

skillsoft

**Business, Leadership,
Technology, Digital,
Compliance and Coaching
Skills Development Platform**

Lot 2 - Pricing Schedule

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LICENSE FEES

Product Package	Authorised Audience	Annual Cost for the License	Price per Member of the Authorised Audience
Percipio Skillsoft Essentials 2.0	100	£10,299.03	£102.99
	200	£16,223.47	£81.12
	400	£25,412.90	£63.53
	800	£37,261.78	£46.58
	1,600	£53,627.64	£33.52
	3,200	£80,623.12	£25.19
	5,000	£97,598.60	£19.52
	10,000	£138,513.24	£13.85
	15,000	£179,427.88	£11.96
	20,000	£220,342.52	£11.02
	50,000	£465,830.36	£9.32
100,000	£711,314.11	£7.11	
Percipio Skillsoft Essentials Plus	100	£12,321.60	£123.22
	200	£20,111.12	£100.56
	400	£33,958.76	£84.90
	800	£44,042.62	£55.05
	1,600	£61,037.95	£38.15

	3,200	£92,546.56	£28.92
	5,000	£119,979.82	£24.00
	10,000	£167,777.01	£16.78
	15,000	£210,265.29	£14.02
	20,000	£252,752.16	£12.64
	50,000	£465,193.56	£9.30
	100,000	£819,259.02	£8.19
Percipio Skillsoft Expert 3.0	100	£33,163.10	£331.63
	200	£61,642.26	£308.21
	400	£106,868.33	£267.17
	800	£171,915.46	£214.89
	1,600	£266,863.15	£166.79
	3,200	£415,880.75	£129.96
	5,000	£510,523.29	£102.10
	10,000	£644,224.81	£64.42
	15,000	£739,543.37	£49.30
	20,000	£834,861.95	£41.74
	50,000	£1,368,642.14	£27.37
100,000	£1,960,302.09	£19.60	
Percipio Codecademy (Tech & Dev) Expert	100	£31,519.52	£315.20
	200	£58,587.80	£292.94
	400	£101,572.68	£253.93
	800	£163,396.39	£204.25
	1,600	£253,638.94	£158.52
	3,200	£395,271.96	£123.52
	5,000	£485,225.81	£97.05
	10,000	£612,299.67	£61.23

	15,000	£702,894.72	£46.86
	20,000	£793,489.78	£39.67
	50,000	£1,300,818.47	£26.02
	100,000	£1,863,278.87	£18.63
Percipio Leadership Development Programme	100	£3,977.16	£39.77
	200	£7,392.50	£36.96
	400	£12,816.27	£32.04
	800	£20,617.09	£25.77
	1,600	£32,003.75	£20.00
	3,200	£49,874.78	£15.59
	5,000	£61,226.82	£12.25
	10,000	£77,261.09	£7.73
	15,000	£88,692.23	£5.91
	20,000	£100,123.38	£5.01
	50,000	£164,137.31	£3.28
	100,000	£235,134.20	£2.35
Percipio Compliance Complete	100	£2,452.55	£24.53
	200	£3,612.36	£18.06
	400	£5,431.23	£13.58
	800	£8,606.99	£10.76
	1,600	£14,027.19	£8.77
	3,200	£21,853.54	£6.83
	5,000	£26,400.00	£5.28
	10,000	£32,521.81	£3.25
	15,000	£36,394.27	£2.43
	20,000	£40,266.72	£2.01
	50,000	£63,501.43	£1.27

	100,000	£102,225.96	£1.02
Percipio Certitude	100	£2,672.36	£26.72
	200	£2,979.94	£14.90
	400	£3,356.12	£8.39
	800	£4,108.49	£5.14
	1,600	£4,934.96	£3.08
	3,200	£6,138.74	£1.92
	5,000	£7,492.56	£1.50
	10,000	£9,373.52	£0.94
	15,000	£11,254.42	£0.75
	20,000	£13,135.33	£0.66
	50,000	£24,420.76	£0.49
	100,000	£43,229.82	£0.43
Percipio Coaching - 6 Month Subscription	10	£15,106.94	£1,510.69
	25	£37,767.36	£1,510.69
	50	£72,387.44	£1,447.75
	100	£138,480.32	£1,384.80
	200	£267,518.80	£1,337.59
	300	£401,278.20	£1,337.59
	400	£535,037.60	£1,337.59
	500	£645,192.40	£1,290.38
Percipio Coaching - 12 Month Subscription	10	£25,178.24	£2,517.82
	25	£62,945.60	£2,517.82
	50	£121,170.28	£2,423.41
	100	£232,898.72	£2,328.99
	200	£443,766.48	£2,218.83
	300	£665,649.72	£2,218.83

	400	£887,532.96	£2,218.83
	500	£1,062,207.00	£2,124.41

Notes:

All licence pricing in the table above is for a committed purchase of a licence for use of the specified product package by a number of Licensed Users up to the specified Authorised Audience. Please refer to Supplier's Skillsoft's Terms & Conditions document on the digital marketplace for the definitions of Authorised Audience and Licensed User, and for associated additional terms.

If a Buyer wishes to purchase a license for an Authorised Audience that falls between two levels indicated in the table above it may do so. The annual cost for the license shall be calculated, with reference to the section in the table above for the product package to be licensed, by multiplying the Authorised Audience required by the Buyer by the price per member of the Authorised Audience for the Authorised Audience level in the table above immediately below the Authorised Audience required by the Buyer. For example, if a Buyer wishes to purchase a licence for Percipio Skillsoft Essentials 2.0 for an Authorised Audience of 3,500, the annual cost for the license shall be calculated as 3,500 x £25.19 = £88,165.00. However, if any such calculation results in an annual cost for the license in excess of that indicated in the table above for the Authorised Audience level immediately above the Authorised Audience required by the Buyer, then the annual cost indicated in the table above for the Authorized Audience level immediately above the Authorised Audience required by the Buyer shall apply.

All pricing includes service and support as described in Supplier's document titled 'Skillsoft UK Limited Service Levels and Support' appended to Supplier's Service Definition document as Exhibit A.

All charges for committed licence purchases will be invoiced annually in advance.

Time-Limited Offer on Percipio Skillsoft Essentials 2.0 and Percipio Skillsoft Expert 3.0:

For Call-Off Contracts with a commencement date between 23rd July 2025 and 31st October 2025, there is a discount of 15% on the prices for licences for Percipio Skillsoft Essentials 2.0 and Percipio Skillsoft Expert 3.0 as set out in the table immediately below.

Product Package	Authorised Audience	Annual Cost for the License for contracts commencing 23-Jul-25 to 31-Oct-25	Price per Member of the Authorized Audience for contracts commencing 23-Jul-25 to 31-Oct-25	Discount from standard prices above per this time-limited offer
Percipio Skillsoft Essentials 2.0	100	£8,754.18	£87.54	15%
	200	£13,789.95	£68.95	15%
	400	£21,600.97	£54.00	15%
	800	£31,672.51	£39.59	15%
	1,600	£45,583.49	£28.49	15%
	3,200	£68,529.65	£21.41	15%
	5,000	£82,958.81	£16.59	15%
	10,000	£117,736.25	£11.77	15%
	15,000	£152,513.70	£10.17	15%
	20,000	£187,291.14	£9.37	15%
	50,000	£395,955.81	£7.92	15%
100,000	£604,616.99	£6.04	15%	
Percipio Skillsoft Expert 3.0	100	£28,188.64	£281.89	15%
	200	£52,395.92	£261.98	15%
	400	£90,838.08	£227.09	15%
	800	£146,128.14	£182.66	15%
	1,600	£226,833.68	£141.77	15%
	3,200	£353,498.64	£110.47	15%

	5,000	£433,944.79	£86.79	15%
	10,000	£547,591.08	£54.76	15%
	15,000	£628,611.86	£41.91	15%
	20,000	£709,632.66	£35.48	15%
	50,000	£1,163,345.82	£23.26	15%
	100,000	£1,666,256.78	£16.66	15%



Time-Limited Offer on Percipio Skillsoft Expert 3.0:

If a Buyer wishes to purchase a license for use of Percipio Skillsoft 3.0 by either (i) all employees within its organisation or (ii) all employees of a specified, clearly delineated division or other operating unit ("Division") within its organisation, then the annual cost shall be calculated as follows:

- (i) using the then-current total number of employees of the organisation or Division (as applicable) as the Authorised Audience; and
- (ii) using the then-current Annual Cost for the License or Price per Member of the Authorised Audience (as applicable) for Percipio Skillsoft Essentials 2.0 set forth in the table above and the notes under the table (as applicable).

Any license purchase under this offer shall permit all employees of the organisation or Division (as applicable) to access and use Percipio Skillsoft Expert 3.0 regardless of any increase in the number of employees of the organisation or Division. However, in the final month of each year within the term of the Call-Off contract, if the total number of employees of the organisation or Division (as applicable) has increased from that used for the initial calculation of annual cost or any subsequent re- calculation of annual cost pursuant to this sentence by more than ten percent (10%), then the annual cost for each future year within the term of the Call-Off contract will be re-calculated using the mechanism described above for the initial calculation of annual cost .

The offer described above shall be valid only:

- (a) For Call-Off Contracts with a commencement date between 29th October 2024 and on or before the 31st July 2025; and
- (b) where the organisation or Division to be licensed has 1,000 or more employees.

Time-Limited Offer on Percipio Leadership Development Programme:

Where a Call-Off Contract specifies annual Charges payable by the Buyer for licence(s) for Skillsoft product packages greater than GBP1.5 million, if the Buyer wishes, a license for use of Percipio Leadership Development Programme for an Authorised Audience of 2,000 will be included for the same term as other Skillsoft product packages licensed without additional charge.

The offer described in the immediately preceding sentence shall be valid only for Call-Off Contracts with a commencement date between 23rd July 2025 and 31st October 2025 (inclusive).

ADDITIONAL STORAGE SPACE FOR CUSTOM CONTENT

Storage space for Custom Content additional to the initial 200 gigabytes provided on each Buyer's Percipio site can be purchased at a price of £64.89 per gigabyte.

FEE-BASED ADD-ON PROFESSIONAL SERVICES

Skillssoft's Professional Services team can bring deep consulting, industry, technological and instructional design to each engagement. We work to connect your business objectives to key learning experiences, drive engagement, and set you up for success. Our goal is to become your trusted advisor and an extension of your organisation by helping to implement diverse, complex learning and performance solutions and support ongoing organisational needs for coordination, integration, and communication. Skillssoft customers can make the most of our award-winning intelligent learning platform and content with our expert Professional Services team who will work to ensure you have a successful learning experience.

Fee Based Service	Fee
On Demand Services	£1,784.82 per 'pack' of 2 credits to be consumed within a contract year.
Program Manager	A half-time program manager (20 hours / week) is £129,399.63 and a full-time program manager (40 hours / week) is £214,178.70.*
Learning Administration	£4,640.54 per annum for each hour per week contracted, subject to a minimum of 2 hours per week.
Leadership Development Programme: Leadership Services Customer Toolkit (one time charge)	£1,973.11
Leadership Development Programme: Leadership Services Fully Managed Engagement (per 25 user cohort, minimum 2)	£8,924.00
Leadership Development Programme: Leadership Services Introductory Engagement (per 25 user cohort)	£4,462.05
Percipio LMS Implementation Service	£4,462.05 where not included in the first year of any Call-Off Contract.

Percipio Content Integration Implementation	£1,561.84 where not included in the first year of any Call-Off Contract.
Custom Launch Implementation Service	£27,623.49.
Percipio Essential Launch Implementation	£4,462.05
Percipio Fast Launch Implementation	£1,561.84
Percipio Compliance Complete Implementation	£3,123.44
Percipio Coaching Implementation (Annual Fee)	£3,934.10

* Where a Call-Off Contract specifies annual Charges payable by the Buyer for license(s) for Skillsoft product packages between GBP1 million and GBP1.5 million, if the Buyer wishes, the services of a full-time program manager (40 hours / week) will be included for the same term as the Skillsoft product packages without additional charge.

Where a Call-Off Contract specifies annual Charges payable by the Buyer for license(s) for Skillsoft product packages greater than GBP1.5 million, if the Buyer wishes, the services of two full-time program managers (40 hours / week per program manager; 80 hours / week in the aggregate) will be included for the same term as the Skillsoft product packages without additional charge.

The offers described in the immediately preceding two (2) sentences shall be valid only for Call-Off Contracts with a commencement date between 23rd July 2025 and 31st October 2025 (inclusive).

Fee-based add-on services are habitually purchased by Skillsoft's clients at the same time as and for the period of service provision to align with the licence term of licence(s) for product packages. In such instances the fees for add-on services will be invoiced annually in advance alongside the licence fees. If fee-based add-on services are purchase subsequent to a licence purchase, the fees for the services will be invoiced on the commencement date for the services indicated in the applicable Call-Off Contract.

CONTACT DETAILS

Please contact Shariff El Rafaey to discuss the Skillsoft listing on G-Cloud. Contact details below:

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