



# Salesforce for Nonprofits Pricing Guide

Salesforce for Nonprofits helps you build the relationships that drive change, and unlocks the insights you need to maximize impact.

## Nonprofit Cloud: Enterprise Edition & Unlimited Edition

Nonprofit Cloud helps unite teams with a purpose built system for funding, delivering and measuring impact.

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

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

Annual Pricing: \$720

**Features Include:** Discounted Sales and Service Cloud Enterprise Edition licenses (see list price and features), Nonprofit Cloud for Programs, Nonprofit Cloud for Fundraising<sup>2</sup>, and Accounting Subledger Growth.

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

<sup>2</sup> Fundraising and outcomes capabilities available in Winter 2023

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

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

Annual Pricing: \$1,200

**Features Include:** Discounted Sales and Service Cloud Unlimited Edition licenses (see list price and features), Nonprofit Cloud for Programs, Nonprofit Cloud for Fundraising<sup>2</sup>, and Accounting Subledger Growth.

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

<sup>2</sup> Fundraising and outcomes capabilities available in Winter 2023

## Salesforce for Nonprofits: Experience Cloud for Nonprofits

Create a secure, self-service app to strengthen relationships with program participants, clients, volunteers, donors, and more. Do it with clicks, not code. [Learn 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.

## 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. [Learn more.](#)

### Salesforce.org 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 & 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

## 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. [Learn more.](#)

### 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

\*\* 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](#).

## Marketing & Engagement: Marketing Cloud Engagement for Nonprofits

Marketing Cloud Engagement for Nonprofits is a new solution that helps organizations build constituent-first communications faster, personalized from data in the Nonprofit Cloud. The result is you can better engage and convert known supporters, leveraging beautiful, personalized email campaigns. Grow your reach, but never outgrow your marketing technology. [Learn more.](#)

### Marketing Cloud Engagement for Nonprofits

\$500/month (billed annually)

**Features include:** App, Engagement, Content Creation, Integration with Salesforce Sales Cloud and NPSP, 100,000 API Calls, 10,000 automations, 10,000 Contacts, 750,000 Super Messages, 5 users.

## 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. [Learn more.](#)

### 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. [Learn more.](#)

### Nonprofit Cloud Case Management

\$360/user/year (billed annually)

**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. [Learn more.](#)

### 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: Grants Management

A more robust grants management product for grantmakers that works with Outbound Funds Module. [Learn more.](#)

### Grants Management

\$2,100/user/year (billed annually)

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

## Grants: Nonprofit Cloud for Grantmaking (New)

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

### Nonprofit Cloud for Grantmaking

Enterprise Edition: \$2,100/user/year (billed annually) | Unlimited Edition: \$2,700/user/year (billed annually)

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

## 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