



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

Lot 2 - Pricing Schedule

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SKILLSOFT SOLUTION OVERVIEW FOR G-CLOUD

The following collections (and bundles of collections) are available for licensing from Skillsoft under G-Cloud 14.

PRODUCT PACKAGE	Percipio Skillsoft Essentials	Percipio Skillsoft Essentials PLUS	Percipio Skillsoft Expert 3.0	Percipio Codecademy (Tech & Dev) Expert	Percipio Leadership Development Programme	Percipio Compliance Complete	Percipio Certitude	Percipio Coaching
PACKAGE OVERVIEW	Entire Business and Tech & Dev Courseware collection.	Entire Business including CAISY and Tech & Dev Courseware collection plus Business Books.	Entire Business including Skillsoft CAISY, Tech & Dev including Interactive Courseware Collection, plus Entire Books collection.	Entire Tech & Dev including Interactive Courseware collection, Tech & Dev Books and Skillsoft CAISY.	Entire Leadership Development Programme, Skillsoft CAISY and Business Books.	Entire Legal and E,S&H Collection.	Attestation tool.	Digital Coaching.
Business	All	All	All	No	No	No	No	No
Leadership	No	No	No	No	All	No	No	No
Tech & Dev	All	All	All	Yes	No	No	No	No
Skills Benchmarks	All	All	All	All	Yes	No	No	No
Labs	No	No	All	Yes	No	No	No	No
Test Prep	Yes	Yes	Yes	Yes	No	No	No	No
Aspire Journeys	Yes	Yes	All	Yes	Yes	No	No	No
Books	No	Yes - Business Only	Yes	Yes - Tech & Dev Only	Yes	No	No	No
Interactive Courses	No	No	Yes	Yes	No	No	No	No
Skillsoft CAISY	No	Yes	Yes	Yes	Yes	No	No	No
Legal and E,S&H	No	No	No	No	No	Yes	No	No
Attestation	No	No	No	No	No	No	Yes	No
Coaching	No	No	No	No	No	No	No	Yes



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.

If one or more prospective Buyers so request, Supplier may add pricing which provides additional discount for committed licence purchases of higher volumes (i.e. an Authorised Audience in excess of 100,000 for one or more specific product packages).



Time-Limited Offer on Percipio Skillsoft Expert 3.0:

Name of Product Package	Authorised Audience	Annual Cost for the Licence	Price Per Member of the Authorised Audience	Price Per Member of the Authorised Audience until the 31/07/2026	Discount Applied for Time Limited Offer
Percipio Skillsoft Expert 3.0	100	£33,163.10	£331.63	£198.98	40%
	200	£61,642.26	£308.21	£184.93	40%
	400	£106,868.33	£267.17	£160.30	40%
	800	£171,915.46	£214.89	£128.93	40%
	1,600	£266,863.15	£166.79	£100.07	40%
	3,200	£415,880.75	£129.96	£77.97	40%
	5,000	£510,523.29	£102.10	£61.26	40%
	10,000	£644,224.81	£64.42	£38.65	40%
	15,000	£739,543.37	£49.30	£29.58	40%
	20,000	£834,861.95	£41.74	£25.04	40%
	50,000	£1,368,642.14	£27.37	£16.42	40%
	100,000	£1,960,302.09	£19.60	£11.76	40%

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 3.0 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 on or before the 31st July 2026;
and
- (b) where the organisation or Division to be licensed has 1,000 or more employees.

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

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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