scheduler, and Slack Enterprise Grid.

<sup>1</sup> All per-user products require an annual contract. Any organization limits do not scale with each additional user license purchase.

## Sales Cloud: Enterprise Edition, Unlimited Edition & Einstein 1 Sales Edition

Empower your entire organization with data from any source. Engage donors effectively, improve productivity and grow revenue on the #1 AI CRM. [Learn more](#)

### Sales Cloud Enterprise Edition:<sup>1</sup>

**Monthly Pricing:** \$41.25/user/month (billed annually)

**Annual Pricing:** \$495

**Features Include:** Account, Contact and Opportunity Management, Email Integration and Automated Activity Capture, Forecast Management, Customizable Reports and Dashboards, Territory Management and Planning, Workflow and Approvals.

### Sales Cloud Unlimited Edition:<sup>1</sup>

**Monthly Pricing:** \$82.50/user/month (billed annually)

**Annual Pricing:** \$990

**Features Include:** All features in the Enterprise Edition plus Premier Plan Success and Full Sandbox.

### Sales Cloud Einstein 1 Service Edition:<sup>1</sup>

**Monthly Pricing:** \$250/user/month (billed annually)

**Annual Pricing:** \$3,000

**Features Include:** All features in Unlimited Edition plus Einstein for Sales (25K AI requests per user per month), Data Cloud (2.5M credits annually) and Experience Cloud, Salesforce Maps, Scheduler, Enablement, Slack Enterprise Grid, and Slack Sales Elevate.

<sup>1</sup> All per-user products require an annual contract. Any organization limits do not scale with each additional user license purchase.

## Sales & Service: Enterprise Edition & Unlimited Edition

A deeply customizable and scalable platform enabling a complete view of your stakeholders to transform how teams deliver value across every touchpoint – from stakeholder experience, engagement, processes, automation, and service operations. [Learn more](#)

### Sales & Service Enterprise Edition:<sup>1</sup>

**Monthly Pricing:** \$53/user/month (billed annually)

**Annual Pricing:** \$636

**Features Include:** Account, Contact, Lead and Opportunity Management, Case Management, Service Console App(s), Service Contracts and Entitlements, Lead Registration and Rules-Based Lead Scoring, API and Automation.

### Sales & Service Unlimited Edition:<sup>1</sup>

**Monthly Pricing:** \$100/user/month (billed annually)

**Annual Pricing:** \$1,200

**Features Include:** All features in the Enterprise Edition plus Premier Plan Success and Full Sandbox. Everything in Enterprise Edition, plus more storage, and automation premier success plan, full sandbox, 24/7 Toll-Free Support and Expert Coaching.

<sup>1</sup> All per-user products require an annual contract. Any organization limits do not scale with each additional user license purchase.

## Support & Services: Premier Success

Ensure you have the right level of support for you, from our self help resources to focused expert guidance and proactive services.

### Premier Success

**30% of Net** (billed annually)

**Features include:** Additional Expert Help, Adoption Guidance, Coaching and Live Support.

# Managed Packages [Learn more](#)

## Fundraising: Accounting Subledger

A product that prepares your fundraising information for your accounting system. A Nonprofit Success Pack (NPSP) subscription is needed to use this product.

### Salesforce Accounting Subledger

**Starter** - \$2,500/year (billed annually) | **Growth** - \$25,000/year (billed annually)

**Starter Features include:** Support Cash and Accrual Accounting, Recognize Pledges, Payments and Adjustments, Manage Adjustments, Write-offs and Reversals, Generate Ledger Entries on a Schedule, Allow for Multiple Allocations on Payments and Opportunities, Create Customized Mappings to Match Your Finance System, Prepare Data for Quickbooks, Sage Intacct and Financial Force, Supports up to 15,000 journal entries.\*

**Growth Features include:** All Starter functionalities plus Generate Debits & Credits, Create General Ledger Codes, Prepare Data for almost any accounting system (with custom mappings to over 20 widely used systems), Define Accounting Periods, Create Accounting Sets, Supports up to 20,000 journal entries.\*

\*Additional journal entries available for purchase in groups of 1,000, \$150 per bundle, billed annually

## Fundraising: Insights Platform Data Integrity

A product that helps you cleanse your data, as all mailing addresses are converted to your national postal service's standard format, updated automatically by National Change of Address, and deduplicated. A Nonprofit Success Pack (NPSP) subscription is needed to use this product.

### Insights Platform Data Integrity

**\$1,000/year** (billed annually)

**Features include:** 10,000 contacts\*, Address Standardization\*\*, Duplicate Management, NCOA Updates.\*\*\*

\*Additional contacts available for purchase in groups of 10,000, \$800 annually for North America and \$1200 annually for International, billed annually

\*\* Address standardization for most countries, localized in U.K. English, Dutch, French and German

\*\*\*U.S. & Canada NCOA Updates are an additional cost for a SmartMover license from [Melissa Data](#). U.K. NCOA Updates are an additional cost from [Data8](#).

## Program Management: Program Management Module (PMM)

A standard framework for nonprofits to organize and manage their program data in Salesforce regardless of volume or complexity.

### Program Management Module (PMM)

**Free** add on as an extension of NPSP (does not require NPSP). Note that you need an underlying Sales + Service Subscription or a Platform Subscription.

**Features include:** Tracking Programs and Services, Home Page for Program Managers, Program Segments (e.g. cohorts), Recurring Services Tracking, Preplanned Reports & Dashboards.

## Program Management: Nonprofit Cloud Case Management

A product that helps organizations scale personalized care to clients on a platform that helps track services, case plans, notes, incidents, assessments and progress. Program Management Module is automatically installed in this product.

### Nonprofit Cloud Case Management

**\$30/user/month** (billed annually)

**\$360/user/year**

**Features include:** All features in the Program Management Module (PMM) plus Case Manager Home Page, Incident Tracking, Client Snapshot, Client Notes, Client Search, Case Plans, Assessment Service Delivery, Program Engagements, Client Referrals and templated Client Intake, Out of the Box Reports.

# Grants: Outbound Funds Module

A standard framework for foundations and nonprofits that disburse outbound funds to track and manage their funding programs.

## Outbound Funds Module

**Free** add on managed package. Note that you need an underlying Sales + Service Subscription or a Platform Subscription.

**Features include:** Tracking Funding Programs, Home Page for Grants Managers, Funding Requests, Disbursements, Requirements, Out of the Box Reports.

# Grants Management: Enterprise Edition & Unlimited Edition

A more robust grants management product for grantmakers that works with Outbound Funds Module.

## Grants Management Enterprise Edition:<sup>1</sup>

\$175/user/month (billed annually)

\$2,100/user/year

**Features Include:** All features in the Outbound Funds Module plus Grantee Portal, Applications, Private Grant Invitations, Application Statuses, Requirement Submissions, Disbursement Schedules.

## Grants Management Unlimited Edition:<sup>1</sup>

\$225/user/month (billed annually)

\$2,700/user/year

**Features Include:** All features in the Enterprise Edition plus more Storage, Automation, Premier Success Plan, Full Sandbox, 24/7 Toll-Free Support and Expert Coaching.

<sup>1</sup> All per-user products require an annual contract. Any organization limits do not scale with each additional user license purchase.