

Service Packages - LinkedIn Sales Navigator

Applicable to contracts with start dates on or after September 5th, 2024

When you purchase LinkedIn Sales Navigator, the LinkedIn Sales Solutions Customer Success team will help you achieve your business objectives. Service Packages are offered during the subscription term set out in the order form and do not roll over into future contract periods. Your Service Package is based upon the total number of Sales Navigator licenses you purchase across your program and may change at any time based upon changes to your purchased licenses with LinkedIn.

Service Packages ¹	Standard	Elite	Premier	Premier Plus	Platinum
# Purchased Sales Navigator Licenses	0 - 49 Licenses	50 - 149 Licenses	150 - 499 Licenses	500 - 2,999 Licenses	3,000+ Licenses
Onboarding Services					
Program Onboarding	Up to 30 days	Up to 60 days	Up to 60 days	Up to 90 days	Up to 180 days
Foundational Services					
Standard CRM Integration Setup ²	✓	✓	✓	✓	✓
On-Demand Self-Service Training	Unlimited Access	Unlimited Access	Unlimited Access	Unlimited Access	Unlimited Access
Admin & End-User Education Webinars	Continuous	Continuous	Continuous	Continuous	Continuous
Enterprise Admin & End-User Support	✓	✓	✓	✓	✓
Help Center	✓	✓	✓	✓	✓
Community	✓	✓	✓	✓	✓
Success Services					
Success Plan <i>Program plan to drive shared accountability and long-term success</i>	–	Customized	Customized	Customized	Customized
Success Coaching <i>Proactive guidance towards achieving the outcomes defined in the success plan</i>	–	✓	✓	✓	✓
Strategic Value Review ³ <i>Review of value received, market insights, & recommendations to unlock more value</i>	–	Up to 1	Up to 2	Up to 3	Up to 4
Program Health Check ³ <i>Assessment of a program's operational health and forum to share recommendations</i>	–	Up to 3	Up to 4	Up to 12	Up to 12
Accelerator Services					
Advanced End-User Coaching ³	–	–	Up to 4 Live Sessions	Up to 8 Live Sessions	Up to 12 Live Sessions
InStruct Program: Train-the-Trainer ³	–	–	–	Up to 1 Session	Up to 4 Sessions
LinkedIn Custom Analysis <i>An analysis providing tailored insights from LinkedIn's economic graph data to inform your sales strategy</i>	–	–	–	–	Up to 1

1. Service Package details are subject to change at any time by LinkedIn, without notice. 2. Available for Sales Navigator plans with access to CRM features.

3. For multi-year contracts, services are delivered annually. | © 2024 LinkedIn Corporation. All Rights Reserved.