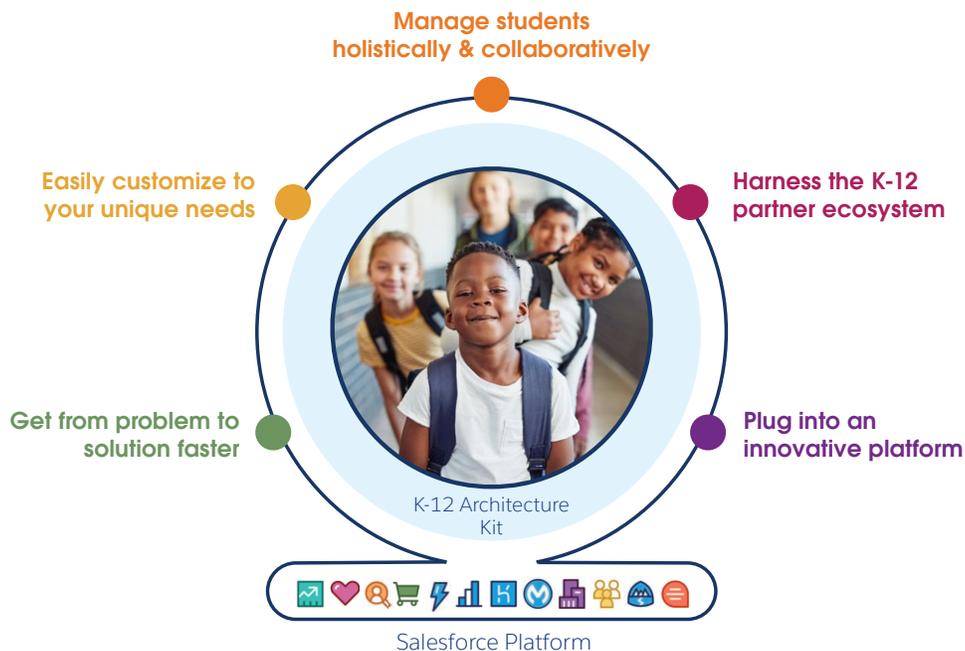


K-12 ARCHITECTURE KIT

The Foundation of Education Cloud for K-12

K-12 Architecture Kit is the foundation for schools and districts to connect people, processes, and data. An open-source managed package built on the world's #1 CRM platform and aligned to the Ed-Fi Alliance Data Standard K-12 Architecture Kit gives you a flexible framework to scale innovation within your organization. Collaborate around 360-degree views of student needs and outcomes, better engage families, and operationalize improvement efforts.



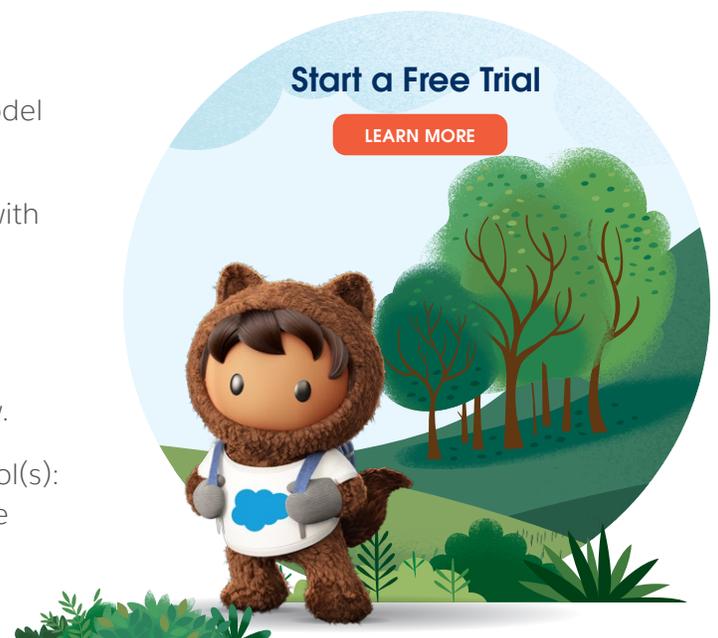
Key Features and Benefits

Get from problem to solution faster

- K-12 Architecture Kit provides an out-of-the-box data model for schools and districts.
- Get up and running on Education Cloud for K-12 faster with pre-built objects and page layouts.

Easily customize to your unique needs

- K-12 Architecture Kit provides a flexible and extensible architecture that grows as your organization's needs grow.
- Further tailor it to the specific requirements of your school(s): With clicks not code and easy drag-and-drop tools, create custom apps and pages that support your unique educational model.



Key Features and Benefits (continued)

Manage students holistically & collaboratively

- Because K-12 Architecture Kit is aligned to the Ed-Fi Alliance Data Standard, its holistic data model can help you track student relationships with educators, staff, and family members as well as their participation in classes, programs, and extracurriculars – to gain a 360-degree view of their interests, needs, and progress.
- Provide school leaders, teachers, and parents with real-time student insights. Set up automatic alerts and processes that align to how your teams need to engage with one another to intervene early.

Plug into an innovative platform

- Benefit from the continuous innovation of the world’s #1 CRM platform. Every update – including three major releases per year – is in the cloud, so there’s no worrying about updating software.
- With K-12 Architecture Kit, your school or district will always be on the latest technology – from security and privacy to AI and multi-channel engagement.

Harness the K-12 partner ecosystem

- Tap the power of the Salesforce AppExchange for apps for enrollment management, postsecondary success coaching, event ticketing, fundraising, and more.
- Choose from a multitude of Salesforce-certified implementation partners with product and K-12 industry expertise.
- Collaborate with a thriving online community of innovative education technologists on the Power of Us Hub.



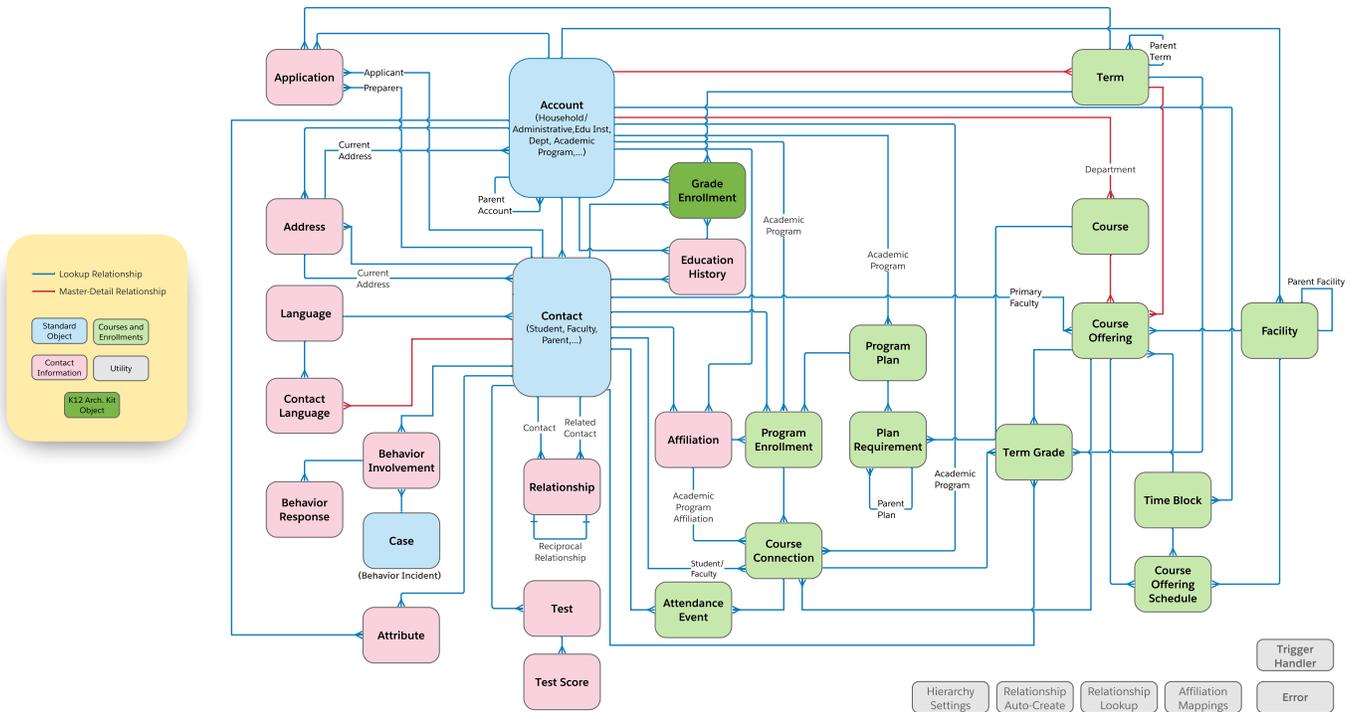
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A K-12 Architecture Kit contact (in this case, a student) and a few common relationships, student characteristics, term grades, and affiliations they would have while attending school

[Last Name] Household Account							
Contact (Student)							
Relationships		Student Characteristics		Term Grades		Affiliations	
Parent/Guardian	Teacher	Honor Roll	Algebra II	High School	Household(s)		
Sibling	Coach	English Language Learner	Letter Grade (A)	Internship	Graduation Plan		
Counselor	Speech Therapist	Free & Reduced Lunch	Fall Semester	Basketball Team	Chess Club		

An Entity-Relationship Diagram (ERD) showing how K-12 Architecture Kit works with each database object and its relationships



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LEARN MORE



“By aligning K-12 Architecture Kit to the Ed-Fi Alliance Data Standard & API, Salesforce is taking an important step towards helping schools and districts empower their student success teams with the comprehensive and real-time data to support each learner.”

**Sean Casey, Strategic Partnerships Manager
Ed-Fi Alliance**

Salesforce.org is a social impact center of Salesforce focused on partnering with the global community of changemakers. We provide access to powerful technology, community partnerships, and impactful investments that empower changemakers to build a better world. As a social enterprise business unit dedicated to creating solutions for nonprofit, educational, and philanthropic organizations, we innovate on top of the world’s #1 CRM, channeling the philanthropic power of our employees, customers and partners to join our global movement for good. Visit www.salesforce.org for more.