Additional Contractual Limitations for Insurance

GWP-based subscriptions

“GWP” stands for gross written premium and is the total amount of premiums (direct and assumed) written by an insurer before deductions for reinsurance and commissions reported to the applicable regulatory agencies, as measured on an annualized basis.

For each of the following applicable GWP-based subscriptions ordered by Customer, the Financial Services Cloud Users and Communities Users initiating, processing, or managing transactions for the insurance products comprising the GWP in question are entitled to use only the managed package functionality shown as included (with a “✓”). For clarity, Customer must order a sufficient quantity of each GWP-based subscription to cover the value of the business for which such subscription is used, as indicated by the GWP amounts shown below (i.e., where a GWP amount is specified, a Quantity of 1 in the Order Form entitles Customer to use the applicable functionality in connection with up to the specified amount of GWP only).

Functionality	GWP-Based Subscriptions					
	Insurance Product Administration	Insurance Policy Administration - Quoting	Insurance Policy Administration	Insurance Claims Management - First Notice of Loss	Insurance Claims Management	Insurance Contract & Enroll
	for up to $1M GWP	for up to $10M GWP	for up to $10M GWP	for up to $10M GWP	for up to $10M GWP	for up to $10M GWP
Product Catalog	✓					
Rating Engine	✓					
Insurance Data Model	✓					
Omni Studio	✓					
Quoting Services	✓	✓	✓			
Policy Admin Services	✓		✓			
Billing Services	✓		✓			
Proposal Generation	✓					
Claims FNOL Services	✓			✓	✓	
Claim Services	✓				✓	
Group Benefits Services						✓

Other Subscriptions

Notwithstanding the foregoing, for each Insurance Quote, Rate, and Apply subscription ordered by Customer, a Financial Services Cloud User (ordered separately) may use only the quoting services functionality.