



SALESFORCE COMMERCE CLOUD

Commerce

A working storefront on a standard template — with the dependencies faced up front.

STEP 1

Assess

\$6,500

2 weeks

STEP 2

Most popular

Launch

\$18,000

8 weeks

STEP 3

Expand

From \$27,500

Quoted after Assess

The \$18,000 storefront is real — under conditions

A commerce MVP can be delivered at this price, but only where the catalogue is clean, the storefront is standard, payment and shipping follow pre-approved patterns and tax is straightforward. Those conditions are not incidental; they are what the price depends on. The readiness assessment exists to confirm them honestly before either party commits.

Brysa Limited

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What you will have at launch

A Brysa Commerce Cloud Quick Start delivers a working storefront for one buyer group on a standard template, with products, checkout and order flow proven end to end.

A live storefront

Browsable, searchable and on your branding.

A working catalogue

Products, categories and pricing loaded and structured.

Checkout end to end

Cart, payment and confirmation proven with real flows.

Orders in Salesforce

Orders landing where your operation can act on them.

One buyer group

A single audience with a defined pricing and access model.

A clear roadmap

What phase two would add, and what it would cost.

Included in every step

- Kick-off and confirmation of the buyer journey and catalogue in scope
- Storefront built on a standard Salesforce template using standard components
- Product, category and pricing configuration from client-supplied clean catalogue data
- Payment and shipping configured on native or pre-approved patterns
- Brysa testing, coordinated client UAT and production deployment
- Administrator and merchandiser enablement appropriate to the selected step
- Remote post-launch hypercare for the stated period and hour allowance

STEP 0 · REQUIRED WHERE COMPLEXITY IS UNCERTAIN

Commerce Readiness

Required before any commerce implementation. Two weeks to map the buyer journey, assess catalogue readiness, and confirm the pricing, tax, payment, shipping and fulfilment dependencies that determine whether an MVP is deliverable at a fixed price. Ends in a confirmed MVP scope and a firm quote. The full fee is credited against any implementation commenced within 60 days.

\$6,500

2 weeks

Credited on proceed

Choose your step

Every engagement begins at Assess. Commerce carries more external dependencies than any other package in the portfolio, and a fixed price offered before those are understood is not a fixed price.

CAPABILITY	STEP 1 · ASSESS	STEP 2 · LAUNCH	STEP 3 · EXPAND
Fixed price	\$6,500	\$18,000	From \$27,500
Best fit	Any commerce requirement not yet assessed	A standard MVP storefront	Additional journeys or broader catalogue
Buyer groups	Assessed	1	Confirmed at Assess
Storefront template	Recommended	1 standard template	Standard template, extended
Catalogue size	Assessed	Up to 500 SKUs	Confirmed at Assess
Product types	Assessed	Standard products only	Confirmed at Assess
Pricing model	Assessed	1 price book, list pricing	Confirmed at Assess
Promotions	Assessed	Not included	Confirmed at Assess
Payment	Dependency review	1 native or pre-approved gateway	Confirmed at Assess
Shipping	Dependency review	1 pre-approved pattern	Confirmed at Assess
Tax	Dependency review	Standard tax configuration	Confirmed at Assess
Order management	Assessed	Orders created in Salesforce	Confirmed at Assess
Catalogue load	Not included	Up to 500 SKUs from clean data	Confirmed at Assess
Reporting	Not included	5 reports and 1 dashboard	Confirmed at Assess
Training	Not included	Admin and merchandiser sessions	Expanded enablement
UAT	Not applicable	1 cycle plus retest	2 cycles plus regression retest
Hypercare	10 working days, up to 2 hours	30 days, up to 8 hours	30 days, up to 8 hours
Typical duration	2 weeks	8 weeks	Quoted after Assess

All limits are maximums within the fixed-price package and are confirmed in the configuration workbook after discovery.

The conditions the MVP price depends on

A standard storefront template with no bespoke design; a clean catalogue supplied by the client in the agreed format; one buyer group; native or pre-approved payment and shipping; standard tax treatment; no promotions, subscriptions or bundles; and no third-party integrations. Where any condition fails, the assessment will say so and the work is priced accordingly rather than absorbed.

STEP 1

Assess

\$6,500

Map the buyer journey and confront the dependencies — catalogue, tax, payment, shipping, fulfilment — before anyone quotes a build.

Typical delivery: 2 weeks

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Buyer journey	— Workshops totalling up to 6 hours across commercial and operational stakeholders — Mapped buyer journey from discovery through to order and fulfilment — Confirmation of the buyer group and access model in scope	6 workshop hours
Catalogue readiness	— Assessment of product data completeness, structure and image availability — Category and attribute structure review — Clear statement of the work needed to make the catalogue loadable	1 catalogue review
Commercial dependencies	— Pricing model review including any customer-specific or contracted pricing — Tax treatment review across the jurisdictions in scope — Promotions and discounting requirements assessed against standard capability	1 pricing review
Operational dependencies	— Payment gateway options assessed against native and pre-approved patterns — Shipping, fulfilment and returns process review — Order management and downstream system dependencies identified	1 dependency map
MVP definition and quote	— Defined MVP scope representing a deliverable first phase — Firm fixed price for the MVP and an indicative view of phase two — One walkthrough and ten working days of remote follow-up, up to 2 hours	1 MVP scope 1 fixed quote

STEP 2

Launch

\$18,000

A standard MVP storefront for one buyer group, with catalogue, checkout and orders working end to end.

Typical delivery: 8 weeks

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Confirmation and design	— Kick-off and confirmation of the MVP scope from the assessment findings — Agreed buyer group, catalogue scope, payment and shipping patterns — Configuration workbook and delivery plan	1 buyer group 1 storefront
Storefront build	— Storefront built on one standard Salesforce template using standard components — Branding applied including colours, logo, fonts and imagery — Navigation, search, category and product page configuration	1 template 500 SKUs
Catalogue and pricing	— Product, category and attribute configuration from clean client-supplied data — One price book with list pricing — Catalogue load of up to 500 SKUs with post-load validation	1 price book 500 SKUs
Checkout and payment	— Cart and checkout flow configured on standard capability — One native or pre-approved payment gateway configured and tested — One pre-approved shipping pattern and standard tax configuration	1 gateway 1 shipping pattern
Order flow	— Orders created in Salesforce on checkout completion — Order status model and confirmation email templates — Agreed handover point to your fulfilment process	1 order flow
Reporting	— Configure 5 agreed reports and 1 dashboard covering orders, revenue and conversion — One review of the reporting outputs with the commercial owner	5 reports 1 dashboard
Test, train and launch	— Brysa testing across devices and payment scenarios, one UAT cycle and one retest period — Production deployment, domain guidance and launch checklist — Administrator and merchandiser enablement totalling up to 6 hours	1 UAT cycle 6 training hours
Post-launch support	— Remote support for questions, defects and minor corrections within the agreed scope — Continues seamlessly into a Care Plan where selected	30 days 8 hours

STEP 3

Expand

Additional buyer journeys, a broader catalogue and more developed operational flows, priced from the assessment.

From \$27,500

Typical delivery: Quoted after
Assess

WORKSTREAM	WHAT BRYSA WILL DELIVER	INCLUDED LIMIT
Assessment prerequisite	— Commerce Readiness completed at \$6,500, credited against the build — Confirmed scope covering additional journeys, catalogue and operational flows — Firm fixed price and delivery plan	Required \$6,500 credited
Storefront and catalogue	— Storefront extended per the confirmed scope — Additional buyer groups and catalogue scope as agreed — Attribute, variant and merchandising configuration per the plan	Confirmed at Assess
Commercial configuration	— Pricing model extended per the confirmed scope — Promotions and discounting where confirmed as deliverable on standard capability	Confirmed at Assess
Operational flows	— Extended order, fulfilment and returns configuration — Additional payment or shipping patterns where pre-approved	Confirmed at Assess
Test, train and launch	— Brysa testing and two client UAT cycles with correction and regression retest — Production deployment, launch checklist and administration handover guide — Expanded administrator and merchandiser enablement	2 UAT cycles
Post-launch support	— Remote support for questions, defects and minor corrections within the agreed scope — Continues seamlessly into a Care Plan where selected	30 days 8 hours

Add-ons and ongoing care

Where scope needs to stretch, these items can be added at a fixed price and confirmed in the Statement of Work.

Fixed-price add-ons

ADD-ON	FIXED PRICE	TYPICAL EFFECT ON TIMELINE
Additional buyer group	\$1,900	+4 to 5 days
Additional 500 SKUs loaded	\$1,000	+1 day
Additional shipping pattern	\$1,300	+1 to 2 days
Additional payment gateway (pre-approved)	\$1,900	+2 to 3 days
Report pack (5 reports, 1 dashboard)	\$1,000	+1 to 2 days
Additional training session (90 minutes)	\$700	No change
Promotions, bundles or subscriptions	Quoted separately	Scoped after Assess
Bespoke storefront design	Quoted separately	Scoped after Assess

Add-on prices are the same whether agreed at Statement of Work stage or raised during delivery, and are invoiced with the second instalment.

Brysa Care Plans

A storefront is a trading system — it needs attention every week, not every year. A Care Plan begins the day hypercare ends and covers merchandising support, small changes and the issues that only appear under real traffic. For any live storefront we recommend Partner.

	ESSENTIALS	ACTIVE	PARTNER
Monthly fee	\$750	\$1,600	\$3,000
Included hours	Up to 3 hours	Up to 7 hours	Up to 15 hours
Reactive support	Yes	Yes	Yes, priority
Small changes and fixes	Yes	Yes	Yes
Scheduled change window	Not included	Monthly	Fortnightly
Business review	Not included	Quarterly	Monthly
Roadmap and optimisation input	Not included	Not included	Included
Named Brysa administrator	Not included	Not included	Included

Commit at Statement of Work stage

Where a Care Plan is agreed alongside the Quick Start, Brysa applies a 10% discount to the first six months. Care Plans run on a rolling basis with 30 days' notice, and unused hours do not carry forward.

How the implementation runs

Brysa follows a fixed sequence so that the dependencies which most often derail commerce projects are resolved before the build begins.

1	2	3	4	5
Assess	Confirm	Build	Prove	Launch
Map the journey and confront the dependencies.	Agree the MVP scope and the fixed price.	Configure storefront, catalogue, checkout and orders.	Test payment, tax and fulfilment end to end, then UAT.	Deploy to production and begin hypercare.

Typical timetable

PERIOD	ASSESS	LAUNCH	EXPAND
Weeks 1 to 2	Journey, catalogue and dependency assessment	Confirmation, design and storefront set-up	Assessment
Weeks 3 to 4	Not applicable	Catalogue, pricing and product pages	Scope confirmation and plan
Weeks 5 to 6	Not applicable	Checkout, payment, shipping and order flow	Build phase, per confirmed plan
Week 7	Not applicable	Reporting, testing and UAT	Build phase, per confirmed plan
Week 8 onwards	Not applicable	Correction, training, deployment and hypercare	Testing, UAT and deployment

When the clock starts

The delivery period begins once the Statement of Work is signed, the required Commerce Cloud licences and access are available, the catalogue has been supplied in the agreed format, payment gateway credentials and merchant account are in place, tax treatment has been confirmed by your finance team and the nominated decision-maker is confirmed. Payment and tax dependencies are the most common cause of delay.

Decision and feedback cadence

- Brysa records all agreed decisions in the configuration workbook.
- The client provides one consolidated response at each review point.
- Feedback and approvals are expected within two working days unless otherwise agreed.
- New requirements raised during UAT are assessed as additional scope and priced from the add-on menu where applicable.

Definitions and responsibilities

These definitions matter because the MVP price depends on conditions that are easy to assume and expensive to discover late.

TERM	WHAT IT MEANS IN THIS PACKAGE
Standard storefront	A storefront built on a Salesforce-provided template with branding applied, using standard components. It does not include bespoke design or a custom front end.
Buyer group	One audience with a shared entitlement, pricing and access model. A second audience with different pricing is a second buyer group.
Clean catalogue	Product data supplied in the agreed format with complete attributes, valid categories, resolvable identifiers and available imagery.
Pre-approved payment pattern	A payment gateway on the Brysa approved list, configured using native capability with standard credentials and no custom integration.
Pre-approved shipping pattern	Flat rate, weight-based or free shipping configured natively. Carrier-rate integration is not pre-approved.
Standard tax configuration	Native tax handling for a single jurisdiction or a simple rate table. It does not include third-party tax engines.
Order flow	Creation of an order record in Salesforce on checkout completion, with an agreed handover point to your fulfilment process.
MVP	The smallest deliverable storefront that can trade, defined at assessment and priced accordingly.

What Brysa needs from you

- Appropriate Commerce Cloud licences and administrator access
- A clean catalogue supplied in the agreed format, with imagery
- Merchant account and payment gateway credentials in place before build
- Confirmed tax treatment from your finance team for every jurisdiction in scope
- Agreed shipping rates and fulfilment process, with an owner identified
- Brand assets, storefront content and legal pages such as terms and returns policy
- IT support for domain, DNS and certificate configuration
- Named users to carry out UAT including full payment testing

What is not included

Commerce carries more external dependencies than any other package. The following sits outside all three steps unless expressly added to the Statement of Work.

- Salesforce, Commerce Cloud, payment gateway or third-party licences and fees
- Bespoke storefront design, custom themes or headless architecture
- Promotions, bundles, kits, subscriptions or recurring billing
- Third-party tax engines, carrier-rate integration or address validation services
- ERP, PIM, WMS or fulfilment system integration
- Catalogue creation, product copywriting, photography or image editing
- Data cleansing or restructuring of product data
- Payment gateway contracting, merchant onboarding or PCI compliance advisory
- Marketplace, multi-storefront or international commerce configuration
- Ongoing merchandising, trading operations or additional UAT cycles

Support, defects and additional requirements

AREA	HOW IT IS HANDLED
Included hypercare	Remote support during UK business hours for questions, agreed-scope defects and minor corrections, limited to the package allowance and period.
Defect	An agreed item does not operate in accordance with the approved configuration workbook or acceptance criteria. Defects are corrected at no additional cost.
Enhancement	A new feature, changed process, additional report, new automation or other requirement not approved in the package scope.
Additional scope	Brysa will explain the impact and provide a fixed price from the add-on menu or a separate estimate. No chargeable work begins without written approval.
Client delay or pause	Delivery dates move where information, access, data, testing or decisions are delayed. A project paused for more than 20 working days may require re-planning.

Commercial terms and next steps

TERMS	
Fixed prices	Assess \$6,500 · Launch \$18,000 · Expand from \$27,500
Assessment credit	The Assess fee is credited in full against any implementation commenced within 60 days.
Assessment is required	Brysa does not quote a fixed price for a commerce implementation without a completed Commerce Readiness assessment.
Conditions	The Launch price depends on the conditions set out in this document. Where a condition fails, the affected work is quoted separately.
Payment	50% on commencement, 25% on completion of the catalogue and checkout build, 25% on UAT sign-off.
Acceptance	The storefront is accepted when the agreed test scenarios pass and material in-scope defects are resolved, or five working days after deployment if no material defect has been reported.
Validity	All prices are in US dollars and are the total professional services fee for the agreed scope. Valid for 60 days from the date of issue.

Select the right starting point

Assess

Start here always. The dependencies determine whether an MVP is deliverable at all.

Launch

Choose this when the assessment confirms a standard MVP is achievable.

Expand

Choose this when additional journeys or a broader catalogue are needed.

Let us confirm the right starting point

Every commerce engagement begins with a short, no-obligation call. It takes about thirty minutes and confirms three things: what you are actually trying to sell and to whom, whether your catalogue and payment position are ready, and what we would need before the assessment starts.

Next step

Brysa will hold a short suitability call to confirm the buyer journey, the catalogue position and the dependencies. We will then issue the Statement of Work for the Commerce Readiness assessment and agree the start date.

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This document describes Brysa's standard Commerce Cloud Quick Start packages. The signed Statement of Work governs the engagement.