

Hawkins Mark J  
 Form 4  
 November 27, 2017

**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 \*  
 Hawkins Mark J

(Last) (First) (Middle)

THE LANDMARK @ ONE  
 MARKET STREET, SUITE 300

(Street)

SAN FRANCISCO, CA 94044

(City) (State) (Zip)

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

3. Date of Earliest Transaction  
 (Month/Day/Year)  
 11/22/2017

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)  
 President and CFO

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 Following Reported Transaction(s) (Instr. 3 and 4) | 6. Ownership Form: Direct (D) or Indirect (I) (Instr. 4) | 7. Nature of Indirect Beneficial Ownership (Instr. 4) |
|---------------------------------|--------------------------------------|--|--------------------------------|---|---|--|---|
|                                 |                                      |  | Code                           | V   | Amount (A) or (D) Price   |  |   |
| Common Stock                    | 11/22/2017                           |  | M                              |   | 926 A \$ 0  | 16,206   | D   |
| Common Stock                    | 11/22/2017                           |  | M                              |   | 4,962 A \$ 0  | 21,168   | D   |
| Common Stock                    | 11/24/2017                           |  | S                              |   | 3,113 D \$ 106.7731   | 18,055   | D   |
| Common Stock                    | 11/26/2017                           |  | M                              |   | 1,876 A \$ 0  | 19,931   | D   |
| Common Stock                    | 11/27/2017                           |  | M <sup>(1)</sup>               |   | 4,906 A \$ 80.99  | 24,837   | D   |

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|              |            |  |                         |       |   |                                   |        |   |
|--------------|------------|--|-------------------------|-------|---|-----------------------------------|--------|---|
| Common Stock | 11/27/2017 |  | <u>M</u> <sup>(1)</sup> | 8,625 | A | \$ 59.64                          | 33,462 | D |
| Common Stock | 11/27/2017 |  | S                       | 992   | D | \$ 106.6326                       | 32,470 | D |
| Common Stock | 11/27/2017 |  | <u>S</u> <sup>(1)</sup> | 4,906 | D | \$ <u>106.956</u> <sup>(2)</sup>  | 27,564 | D |
| Common Stock | 11/27/2017 |  | <u>S</u> <sup>(1)</sup> | 8,625 | D | \$ <u>106.9589</u> <sup>(3)</sup> | 18,939 | D |

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

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(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 Price of Derivative Security | 3. Transaction Date (Month/Day/Year) | 3A. Deemed Execution Date, if any (Month/Day/Year) | 4. Transaction Code (Instr. 8) | 5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5) | 6. Date Exercisable and Expiration Date (Month/Day/Year) | 7. Title and Amount of Underlying Security (Instr. 3 and 4) |
|--|--|--------------------------------------|--|--------------------------------|---|--|---|
| Restricted Stock Units                     | \$ 0 <sup>(4)</sup>                                    | 11/22/2017                           |  | M                              | 926   | 11/22/2016 <sup>(5)</sup> 11/22/2019                     | Common Stock  |
| Restricted Stock Units                     | \$ 0 <sup>(4)</sup>                                    | 11/22/2017                           |  | M                              | 4,962   | 11/22/2017 <sup>(6)</sup> 11/22/2020                     | Common Stock  |
| Restricted Stock Units                     | \$ 0 <sup>(4)</sup>                                    | 11/26/2017                           |  | M                              | 1,876   | 08/26/2015 <sup>(7)</sup> 08/26/2018                     | Common Stock  |
| Non-qualified Stock Option (Right to Buy)  | \$ 80.99   | 11/27/2017                           |  | <u>M</u> <sup>(1)</sup>        | 4,906   | 11/22/2016 <sup>(8)</sup> 11/22/2022                     | Common Stock  |
| Non-qualified Stock Option (Right to Buy)  | \$ 59.64   | 11/27/2017                           |  | <u>M</u> <sup>(1)</sup>        | 8,625   | 08/26/2015 <sup>(9)</sup> 08/26/2021                     | Common Stock  |

## Reporting Owners

| Reporting Owner Name / Address   | Relationships |           |                   |       |
|--|---------------|-----------|-------------------|-------|
|  | Director      | 10% Owner | Officer           | Other |
| Hawkins Mark J<br>THE LANDMARK @ ONE MARKET STREET<br>SUITE 300<br>SAN FRANCISCO, CA 94044 |               |           | President and CFO |       |

## Signatures

|  |            |
|--|------------|
| /s/ Scott Siamas, attorney-in-fact for Mark<br>Hawkins | 11/27/2017 |
| **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) Pursuant to a 10b5-1 Plan.  
Weighted average price. These shares were sold in multiple transactions at prices ranging from \$106.7900 to \$107.2300 inclusive. The reporting person undertakes to provide the issuer, any security holder of the issuer, or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth above.
- (2) Weighted average price. These shares were sold in multiple transactions at prices ranging from \$106.7900 to \$107.2550 inclusive. The reporting person undertakes to provide the issuer, any security holder of the issuer, or the staff of the Securities and Exchange Commission, upon request, full information regarding the number of shares sold at each separate price within the range set forth above.
- (3) Restricted Stock Units convert to shares of common stock on a one-for-one basis.
- (4) These restricted stock units vest as to 25% of the original grant on November 22, 2016 and vest as to 1/16 of the original grant quarterly thereafter.
- (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.
- (6) These restricted stock units vest as to 25% of the original grant on August 26, 2015 and vest as to 1/16 of the original grant quarterly thereafter.
- (7) Option vests over four years at the rate of 25% on November 22, 2016, the first anniversary of the holder's date of grant, with the balance vesting in equal monthly installments over the remaining 36 months.
- (8) Option is exercisable and vests over four years at the rate of 25% on August 26, 2015, the first anniversary of the holder's date of grant, with the balance vesting in equal monthly installments over the remaining 36 months.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number.