

Appendix C: Pricing Index
DIR-CPO-5067
Enterprise Training Solutions Inc.

SERVICE/COURSE CATEGORY	SERVICE/COURSE DESCRIPTION	DIR CUSTOMER DISCOUNT % OFF LIST PRICE
Learning Support Resources		
Learning Support Resources	Enterprise Training ERegister Course Registration System Setup: Includes Website setup, Manager Approval module, Customer Branding	20.75%
Learning Support Resources	Enterprise Training Eregister Course Enrollment & Approval Module - Training aid allowing electronic course enrollment and supervisor notification (per user, per year)	15.75%
Learning Support Resources	Enterprise Training Kit - Online learning program implementation resources that includes: Planning and site administration training, project planning templates, tools, and support required to execute successful online learning program activities (marketing, report generation, ROI analysis).	12.75%
Online Learning Content/Collections: SafeSchools, SafeColleges		
eLearning	SafeSchools Employee Training	5.00%
eLearning	SafeSchools Part-Time Employee Training	5.00%
eLearning	SafeColleges Employee Training	5.00%
eLearning	SafeColleges Part-time Employee Training	5.00%
eLearning	SafeColleges Student Training: 4 year college (\$500.00 minimum purchase)	5.00%
eLearning	SafeColleges Student Training: 2 year college (\$500.00 minimum purchase)	5.00%
Compliance/Tracking	Initial Installation:(\$500.00 minimum)	5.00%
Compliance/Tracking	Additional Administrator/Staff Member	5.00%
Compliance/Tracking	Initial Adoption: SafeColleges Incident Tracking System: "Administrator/Staff Member" (\$2,500 minimum)	5.00%
Compliance/Tracking	Additional Administrator/Staff Member	5.00%
Online Learning Content/Collections		
eLearning	My SkillSource Desktop Collection	50.00%
eLearning	My SkillSource IT Technical Collection	81.70%
eLearning	My SkillSource Professional Development/Business Collection	81.70%
eLearning	My SkillSource Full Courseware Collection	84.14%
eLearning	Desktop Collection	50.00%
eLearning	IT Technical Collection	81.70%
eLearning	Professional Development/Business Collection	81.70%
eLearning	Full Courseware Collection	83.02%
eLearning	Environmental, Safety & Health Collection	50.00%
eLearning	Legal Compliance Collection	50.00%
eLearning	Custom Course Package: Single Course, per user	10.00%
eLearning	Custom Course Package: Up to 3 courses, per user	10.00%
eLearning	Custom Course Package: Up to 5 courses, per user	10.00%
eLearning	Custom Course Package: Up to 10 courses, per user	20.00%
eLearning	Custom Course Package: Up to 20 courses, per user	20.00%

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eLearning support resource	Dedicated eLearning Portal: eLearning portal instance to support customer site branding/identity, web services, and unique system integration	1.00%
eLearning support resource	Hosting: Gigabyte Hosting of customer and/or third party courses (capacity equals approximately 20 one-hour courses. This varies depending on content to be hosted)	5.00%
eLearning	Red Vector Series: 1 User, All Access Library – unlimited access to all courses, webinars	10.71%
eLearning	Red Vector Series: Fundamental Level - Single Course Title, Single user — 1 credit hour	10.75%
eLearning	Red Vector Series: Intermediate Level - Single Course Title, Single user — 1 credit hour	10.75%
eLearning	Red Vector Series: Advanced Level - Single Course Title, Single user — 1 credit hour	10.75%
eLearning	Red Vector Series: 500 Hour Flex Enrollment Program. Enroll a wide range of users to consume hours as required.	12.40%
eLearning	Red Vector Series: 1000 Hour Flex Enrollment Program. Enroll a wide range of users to consume hours as required.	12.40%
eLearning support resource	Online University/Learner Management Setup – Branding and setup for LMS site for managing users and accessing usage reports	5.75%
eLearning	Mainframe and Midrange Training Course Library: Interskill's mainframe e-learning is the only up-to-date & comprehensive e-learning curriculum available to the mainframe computing industry, Covers such topics as DB2, IBM, DB2, WebSphere, CA Technologies, COBOL, VSE, iSeries, much more. Per person, per year.	15.00%
Learning Management		
Learning Management	Learning Management System Site Configuration: LMS portal configuration and delivery to support 3 user cases (Live classes, eLearning courses, other training/conferences/events), training to support learning and administrators, organization site branding/color scheme.	13.00%
Learning Management	Learning Management System annual per user license: User license for dynamic web-based (SaaS) learning and knowledge management system that integrates course delivery (traditional classroom, eLearning, and virtual), administrative documentation, and reporting.	13.00%
Learning Management Implementation	Learning Management System: 4 hours covering admin functionality and course builder. May be multiple sessions. Includes import of historical records.	10.00%
Learning Management Implementation	Learning Management System: 8 hours covering admin functionality and course builder. May be multiple sessions. Includes import of historical records.	10.00%
Learning Management Implementation	Learning Management System: 2 days onsite implementation & training support.	5.00%
Learning Management Implementation	Single Sign-On	25.00%
Stormwind Virtual Instructor-Led Training		
Live eLearning	All Courses (except VMware)	5.00%

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Live eLearning	VMware Authorized- the VMware vSphere: Install, Configure and Manage v7.0	3.00%
CADLearning (Computer-Aided Design) Training		
eLearning	All Access CADLearning Individual & Enterprise User (access to ALL online Autodesk courses) - 1 Year	10.00%
eLearning Support	Setup and Optimization Package for CADLearning: Includes site branding, report setup, administrator training, user/group course mapping, user webinars	20.00%
Custom TBT Course Development		
Custom Computer-Based Training Development	30 minutes seat time, custom online SCORM/AICC compliant training course designed to incorporate Level 2 interactivity as defined by the U.S. Department of Defense handbook "Development of Interactive Multimedia Instruction (IMI)."	16.00%
eLearning Support	Learning Management System (LMS) Configure/Support - Basic: Service for deployment/implementation of online training. Basic level includes: Organization Branding, User data upload, Project Planning (review of customer objectives, marketing activities & user communications), Administrator training, (site configuration, training assignments, web-based orientation sessions, Site Usage reporting. This level is for deployment of under 500 employees.	5.00%
eLearning Support	Learning Management System (LMS) Configure/Support - Basic w/ Single Sign-on (SSO): Service that includes all Basic level support plus Single Sign-on. Service for deployment/implementation of online training. Basic level includes: Organization Branding, User data upload, Project Planning (review of customer objectives, marketing activities & user communications), Administrator training, (site configuration, training assignments, web-based orientation sessions, Site Usage reporting. This level is for deployment of under 500 employees.	5.00%
eLearning Support	Service applies when an organization is deploying Compliance/mandated training to employees. This package/service is purchased in addition to an LMS Support package and includes custom reports designed to track information on completion/non-completion of Compliance training.	10.00%

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eLearning Support	<p>Learning Management System (LMS) Configure/Support - Basic w/ Single Sign-on (SSO), Large Audience, Level 2 Support: Service that includes all LMS support plus Single Sign-on. Service for deployment/implementation of online training. Basic level includes: Organization Branding, User data upload, Project Planning (review of customer objectives, marketing activities & user communications), Administrator training, (site configuration, training assignments, web-based orientation sessions, Site Usage reporting. This level is for deployment of 500-1000 employees.</p>	5.00%
eLearning Support	<p>Learning Management System (LMS) Configure/Support - Basic w/ Single Sign-on (SSO), Large Audience, Level 3 Support: Service that includes all Basic level support plus Single Sign-on. Service for deployment/implementation of online training. Basic level includes: Organization Branding, User data upload, Project Planning (review of customer objectives, marketing activities & user communications), Administrator training, (site configuration, training assignments, web-based orientation sessions, Site Usage reporting. This level may be used for deployment of over 1000 employees.</p>	5.00%