



**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
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.



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

Skillsoft'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. Skillsoft 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	£4,462.05

Introductory Engagement (per 25 user cohort)	
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

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 Claire Carolan to discuss the Skillsoft listing on G-Cloud. Contact details below:

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