

InCountry data residency for Salesforce transforms a Salesforce instance to be distributed, processed and stored in over 90 countries, including the option of different records in different countries. Customers can have all the benefits of Salesforce, while still maintaining compliance with global and local regulatory requirements, in an efficient and secure model.

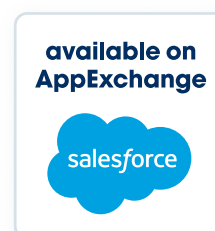
What Salesforce and InCountry integration mean for customers?

Comply with global and local data regulations around the world with 1 Salesforce Instance. InCountry for Salesforce distributes and localizes data processing and storing depending on the regulatory landscape and company policies.

Is InCountry on the Salesforce AppExchange marketplace?

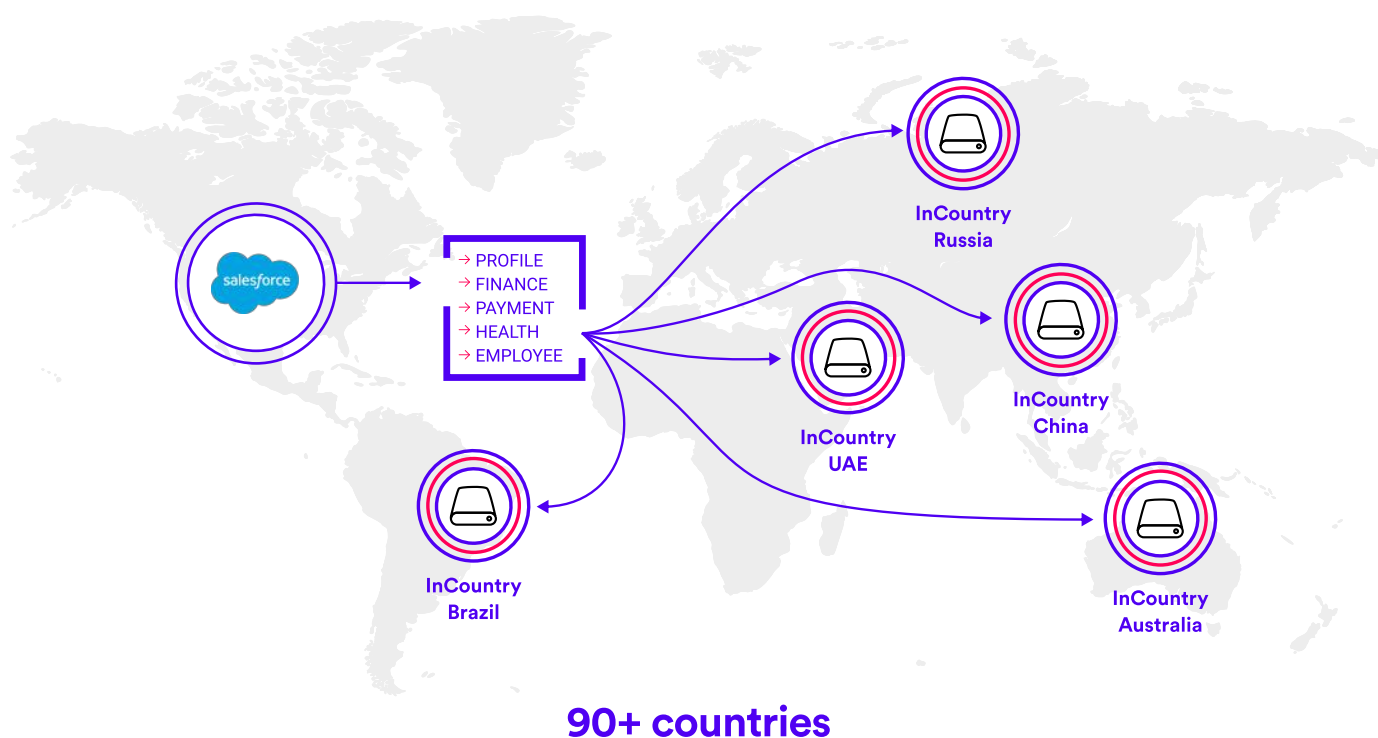
Yes. InCountry for Salesforce has passed all necessary security and compliance assessment by Salesforce and is available on AppExchange

[Visit InCountry page on AppExchange →](#)



How can InCountry help customers in highly regulated industries adopt Salesforce?

- No additional hardware maintenance or Salesforce instances. InCountry delivers a full-stack integration & works with customers to ensure compliance with the highest standards, including SOC2, PCI, HIPAA, ISO standards, and other global/local regulations.
- Store and process data in different countries to meet regulatory compliance. InCountry offers different deployment models that meet legal and audit requirements, even in the most stringent regulatory environment.
- InCountry helps companies expand into new regions and countries while still using Salesforce, without worrying about data compliance. Store and process Salesforce data in over 90 countries based on data regulations and your company's requirements.
- InCountry provides local country-based regulations such as FZ-152 in Russia or Data Protection Law, DIFC Law No. 5 of 2020 in UAE.



How does InCountry work in Russia?

InCountry's data residency-as-a-service platform satisfies the requirements under Federal Law No. 152 "On Personal Data" and regulations thereunder - this conclusion was given by an FSTEC-licensed audit firm Card Security, LLC following an audit of the platform conducted in August 2020. All data centers providers used by InCountry for this purpose meet the requirements for personal data protection, including the localization requirements - the data will be stored only on servers in the Russian Federation.



How does InCountry work in China?

The Cybersecurity Law of China includes data localization requirements. Companies have to retain personal information in China. For solving those challenges InCountry provides different solutions and partners with main regional cloud providers like Alibaba Cloud.

How does InCountry compare with Salesforce Hyperforce?

Hyperforce is only available within a limited number of countries, and only allows for unified processing and storing in the country the instance is hosted in. InCountry allows for a distributed and localized model for 1 instance, making solving for data residency seamless and without any change to Salesforce deployments.

What is InCountry's pricing model?

Yearly fee for Managed Package and Hosting Service. One time fee for Setup and Configuration.

Salesforce healthcare customer in U.S.

- One of the world's largest pharmaceutical companies and Salesforce deployments
- Turnkey Salesforce integration for CRM data
- Data storage of regulated Salesforce data in Russia

Salesforce manufacturing customer in Europe.

- One of the world's largest manufacturing companies
- Salesforce's instance hosted in Europe
- Turnkey Salesforce integration for CRM data
- Data storage of regulated objects and fields in Russia

Salesforce automotive customer in Europe

- One of the world's largest automotive companies
- Salesforce's instance hosted in Europe
- Turnkey Salesforce integration for CRM data
- Data storage of regulated objects and fields in Russia

Salesforce financial institution customer in Saudi Arabia

- One of largest financial institutions in the Middle East
- Salesforce CRM implementation hosted in Germany
- Data storage of regulated objects and fields in Saudi Arabia

What does InCountry need to know about your customer to get started

1. Countries they need to comply in.
2. Which integration model (see chart below).
3. What objects and fields do they need to store locally.
4. How much data does your customer need to store in their local country.

InCountry integration models

	Replicated	Restricted	Redacted
Storage location	Stored in country, copied outside	Stored in country only	Stored in country only
Viewable location	Viewable anywhere (Data read from Salesforce Cloud)	Viewable anywhere (data read from InCountry)	Viewable in country only
Interface options	Lightning or Classic	Lightning only	Lightning only

For more information please visit our [General FAQ web page](#) and [Salesforce integration page!](#)