

SALESFORCE COM INC  
Form 4  
November 23, 2016

**FORM 4**

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

OMB APPROVAL

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Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
**BLOCK KEITH**

(Last) (First) (Middle)

**THE LANDMARK AT ONE  
MARKET, SUITE 300**

(Street)

**SAN FRANCISCO, CA 94105**

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol  
**SALESFORCE COM INC [CRM]**

3. Date of Earliest Transaction  
(Month/Day/Year)  
**11/22/2016**

4. If Amendment, Date Original Filed(Month/Day/Year)

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

Director  10% Owner  
 Officer (give title below)  Other (specify below)  
Pres., Vice Chairman and COO

6. Individual or Joint/Group Filing(Check Applicable Line)  
 Form filed by One Reporting Person  
 Form filed by More than One Reporting Person

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

| 1. Title of Security (Instr. 3) | 2. Transaction Date (Month/Day/Year) | 2A. Deemed Execution Date, if any (Month/Day/Year) | 3. Transaction Code (Instr. 8) | 4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5) | 5. Amount of Securities Beneficially Owned Reported Transaction(s) (Instr. 3 and 4) | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 7. Nature of Ownership (Instr. 4) |     |       |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|-----------------------------------|-----|-------|
|                                 |                                      |  |                                | (A) or (D)  | Code  | V  | Amount                            | (D) | Price |

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

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SEC 1474  
(9-02)

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)**

| 1. Title of Derivative Security (Instr. 3) | 2. Conversion or Exercise | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if any | 4. Transaction Code | 5. Number of Derivative Securities | 6. Date Exercisable and Expiration Date (Month/Day/Year) | 7. T... Und... (Ins... |
|--|---------------------------|--------------------------------------|-----------------------------------|---------------------|------------------------------------|--|------------------------|
|--|---------------------------|--------------------------------------|-----------------------------------|---------------------|------------------------------------|--|------------------------|

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|   | Price of<br>Derivative<br>Security | (Month/Day/Year) | (Instr. 8) | Acquired (A) or<br>Disposed of (D)<br>(Instr. 3, 4, and<br>5) | Code | V | (A)     | (D) | Date Exercisable          | Expiration Date           | Title   |
|---|------------------------------------|------------------|------------|---|------|---|---------|-----|---------------------------|---------------------------|---------|
|   |                                    |                  |            |   |      |   |         |     |                           |                           |         |
| Performance-Based<br>Restricted Stock<br>Units  | \$ 0 <sup>(1)</sup>                | 11/22/2016       |            | A   |      |   | 33,082  |     | 12/15/2019 <sup>(2)</sup> | 12/15/2019 <sup>(2)</sup> | Co<br>S |
| Non-qualified Stock<br>Option (Right to<br>Buy) | \$ 75.57                           | 11/22/2016       |            | A   |      |   | 265,198 |     | 11/22/2017 <sup>(3)</sup> | 11/22/2023                | Co<br>S |
| Restricted Stock<br>Units                       | \$ 0 <sup>(4)</sup>                | 11/22/2016       |            | A   |      |   | 33,082  |     | 11/22/2017 <sup>(5)</sup> | 11/22/2020                | Co<br>S |

## Reporting Owners

| Reporting Owner Name / Address  | Relationships |           |                              |       |
|---|---------------|-----------|------------------------------|-------|
|   | Director      | 10% Owner | Officer                      | Other |
| BLOCK KEITH<br>THE LANDMARK AT ONE MARKET<br>SUITE 300<br>SAN FRANCISCO, CA 94105 | X             |           | Pres., Vice Chairman and COO |       |

## Signatures

/s/ Scott Siamas, attorney-in-fact for Keith Block 11/23/2016

\_\_Signature of Reporting Person Date

## Explanation of Responses:

- \* If the form is filed by more than one reporting person, see Instruction 4(b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. See 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (1) Each performance-based restricted stock unit, or PRSU, represents a contingent right to receive one share of Issuer common stock. The PRSUs will vest depending on Issuer's total shareholder return ("TSR") over the three-year period from the grant date (the "Performance Period"), relative to companies in the NASDAQ-100 Index as of the grant date (the "Index Group"). If Issuer's TSR over the Performance Period is at the 60th percentile when ranked against the Index Group TSRs, 100% of the target number of shares will vest. For every percentile by which Issuer's TSR ranking within the Index Group exceeds the 60th percentile, shares vesting will increase by 3 and 1/3%, up to a maximum payout of 200% of target if Issuer's TSR ranking is at the 99th percentile. For every percentile by which Issuer's TSR ranking within the Index Group is below the 60th percentile, shares vesting will decrease by 2 and 22/39%, with no payout if Issuer's TSR ranking is below the 30th percentile. If Issuer's absolute TSR over the Performance Period is negative, the number of shares vesting will not exceed 100% of target.
- (3) Option vests over four years at the rate of 25% on November 22, 2017, the first anniversary of the holder's date of grant, with the balance vesting in equal monthly installments over the remaining 36 months.
- (4) Restricted Stock Units convert to shares of common stock on a one-for-one basis.
- (5) These restricted stock units vested as to 25% of the original grant on November 22, 2017 and vest as to 1/16 of the original grant quarterly thereafter.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, see Instruction 6 for procedure.

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