

**DIR-SDD-1996
APPENDIX C - PRICING INDEX**

SKILLSOFT CORPORATION

PRICING GUIDELINES

All pricing stated below reflects the high and low audience ranges. For all in-between audience ranges, please call the Skillsoft representative for a quote.

- Swaps/Exchanges: Multi-year clients may swap or exchange their library on the anniversary date at no charge.
- Represents a 70% discount on three year pricing unless otherwise noted. (Live, Dialogue LDC & 50 Lessons and SGLA, SLA, SPA and SSA are 50% off of 3 year list price.) Hosting is 50% off list price.
- Single or Double byte localized titles can be added for an additional 3% per language on Content Courseware Collections & SkillChoice Collections.
- All single byte languages can be added for an additional 10% Content Courseware Collections & SkillChoice Collections
- All Double byte languages can be added for an additional 12% Content Courseware Collections & SkillChoice Collections
- All Single & Double byte languages can be added for an additional 14% Content Courseware Collections & SkillChoice Collections

NOTE: All pricing shall be equal to Skillsoft Corporation's current GSA pricing.

Effective Date: January 2013 supersedes all previous price lists.

Please contact your SkillSoft representative to place your Skillsoft order:

Julia Worden

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APPENDIX C PRICING INDEX**

SKILLSOFT CORPORATION

SUBSCRIPTION PRICING

SkillChoice multi-modal learning solutions were developed specifically to address the learning and productivity needs of employees. SkillChoice solutions combine courseware, Books24x7®, online mentoring and many other information resources. When provided through the Skillport learning management system, these resources are accessible through a unified search function, Search-and-Learn™, which allows individuals to view and select the learning asset most appropriate to their needs at any given moment.

<u>SkillChoice IT</u>	<u>SkillChoice Business</u>	<u>SkillChoice Desktop</u>	<u>SkillChoice Complete</u>
Content Solution Areas	Content Solution Areas	Content Solution Areas	Content Solution Areas
Enterprise Database Systems	Professional Effectiveness	Desktop Computer Skills	Business Skills
Internet & Network Tech	Management Leadership	Monthly Library Updates	Professional Effectiveness
Software Development	Project Effectiveness	SkillPort	Management Leadership
Operating Systems & Server Tech	Customer-facing Skills	Hosting	Project Effectiveness
Web Design	Finance, HR and Administration	Express Guides	Customer-facing Skills
Project Effectiveness*	Business Strategy & Operations	OfficeEssentials Referenceware Collection	Finance, HR and Administration
Monthly Library Updates	Monthly Library Updates		Business Strategy & Operations
SkillPort	SkillPort		IT
Hosting	Hosting		Enterprise Database Systems
Mentoring	Skillmatch		Internet & Network Tech
Express Guides	Express Guides		Software Development
ITPro Referenceware Collection	Project Management Mentoring		Operating Systems & Server Tech
	BusinessPro Referenceware Collection		Web Design
			Desktop
			Desktop Computer Skills
			Monthly Library Updates
			Express Guides
			BusinessPro Referenceware Collection
			OfficeEssentials Referenceware Collection
			ITPro Referenceware Collection

Extended List Price -			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	SkillChoice Desktop Collection	\$45.53	\$45.53
5 - 14	SkillChoice Desktop Collection	\$43.96	\$39.94
15 - 24	SkillChoice Desktop Collection	\$39.51	\$37.26
25 - 49	SkillChoice Desktop Collection	\$36.91	\$32.76
50 - 99	SkillChoice Desktop Collection	\$32.51	\$26.33
100 - 174	SkillChoice Desktop Collection	\$26.25	\$22.75
175 - 249	SkillChoice Desktop Collection	\$22.72	\$20.70
250 - 374	SkillChoice Desktop Collection	\$20.67	\$18.35
375 - 499	SkillChoice Desktop Collection	\$18.33	\$16.89
500 - 749	SkillChoice Desktop Collection	\$16.88	\$15.05
750 - 999	SkillChoice Desktop Collection	\$15.04	\$13.85
1000 - 2499	SkillChoice Desktop Collection	\$13.84	\$10.32
2500 - 3749	SkillChoice Desktop Collection	\$10.32	\$8.72
3750 - 4999	SkillChoice Desktop Collection	\$8.72	\$7.54
5000 - 6249	SkillChoice Desktop Collection	\$7.54	\$6.72
6250 - 7499	SkillChoice Desktop Collection	\$6.72	\$6.10
7500 - 8699	SkillChoice Desktop Collection	\$6.10	\$5.51
8700 - 9999	SkillChoice Desktop Collection	\$5.51	\$4.95
10,000+	SkillChoice Desktop Collection	quote	quote

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	SkillChoice IT Collection	\$295.93	\$295.93
5 - 14	SkillChoice IT Collection	\$282.82	\$249.10
15 - 24	SkillChoice IT Collection	\$243.88	\$216.45
25 - 49	SkillChoice IT Collection	\$213.25	\$175.70
50 - 99	SkillChoice IT Collection	\$174.59	\$147.66
100 - 174	SkillChoice IT Collection	\$147.29	\$131.51
175 - 249	SkillChoice IT Collection	\$131.35	\$123.20
250 - 374	SkillChoice IT Collection	\$123.02	\$108.65
375 - 499	SkillChoice IT Collection	\$108.57	\$101.39
500 - 749	SkillChoice IT Collection	\$101.33	\$91.48
750 - 999	SkillChoice IT Collection	\$91.45	\$84.74
1000 - 2499	SkillChoice IT Collection	\$84.71	\$60.52
2500 - 3749	SkillChoice IT Collection	\$60.50	\$47.40
3750 - 4999	SkillChoice IT Collection	\$47.39	\$38.00
5000 - 6249	SkillChoice IT Collection	\$37.99	\$31.94
6250 - 7499	SkillChoice IT Collection	\$31.94	\$27.91
7500 - 8699	SkillChoice IT Collection	\$27.91	\$24.72
8700 - 9999	SkillChoice IT Collection	\$24.72	\$22.06
10,000+	SkillChoice IT Collection	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	SkillChoice Business Collection	\$295.93	\$295.93
5 - 14	SkillChoice Business Collection	\$282.82	\$249.10
15 - 24	SkillChoice Business Collection	\$243.88	\$216.45
25 - 49	SkillChoice Business Collection	\$213.25	\$175.70
50 - 99	SkillChoice Business Collection	\$174.59	\$147.66
100 - 174	SkillChoice Business Collection	\$147.29	\$131.51
175 - 249	SkillChoice Business Collection	\$131.35	\$123.20
250 - 374	SkillChoice Business Collection	\$123.02	\$108.65
375 - 499	SkillChoice Business Collection	\$108.57	\$101.39
500 - 749	SkillChoice Business Collection	\$101.33	\$91.48
750 - 999	SkillChoice Business Collection	\$91.45	\$84.74
1000 - 2499	SkillChoice Business Collection	\$84.71	\$60.52
2500 - 3749	SkillChoice Business Collection	\$60.50	\$47.40
3750 - 4999	SkillChoice Business Collection	\$47.39	\$38.00
5000 - 6249	SkillChoice Business Collection	\$37.99	\$31.94
6250 - 7499	SkillChoice Business Collection	\$31.94	\$27.91
7500 - 8699	SkillChoice Business Collection	\$27.91	\$24.72
8700 - 9999	SkillChoice Business Collection	\$24.72	\$22.06
10,000+	SkillChoice Business Collection	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	SkillChoice Complete	\$432.51	\$432.51
5 - 14	SkillChoice Complete	\$413.02	\$362.92
15 - 24	SkillChoice Complete	\$358.45	\$335.01
25 - 49	SkillChoice Complete	\$327.98	\$245.38
50 - 99	SkillChoice Complete	\$243.66	\$201.93
100 - 174	SkillChoice Complete	\$201.50	\$183.57
175 - 249	SkillChoice Complete	\$183.43	\$176.27
250 - 374	SkillChoice Complete	\$176.20	\$170.61
375 - 499	SkillChoice Complete	\$170.46	\$156.39
500 - 749	SkillChoice Complete	\$156.28	\$138.38
750 - 999	SkillChoice Complete	\$138.30	\$123.69
1000 - 2499	SkillChoice Complete	\$123.63	\$81.90
2500 - 3749	SkillChoice Complete	\$81.88	\$65.98
3750 - 4999	SkillChoice Complete	\$65.96	\$52.90

5000 - 6249	SkillChoice Complete	\$52.89	\$44.59
6250 - 7499	SkillChoice Complete	\$44.59	\$38.87
7500 - 8699	SkillChoice Complete	\$38.86	\$34.76
8700 - 9999	SkillChoice Complete	\$34.76	\$31.17
10,000+	SkillChoice Complete	quote	

Courseware Collections			
IT Courseware Collection	Business Courseware Collection	Desktop Courseware Collection	Full Courseware Collection
Content Solution Areas	Content Solution Areas	Content Solution Areas	Content Solution Areas
Enterprise Database Systems	Professional Effectiveness	Desktop Computer Skills	Business Skills
Internet & Network Tech	Management Leadership	Monthly Library Updates	Professional Effectiveness
Software Development	Project Effectiveness	SkillPort	Management Leadership
Operating Systems & Server Tech	Customer-facing Skills	Hosting	Project Effectiveness
Web Design	Finance, HR and Administration	Express Guides	Customer-facing Skills
Project Effectiveness*	Business Strategy & Operations		Finance, HR and Administration
Monthly Library Updates	Monthly Library Updates		Business Strategy & Operations
SkillPort	SkillPort		IT
Hosting	Hosting		Enterprise Database Systems
Mentoring	Skillmatch		Internet & Network Tech
Express Guides	Express Guides		Software Development
	Project Management Mentoring		Operating Systems & Server Tech
			Web Design
			Desktop
			Desktop Computer Skills
			Monthly Library Updates
			Express Guides

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Full Courseware Collection	\$330.07	\$330.07
5 - 14	Full Courseware Collection	\$305.03	\$240.64
15 - 24	Full Courseware Collection	\$235.98	\$211.51
25 - 49	Full Courseware Collection	\$208.97	\$179.09
50 - 99	Full Courseware Collection	\$177.78	\$146.12
100 - 174	Full Courseware Collection	\$145.69	\$127.29
175 - 249	Full Courseware Collection	\$127.15	\$119.81
250 - 374	Full Courseware Collection	\$119.69	\$110.20
375 - 499	Full Courseware Collection	\$110.05	\$96.85
500 - 749	Full Courseware Collection	\$96.76	\$81.62
750 - 999	Full Courseware Collection	\$81.57	\$73.16
1000 - 2499	Full Courseware Collection	\$73.13	\$54.87
2500 - 3749	Full Courseware Collection	\$54.86	\$46.06
3750 - 4999	Full Courseware Collection	\$46.05	\$37.10
5000 - 6249	Full Courseware Collection	\$37.10	\$31.50
6250 - 7499	Full Courseware Collection	\$31.50	\$27.58
7500 - 8699	Full Courseware Collection	\$27.58	\$24.72
8700 - 9999	Full Courseware Collection	\$24.72	\$22.21
10,000+	Full Courseware Collection	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	IT Courseware Collection	\$216.25	\$216.25
5 - 14	IT Courseware Collection	\$204.87	\$175.60
15 - 24	IT Courseware Collection	\$173.76	\$164.08
25 - 49	IT Courseware Collection	\$160.93	\$123.92
50 - 99	IT Courseware Collection	\$122.58	\$90.08
100 - 174	IT Courseware Collection	\$89.69	\$73.33
175 - 249	IT Courseware Collection	\$73.20	\$66.67
250 - 374	IT Courseware Collection	\$66.61	\$61.51
375 - 499	IT Courseware Collection	\$61.46	\$57.50
500 - 749	IT Courseware Collection	\$57.48	\$53.51
750 - 999	IT Courseware Collection	\$53.49	\$50.94
1000 - 2499	IT Courseware Collection	\$50.93	\$38.81

2500 - 3749	IT Courseware Collection	\$38.80	\$31.18
3750 - 4999	IT Courseware Collection	\$31.17	\$25.26
5000 - 6249	IT Courseware Collection	\$25.26	\$21.66
6250 - 7499	IT Courseware Collection	\$21.66	\$19.27
7500 - 8699	IT Courseware Collection	\$19.27	\$17.39
8700 - 9999	IT Courseware Collection	\$17.39	\$15.72
10,000+	IT Courseware Collection	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Business Courseware Collection	\$216.25	\$216.25
5 - 14	Business Courseware Collection	\$204.87	\$175.60
15 - 24	Business Courseware Collection	\$173.76	\$164.08
25 - 49	Business Courseware Collection	\$160.93	\$123.92
50 - 99	Business Courseware Collection	\$122.58	\$90.08
100 - 174	Business Courseware Collection	\$89.69	\$73.33
175 - 249	Business Courseware Collection	\$73.20	\$66.67
250 - 374	Business Courseware Collection	\$66.61	\$61.51
375 - 499	Business Courseware Collection	\$61.46	\$57.50
500 - 749	Business Courseware Collection	\$57.48	\$53.51
750 - 999	Business Courseware Collection	\$53.49	\$50.94
1000 - 2499	Business Courseware Collection	\$50.93	\$38.81
2500 - 3749	Business Courseware Collection	\$38.80	\$31.18
3750 - 4999	Business Courseware Collection	\$31.17	\$25.26
5000 - 6249	Business Courseware Collection	\$25.26	\$21.66
6250 - 7499	Business Courseware Collection	\$21.66	\$19.27
7500 - 8699	Business Courseware Collection	\$19.27	\$17.39
8700 - 9999	Business Courseware Collection	\$17.39	\$15.72
10,000+	Business Courseware Collection	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Desktop Courseware Collection	\$34.60	\$34.60
5 - 14	Desktop Courseware Collection	\$32.92	\$28.59
15 - 24	Desktop Courseware Collection	\$28.17	\$25.97
25 - 49	Desktop Courseware Collection	\$25.79	\$23.64
50 - 99	Desktop Courseware Collection	\$23.42	\$18.02
100 - 174	Desktop Courseware Collection	\$17.96	\$15.36
175 - 249	Desktop Courseware Collection	\$15.34	\$14.16
250 - 374	Desktop Courseware Collection	\$14.15	\$12.93
375 - 499	Desktop Courseware Collection	\$12.92	\$12.08
500 - 749	Desktop Courseware Collection	\$12.08	\$10.78
750 - 999	Desktop Courseware Collection	\$10.78	\$10.13
1000 - 2499	Desktop Courseware Collection	\$10.13	\$7.13
2500 - 3749	Desktop Courseware Collection	\$7.13	\$5.74
3750 - 4999	Desktop Courseware Collection	\$5.74	\$4.82
5000 - 6249	Desktop Courseware Collection	\$4.82	\$4.19
6250 - 7499	Desktop Courseware Collection	\$4.19	\$3.74
7500 - 8699	Desktop Courseware Collection	\$3.74	\$3.38
8700 - 9999	Desktop Courseware Collection	\$3.38	\$3.04
10,000+	Desktop Courseware Collection	quote	

Collections

<u>Environmental Safety & Health Co</u>	<u>Legal Compliance Courseware Collection</u>	<u>Leadership Development Channel (LDC) & 50 Lessons Collections</u>
(ES&H Collection)	Legal Compliance Collection	Leadership Development Channel Collection & 50 Lessons Collection
Monthly Library Updates	Monthly Library Updates	Monthly Library Updates
SkillPort or Training Academy	SkillPort	Books Platform
Hosting	Hosting	Hosting

Extended List Price

Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	ES&H Collection	\$159.57	\$159.57
5 - 14	ES&H Collection	\$144.53	\$105.85
15 - 24	ES&H Collection	\$103.85	\$93.33
25 - 49	ES&H Collection	\$92.40	\$81.49
50 - 99	ES&H Collection	\$80.74	\$62.60
100 - 174	ES&H Collection	\$62.38	\$53.04
175 - 249	ES&H Collection	\$52.87	\$44.16
250 - 374	ES&H Collection	\$44.05	\$35.28
375 - 499	ES&H Collection	\$35.23	\$30.73
500 - 749	ES&H Collection	\$30.69	\$24.35
750 - 999	ES&H Collection	\$24.34	\$20.83
1000 - 2499	ES&H Collection	\$20.82	\$12.86
2500 - 3749	ES&H Collection	\$12.86	\$10.47
3750 - 4999	ES&H Collection	\$10.47	\$8.94
5000 - 6249	ES&H Collection	\$8.94	\$7.83
6250 - 7499	ES&H Collection	\$7.83	\$6.92
7500 - 8699	ES&H Collection	\$6.92	\$6.21
8700 - 9999	ES&H Collection	\$6.21	\$5.56
10,000+	ES&H Collection	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Legal Compliance Collection	\$103.74	\$103.74
5 - 14	Legal Compliance Collection	\$93.68	\$67.80
15 - 24	Legal Compliance Collection	\$66.57	\$60.11
25 - 49	Legal Compliance Collection	\$59.24	\$48.94
50 - 99	Legal Compliance Collection	\$48.52	\$38.21
100 - 174	Legal Compliance Collection	\$38.10	\$33.67
175 - 249	Legal Compliance Collection	\$33.60	\$29.88
250 - 374	Legal Compliance Collection	\$29.82	\$25.10
375 - 499	Legal Compliance Collection	\$25.07	\$21.65
500 - 749	Legal Compliance Collection	\$21.62	\$17.03
750 - 999	Legal Compliance Collection	\$17.01	\$13.89
1000 - 2499	Legal Compliance Collection	\$13.88	\$7.72
2500 - 3749	Legal Compliance Collection	\$7.72	\$5.99
3750 - 4999	Legal Compliance Collection	\$5.99	\$5.08
5000 - 6249	Legal Compliance Collection	\$5.08	\$4.42
6250 - 7499	Legal Compliance Collection	\$4.41	\$3.91
7500 - 8699	Legal Compliance Collection	\$3.91	\$3.56
8700 - 9999	Legal Compliance Collection	\$3.56	\$3.22
10,000+	Legal Compliance Collection	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	LDC & 50 Lessons Bundle	\$52.89	\$52.89
5 - 14	LDC & 50 Lessons Bundle	\$52.87	\$52.83
15 - 24	LDC & 50 Lessons Bundle	\$52.83	\$45.93
25 - 49	LDC & 50 Lessons Bundle	\$52.82	\$45.93
50 - 99	LDC & 50 Lessons Bundle	\$52.74	\$44.14
100 - 174	LDC & 50 Lessons Bundle	\$50.53	\$41.14
175 - 249	LDC & 50 Lessons Bundle	\$40.99	\$33.40
250 - 374	LDC & 50 Lessons Bundle	\$33.30	\$25.63
375 - 499	LDC & 50 Lessons Bundle	\$25.58	\$21.25
500 - 749	LDC & 50 Lessons Bundle	\$21.22	\$16.73
750 - 999	LDC & 50 Lessons Bundle	\$16.72	\$14.48
1000 - 2499	LDC & 50 Lessons Bundle	\$14.47	\$10.42
2500 - 3749	LDC & 50 Lessons Bundle	\$10.42	\$8.17
3750 - 4999	LDC & 50 Lessons Bundle	\$8.16	\$7.04
5000 - 6249	LDC & 50 Lessons Bundle	\$7.04	\$6.04
6250 - 7499	LDC & 50 Lessons Bundle	\$6.04	\$5.30
7500 - 8699	LDC & 50 Lessons Bundle	\$5.30	\$4.69

8700 - 9999	LDC & 50 Lessons Bundle	\$4.71	\$4.20
10,000+	LDC & 50 Lessons Bundle	quote	Quote

Skillsoft Government Leadership Advantage (SGLA) / SLA, SPA, SSA		
Skillsoft Government Leadership Advantage (SGLA)/SLA Collection	Skillsoft Professional Advantage (SPA) Collection	Skillsoft Sales Advantage (SSA) Collection
SGLA Collection = courses, books & videos	SPA Collection = courses, books & videos	SSA Collection = courses, books & videos
Monthly Library Updates	Monthly Library Updates	Monthly Library Updates
Books Platform	Books Platform	Books Platform
Hosting	Hosting	Hosting

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	NA	NA
5 - 14	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$111.72	\$111.72
15 - 24	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$111.72	\$111.72
25 - 49	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$111.72	\$111.72
50 - 99	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$110.50	\$80.94
100 - 174	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$80.44	\$59.19
175 - 249	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$59.02	\$50.54
250 - 374	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$50.43	\$41.79
375 - 499	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$41.74	\$36.92
500 - 749	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$36.88	\$29.89
750 - 999	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$29.87	\$26.32
1000 - 2499	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$26.30	\$15.52
2500 - 3749	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$15.52	\$12.78
3750 - 4999	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$12.78	\$11.11
5000 - 6249	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$11.11	\$10.03
6250 - 7499	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$10.03	\$9.30
7500 - 8699	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$9.30	\$8.79
8700 - 9999	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	\$8.80	\$8.40
10,000	GOVERNMENT LEADERSHIP ADVANTAGE (SGLA) / SLA	Quote	Quote

*Minimum of 5 Users

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	PROFESSIONAL ADVANTAGE (SPA)	NA	NA
5 - 14	PROFESSIONAL ADVANTAGE (SPA)	\$89.38	\$89.38
15 - 24	PROFESSIONAL ADVANTAGE (SPA)	\$89.38	\$89.38
25 - 49	PROFESSIONAL ADVANTAGE (SPA)	\$89.38	\$89.38
50 - 99	PROFESSIONAL ADVANTAGE (SPA)	\$88.41	\$64.76

100 - 174	PROFESSIONAL ADVANTAGE (SPA)	\$64.36	\$47.35
175 - 249	PROFESSIONAL ADVANTAGE (SPA)	\$47.22	\$40.43
250 - 374	PROFESSIONAL ADVANTAGE (SPA)	\$40.35	\$33.44
375 - 499	PROFESSIONAL ADVANTAGE (SPA)	\$33.40	\$29.54
500 - 749	PROFESSIONAL ADVANTAGE (SPA)	\$29.51	\$23.91
750 - 999	PROFESSIONAL ADVANTAGE (SPA)	\$23.90	\$21.06
1000 - 2499	PROFESSIONAL ADVANTAGE (SPA)	\$21.05	\$12.42
2500 - 3749	PROFESSIONAL ADVANTAGE (SPA)	\$12.41	\$10.23
3750 - 4999	PROFESSIONAL ADVANTAGE (SPA)	\$10.23	\$8.89
5000 - 6249	PROFESSIONAL ADVANTAGE (SPA)	\$8.89	\$8.02
6250 - 7499	PROFESSIONAL ADVANTAGE (SPA)	\$8.02	\$7.44
7500 - 8699	PROFESSIONAL ADVANTAGE (SPA)	\$7.44	\$7.04
8700 - 9999	PROFESSIONAL ADVANTAGE (SPA)	\$7.04	\$6.72
10,000	PROFESSIONAL ADVANTAGE (SPA)	Quote	Quote

*Minimum of 5 Users

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	SALES ADVANTAGE (SSA)	NA	NA
5 - 14	SALES ADVANTAGE (SSA)	\$89.38	\$89.38
15 - 24	SALES ADVANTAGE (SSA)	\$89.38	\$89.38
25 - 49	SALES ADVANTAGE (SSA)	\$89.38	\$89.38
50 - 99	SALES ADVANTAGE (SSA)	\$88.41	\$64.76
100 - 174	SALES ADVANTAGE (SSA)	\$64.36	\$47.35
175 - 249	SALES ADVANTAGE (SSA)	\$47.22	\$40.43
250 - 374	SALES ADVANTAGE (SSA)	\$40.35	\$33.44
375 - 499	SALES ADVANTAGE (SSA)	\$33.40	\$29.54
500 - 749	SALES ADVANTAGE (SSA)	\$29.51	\$23.91
750 - 999	SALES ADVANTAGE (SSA)	\$23.90	\$21.06
1000 - 2499	SALES ADVANTAGE (SSA)	\$21.05	\$12.42
2500 - 3749	SALES ADVANTAGE (SSA)	\$12.41	\$10.23
3750 - 4999	SALES ADVANTAGE (SSA)	\$10.23	\$8.89
5000 - 6249	SALES ADVANTAGE (SSA)	\$8.89	\$8.02
6250 - 7499	SALES ADVANTAGE (SSA)	\$8.02	\$7.44
7500 - 8699	SALES ADVANTAGE (SSA)	\$7.44	\$7.04
8700 - 9999	SALES ADVANTAGE (SSA)	\$7.04	\$6.72
10,000	SALES ADVANTAGE (SSA)	Quote	Quote

*Minimum of 5 Users

Platform Software – Add-Ons

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 to 999	SkillPort Standard	\$1.95	\$1.95
1,000 to 2,499	SkillPort Standard	\$1.95	\$1.84
2,500 to 4,999	SkillPort Standard	\$1.84	\$1.50
5,000 to 7,499	SkillPort Standard	\$1.50	\$1.07
7,500 to 9,999	SkillPort Standard	\$1.07	\$0.85
10000 +	SkillPort Standard	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 to 999	SARM-Advanced Reporting Module	\$0.98	\$0.98
1,000 to 2,499	SARM-Advanced Reporting Module	\$0.98	\$0.63
2,500 to 4,999	SARM-Advanced Reporting Module	\$0.63	\$0.51
5,000 to 7,499	SARM-Advanced Reporting Module	\$0.51	\$0.41
7,500 to 9,999	SARM-Advanced Reporting Module	\$0.41	\$0.35
10000 +	SARM-Advanced Reporting Module	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 to 999	ILT Module	\$0.98	\$0.98
1,000 to 2,499	ILT Module	\$0.98	\$0.63

2,500 to 4,999	ILT Module	\$0.63	\$0.51
5,000 to 7,499	ILT Module	\$0.51	\$0.41
7,500 to 9,999	ILT Module	\$0.41	\$0.35
10000 +	ILT Module	quote	

Knowledge Centers - Knowledge Centers can be sold as an add-on to SkillChoice (based on the SC Requirements set forth for each Knowledge Center or as a stand alone Targeted Knowledge Center Solution.

Each Targeted Knowledge Center Solution includes the following: 1) targeted Referenceware Collection; 2) targeted SkillSoft Courseware; 3) SkillPort Platform Software; and 4) Knowledge Center Module/Project Center/Practice Labs. Pricing for both the Knowledge Center as a SkillChoice Add-on as well as the Targeted Knowledge Center Solution are in the Pricing Tool.

Extended List Price			
per Knowledge Center			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Knowledge Center Targeted	\$88.14	\$88.14
5 - 14	Knowledge Center Targeted	\$86.19	\$81.18
15 - 24	Knowledge Center Targeted	\$79.60	\$71.32
25 - 49	Knowledge Center Targeted	\$69.94	\$53.74
50 - 99	Knowledge Center Targeted	\$53.25	\$41.37
100 - 174	Knowledge Center Targeted	\$41.21	\$34.30
175 - 249	Knowledge Center Targeted	\$34.22	\$30.19
250 - 374	Knowledge Center Targeted	\$30.13	\$25.05
375 - 499	Knowledge Center Targeted	\$25.02	\$22.10
500 - 749	Knowledge Center Targeted	\$22.07	\$17.85
750 - 999	Knowledge Center Targeted	\$17.84	\$15.48
1000 - 2499	Knowledge Center Targeted	\$15.47	\$9.88
2500 - 3749	Knowledge Center Targeted	\$9.87	\$7.75
3750 - 4999	Knowledge Center Targeted	\$7.75	\$6.35
5000 - 6249	Knowledge Center Targeted	\$6.35	\$5.36
6250 - 7499	Knowledge Center Targeted	\$5.36	\$4.63
7500 - 8699	Knowledge Center Targeted	\$4.63	\$4.07
8700 - 9999	Knowledge Center Targeted	\$4.07	\$3.59
10,000+	Knowledge Center Targeted	quote	

Extended List Price			
per Knowledge Center			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Knowledge Center Targeted Desktop	\$23.60	\$23.60
5 - 14	Knowledge Center Targeted Desktop	\$23.33	\$22.62
15 - 24	Knowledge Center Targeted Desktop	\$22.41	\$21.32
25 - 49	Knowledge Center Targeted Desktop	\$21.00	\$17.21
50 - 99	Knowledge Center Targeted Desktop	\$17.03	\$12.75
100 - 174	Knowledge Center Targeted Desktop	\$12.70	\$10.37
175 - 249	Knowledge Center Targeted Desktop	\$10.34	\$8.89
250 - 374	Knowledge Center Targeted Desktop	\$8.87	\$7.42
375 - 499	Knowledge Center Targeted Desktop	\$7.41	\$6.49
500 - 749	Knowledge Center Targeted Desktop	\$6.48	\$5.30
750 - 999	Knowledge Center Targeted Desktop	\$5.30	\$4.56
1000 - 2499	Knowledge Center Targeted Desktop	\$4.56	\$3.00
2500 - 3749	Knowledge Center Targeted Desktop	\$3.00	\$2.52
3750 - 4999	Knowledge Center Targeted Desktop	\$2.52	\$2.28
5000 - 6249	Knowledge Center Targeted Desktop	\$2.28	\$1.94
6250 - 7499	Knowledge Center Targeted Desktop	\$1.94	\$1.68
7500 - 8699	Knowledge Center Targeted Desktop	\$1.68	\$1.48
8700 - 9999	Knowledge Center Targeted Desktop	\$1.48	\$1.31
10,000+	Knowledge Center Targeted Desktop	quote	

Extended List Price

Knowledge Centers - (customer has SkillChoice)	Avg Price/User - low end	Avg Price/User - high end
KC Module (1-9) single users	\$53.63	\$53.63
Audience Range (audience Range Price)	Fee for Specified Audience Range	
KC Module (10- 24)	\$487.50	
KC Module (25 - 49)	\$536.25	
KC Module (50 - 99)	\$585.00	
KC Module (100 - 249)	\$672.75	
KC Module (250 - 499)	\$760.50	
KC Module (500 - 999)	\$848.25	
KC Module (1,000 - 2,500)	\$975.00	
KC Module (2,501 - 5,000)	\$1,218.75	
KC Module (5,001 – 9,999)	\$1,462.50	
KC Module (10,000+)	quote	

Pricing above is per Knowledge Center

Extended List Price		
KC Module Desktop- (customer has SkillChoice)	Avg Price/User - low end	Avg Price/User - high end
KC Module (1-9) Desktop single users	\$21.45	\$21.45
Audience Range (audience Range Price)	Fee for Specified Audience Range	
KC Module (10- 24) Desktop	\$195.00	
KC Module (25 - 49) Desktop	\$375.38	
KC Module (50 - 99) Desktop	\$409.50	
KC Module (100 - 249) Desktop	\$470.93	
KC Module (250 - 499) Desktop	\$532.35	
KC Module (500 - 999) Desktop	\$593.78	
KC Module (1,000 - 2,500) Desktop	\$682.50	
KC Module (2,501 - 5,000) Desktop	\$975.00	
KC Module (5,001 – 9,999) Desktop	\$1,170.00	
KC Module (10,000 +) Desktop	quote	

Pricing above is per Knowledge Center

The following is a list of currently available KC's and their SkillChoice requirements:

- Leadership - SkillChoice Business or SkillChoice Complete
- C-Sharp – SkillChoice IT or SkillChoice Complete
- Project Management- SkillChoice Complete
- VB.Net – SkillChoice IT or SkillChoice Complete
- Management – SkillChoice Business or SkillChoice Complete
- IT Security – SkillChoice IT or SkillChoice Complete
- HR Professional – SkillChoice Business or SkillChoice Complete
- Sales Professional – SkillChoice Business or SkillChoice Complete
- MCSA/MCSE – SkillChoice IT or SkillChoice Complete
- Six Sigma – SkillChoice Business or SkillChoice Complete
- Oracle – SkillChoice IT or SkillChoice Complete
- MS Office 2007 – SkillChoice Desktop or SkillChoice Complete
- MS Office 2010 – SkillChoice Desktop or SkillChoice Complete
- Java – SkillChoice IT or SkillChoice Complete
- Cisco – SkillChoice IT or SkillChoice Complete
- Call Center – SkillChoice Business or SkillChoice Complete
- Finance & Accounting – SkillChoice Business or SkillChoice Complete
- Professional Foundations – SkillChoice Desktop & SkillChoice Business or SkillChoice Complete
- Microsoft Enterprise Solutions – SkillChoice IT or SkillChoice Complete
- DOD 8570.1 – SkillChoice IT or SkillChoice Complete

- Prince2 – SkillChoice Business or SkillChoice Complete

Referenceware

Referenceware®, from Books24x7® a wholly owned subsidiary of SkillSoft Corporation, is the largest online book resource offering unobstructed access to thousands of the latest and best business and technology books. With just a few mouse clicks, users can instantly search and access a deep and wide collection of unabridged content from the world's leading authorities in business, technology and other fields. A variety of easy-to-use notification, personalization, and collaboration features stimulate usage ensuring that every corporate deployment can benefit from significant and demonstrable increases in business-relevant "instant learning." By instantly pinpointing critical information for just-enough, just-in-time problem solving and learning, Referenceware helps professionals across all disciplines bridge the gap between what they know and what they need to know to successfully drive corporate initiatives.

Description of the Referenceware Collections

ITPro™ was designed by and for IT professionals who need to keep pace with the accelerating speed of technology and innovation. With thousands of books, ITPro provides both broad and deep coverage of over 100 different technology topics including the latest programming languages, coding methodologies, network security, telecom protocols, IT asset management strategies, to name just a few.

BusinessPro™, suitable for every corporate professional, provides instant guidance on a range of practical topics that drive business results. Topics range from leadership to writing business plans and from interviewing skills to project management.

EngineeringPro™ is packed with reference material covering a wide range of engineering disciplines, plus general reference topics important to all engineering professionals

FinancePro™ offers financial professionals access to relevant, reliable information on a variety of financial and accounting topics.

GovEssentials™ provides a one-stop information resource on government-related issues unique to public sector workers and the private organizations that support them.

OfficeEssentials™ provides fingertip access to the latest information on standard office software such as Microsoft Word, Excel and more in plain, easy-to-understand language. OfficeEssentials is also an ideal product for supporting major corporate software migrations.

WellBeingEssentials™ arms the enterprise -- at all levels -- with the tools it needs to foster a more productive employee base. The collection complements corporate EAP (employee assistance program) initiatives by providing a resource for employees to research and understand topics of importance to them. Well-BeingEssentials includes best-selling titles from the best publishers in the health and work-life arena.

OPTIONAL

Chapter-to-Go (OPTIONAL) - Chapters to Go supplies another layer of flexibility to busy professionals by enabling them to take reading offline in the office or on the road. Subscribers that reference a particular chapter repeatedly may also find Chapters to Go a handy feature that expedites frequent referencing, portability, and access to material offline. 100 seat minimum. Each user is entitled up to 5 downloads per month. **Exception: Educational entities can not license CTG.**

Extended List Price			
Audience	Product *Books BusinessPro	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Books BusinessPro Collection	\$97.31	\$97.31
5 - 14	Books BusinessPro Collection	\$93.00	\$81.92
15 – 24	Books BusinessPro Collection	\$81.42	\$78.82
25 – 49	Books BusinessPro Collection	\$78.57	\$75.69
50 – 99	Books BusinessPro Collection	\$75.52	\$71.31
100 – 174	Books BusinessPro Collection	\$71.20	\$66.78
175 - 249	Books BusinessPro Collection	\$66.71	\$63.09
250 – 374	Books BusinessPro Collection	\$63.05	\$59.33
375 – 499	Books BusinessPro Collection	\$59.30	\$56.77
500 – 749	Books BusinessPro Collection	\$56.73	\$49.77
750 – 999	Books BusinessPro Collection	\$49.74	\$42.94
1000 – 2499	Books BusinessPro Collection	\$42.91	\$30.30
2500 – 3749	Books BusinessPro Collection	\$30.30	\$26.20
3750 – 4999	Books BusinessPro Collection	\$26.20	\$23.23
5000 – 6249	Books BusinessPro Collection	\$23.22	\$20.49
6250 – 7499	Books BusinessPro Collection	\$20.48	\$17.86

7500 – 8699	Books BusinessPro Collection	\$17.86	\$15.78
8700 – 9999	Books BusinessPro Collection	\$15.78	\$13.85
10,000+	Books BusinessPro Collection	quote	

*available with **OPTIONAL** - Chapter-to-Go at a 10% uplift- 100 seat minimum

Extended List Price			
Audience	Product *Books ITPro	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Books ITPro Collection	\$97.31	\$97.31
5 - 14	Books ITPro Collection	\$93.00	\$81.92
15 – 24	Books ITPro Collection	\$81.42	\$78.82
25 – 49	Books ITPro Collection	\$78.57	\$75.69
50 – 99	Books ITPro Collection	\$75.52	\$71.31
100 – 174	Books ITPro Collection	\$71.20	\$66.78
175 - 249	Books ITPro Collection	\$66.71	\$63.09
250 – 374	Books ITPro Collection	\$63.05	\$59.33
375 – 499	Books ITPro Collection	\$59.30	\$56.77
500 – 749	Books ITPro Collection	\$56.73	\$49.77
750 – 999	Books ITPro Collection	\$49.74	\$42.94
1000 – 2499	Books ITPro Collection	\$42.91	\$30.30
2500 – 3749	Books ITPro Collection	\$30.30	\$26.20
3750 – 4999	Books ITPro Collection	\$26.20	\$23.23
5000 – 6249	Books ITPro Collection	\$23.22	\$20.49
6250 – 7499	Books ITPro Collection	\$20.48	\$17.86
7500 – 8699	Books ITPro Collection	\$17.86	\$15.78
8700 – 9999	Books ITPro Collection	\$15.78	\$13.85
10,000+	Books ITPro Collection	quote	

*available with **OPTIONAL** - Chapter-to-Go at a 10% uplift- 100 seat minimum

Extended List Price			
Audience	Product *Books EngineeringPro	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Books EngineeringPro Collection	\$97.31	\$97.31
5 - 14	Books EngineeringPro Collection	\$93.00	\$81.92
15 – 24	Books EngineeringPro Collection	\$81.42	\$78.82
25 – 49	Books EngineeringPro Collection	\$78.57	\$75.69
50 – 99	Books EngineeringPro Collection	\$75.52	\$71.31
100 – 174	Books EngineeringPro Collection	\$71.20	\$66.78
175 - 249	Books EngineeringPro Collection	\$66.71	\$63.09
250 – 374	Books EngineeringPro Collection	\$63.05	\$59.33
375 – 499	Books EngineeringPro Collection	\$59.30	\$56.77
500 – 749	Books EngineeringPro Collection	\$56.73	\$49.77
750 – 999	Books EngineeringPro Collection	\$49.74	\$42.94
1000 – 2499	Books EngineeringPro Collection	\$42.91	\$30.30
2500 – 3749	Books EngineeringPro Collection	\$30.30	\$26.20
3750 – 4999	Books EngineeringPro Collection	\$26.20	\$23.23
5000 – 6249	Books EngineeringPro Collection	\$23.22	\$20.49
6250 – 7499	Books EngineeringPro Collection	\$20.48	\$17.86
7500 – 8699	Books EngineeringPro Collection	\$17.86	\$15.78
8700 – 9999	Books EngineeringPro Collection	\$15.78	\$13.85
10,000+	Books EngineeringPro Collection	quote	

*available with **OPTIONAL** Chapter-to-Go at a 10% uplift- 100 seat minimum

Extended List Price			
Audience	Product *Books FinancePro	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Books FinancePro Collection	\$97.31	\$97.31
5 - 14	Books FinancePro Collection	\$93.00	\$81.92
15 – 24	Books FinancePro Collection	\$81.42	\$78.82
25 – 49	Books FinancePro Collection	\$78.57	\$75.69
50 – 99	Books FinancePro Collection	\$75.52	\$71.31
100 – 174	Books FinancePro Collection	\$71.20	\$66.78
175 - 249	Books FinancePro Collection	\$66.71	\$63.09
250 – 374	Books FinancePro Collection	\$63.05	\$59.33

375 – 499	Books FinancePro Collection	\$59.30	\$56.77
500 – 749	Books FinancePro Collection	\$56.73	\$49.77
750 – 999	Books FinancePro Collection	\$49.74	\$42.94
1000 – 2499	Books FinancePro Collection	\$42.91	\$30.30
2500 – 3749	Books FinancePro Collection	\$30.30	\$26.20
3750 – 4999	Books FinancePro Collection	\$26.20	\$23.23
5000 – 6249	Books FinancePro Collection	\$23.22	\$20.49
6250 – 7499	Books FinancePro Collection	\$20.48	\$17.86
7500 – 8699	Books FinancePro Collection	\$17.86	\$15.78
8700 – 9999	Books FinancePro Collection	\$15.78	\$13.85
10,000+	Books FinancePro Collection	quote	

*available with **OPTIONAL** Chapter-to-Go at a 10% uplift- 100 seat minimum

Extended List Price			
Audience	Product *Books OfficeEssentials	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Books OfficeEssentials Collection	\$17.36	\$17.36
5 - 14	Books OfficeEssentials Collection	\$16.34	\$13.71
15 – 24	Books OfficeEssentials Collection	\$13.55	\$12.71
25 – 49	Books OfficeEssentials Collection	\$12.61	\$11.45
50 – 99	Books OfficeEssentials Collection	\$11.42	\$10.63
100 – 174	Books OfficeEssentials Collection	\$10.61	\$9.80
175 - 249	Books OfficeEssentials Collection	\$9.79	\$9.10
250 – 374	Books OfficeEssentials Collection	\$9.09	\$8.43
375 – 499	Books OfficeEssentials Collection	\$8.42	\$7.93
500 – 749	Books OfficeEssentials Collection	\$7.93	\$7.12
750 – 999	Books OfficeEssentials Collection	\$7.11	\$6.48
1000 – 2499	Books OfficeEssentials Collection	\$6.48	\$5.03
2500 – 3749	Books OfficeEssentials Collection	\$5.03	\$4.38
3750 – 4999	Books OfficeEssentials Collection	\$4.38	\$3.83
5000 – 6249	Books OfficeEssentials Collection	\$3.83	\$3.44
6250 – 7499	Books OfficeEssentials Collection	\$3.44	\$3.14
7500 – 8699	Books OfficeEssentials Collection	\$3.14	\$2.85
8700 – 9999	Books OfficeEssentials Collection	\$2.85	\$2.56
10,000+	Books OfficeEssentials Collection	quote	

*available with **OPTIONAL** Chapter-to-Go at a 10% uplift- 100 seat minimum

Extended List Price			
Audience	Product *Books WellBeingEssentials	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Books WellBeingEssentials Collection	\$17.36	\$17.36
5 - 14	Books WellBeingEssentials Collection	\$16.34	\$13.71
15 – 24	Books WellBeingEssentials Collection	\$13.55	\$12.71
25 – 49	Books WellBeingEssentials Collection	\$12.61	\$11.45
50 – 99	Books WellBeingEssentials Collection	\$11.42	\$10.63
100 – 174	Books WellBeingEssentials Collection	\$10.61	\$9.80
175 - 249	Books WellBeingEssentials Collection	\$9.79	\$9.10
250 – 374	Books WellBeingEssentials Collection	\$9.09	\$8.43
375 – 499	Books WellBeingEssentials Collection	\$8.42	\$7.93
500 – 749	Books WellBeingEssentials Collection	\$7.93	\$7.12
750 – 999	Books WellBeingEssentials Collection	\$7.11	\$6.48
1000 – 2499	Books WellBeingEssentials Collection	\$6.48	\$5.03
2500 – 3749	Books WellBeingEssentials Collection	\$5.03	\$4.38
3750 – 4999	Books WellBeingEssentials Collection	\$4.38	\$3.83
5000 – 6249	Books WellBeingEssentials Collection	\$3.83	\$3.44
6250 – 7499	Books WellBeingEssentials Collection	\$3.44	\$3.14
7500 – 8699	Books WellBeingEssentials Collection	\$3.14	\$2.85
8700 – 9999	Books WellBeingEssentials Collection	\$2.85	\$2.56
10,000+	Books WellBeingEssentials Collection	quote	

*available with **OPTIONAL** Chapter-to-Go at a 10% uplift- 100 seat minimum

Extended List Price			
Audience	Product *Books GovEssentials	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Books GovEssentials Collection	\$39.00	\$39.00
5 - 14	Books GovEssentials Collection	\$36.60	\$30.43
15 - 24	Books GovEssentials Collection	\$30.20	\$29.00
25 - 49	Books GovEssentials Collection	\$28.88	\$27.47
50 - 99	Books GovEssentials Collection	\$27.42	\$26.22
100 - 174	Books GovEssentials Collection	\$26.21	\$25.70
175 - 249	Books GovEssentials Collection	\$25.68	\$24.88
250 - 374	Books GovEssentials Collection	\$24.87	\$23.59
375 - 499	Books GovEssentials Collection	\$23.58	\$22.69
500 - 749	Books GovEssentials Collection	\$22.68	\$20.79
750 - 999	Books GovEssentials Collection	\$20.78	\$18.84
1000 - 2499	Books GovEssentials Collection	\$18.83	\$13.53
2500 - 3749	Books GovEssentials Collection	\$13.53	\$12.02
3750 - 4999	Books GovEssentials Collection	\$12.02	\$11.02
5000 - 6249	Books GovEssentials Collection	\$11.02	\$9.61
6250 - 7499	Books GovEssentials Collection	\$9.61	\$8.34
7500 - 8699	Books GovEssentials Collection	\$8.34	\$7.33
8700 - 9999	Books GovEssentials Collection	\$7.33	\$6.43
10,000+	Books GovEssentials Collection	quote	

*available with **OPTIONAL** Chapter-to-Go at a 10% uplift- 100 seat minimum

SkillSoft Live Learning

Live Learning is a derivative of traditional instructor-led technical training. But rather than gathering students in one physical locale, instructor lectures are Web-cast (audio and app-shares) to participants anywhere via the internet.

Live Learning classes are taught in a "chunked" schedule with two three-hour lectures per week. A course taught by a traditional brick-and-mortar ILT provider for 5 contiguous days (lecture/lab) is presented in Live Learning over three weeks (6 3-hour lectures). Hands-on labs are performed by students independently between lectures, with 24x7 mentors (course-dependent) accessible to assist if needed. Recorded versions of lectures are available 24x7 for review or if someone misses any scheduled live lecture. Lectures are **team taught**, providing pace, diversity and spontaneity unavailable from a lone instructor. Various Live Learning courses are also supported by Online Student Guides, Class Notes, LabSims and pre, post & practice assessments.

All classes are recorded. When available, they can attend the live session as long as it falls within the contracted term .

Offerings:

- Live Learning - Single Class Seat
- Encore with Live – All Access (includes Virtualization, CompTia, A+, Cisco, Microsoft, & Project Mgmt)
- Encore with Live – All Access Virtualization (VM Ware)
- Encore with Live – All Access Cisco
- Encore with Live – All Access Microsoft
- Encore with Live – All Access Project Mgmt

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Live Learning - single seat	\$455.00	\$455.00
5 - 14	Live Learning - single seat	\$438.62	\$396.50
15 - 24	Live Learning - single seat	\$390.26	\$357.50
25 - 49	Live Learning - single seat	\$354.06	\$313.56
50 - 99	Live Learning - single seat	\$312.41	\$284.38
100 - 174	Live Learning - single seat	\$283.89	\$263.22
175 - 249	Live Learning - single seat	\$262.85	\$243.75
250 - 374	Live Learning - single seat	\$243.52	\$224.20
375 - 499	Live Learning - single seat	\$224.01	\$206.30
500 - 749	Live Learning - single seat	\$206.18	\$186.80
750 - 999	Live Learning - single seat	\$186.72	\$170.56
1000 - 2499	Live Learning - single seat	\$170.51	\$133.24
2500 - 3749	Live Learning - single seat	\$133.23	\$120.78
3750 - 4999	Live Learning - single seat	\$120.77	\$110.49
5000 - 6249	Live Learning - single seat	\$110.48	\$100.42
6250 - 7499	Live Learning - single seat	\$100.41	\$90.45
7500 - 8699	Live Learning - single seat	\$90.44	\$80.58

8700 - 9999	Live Learning - single seat	\$80.57	\$70.69
10,000+	Live Learning - single seat	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Encore with Live- All Access	\$1,430.00	\$1,430.00
5 - 14	Encore with Live- All Access	\$1,404.80	\$1,340.57
15 - 24	Encore with Live- All Access	\$1,312.00	\$1,161.88
25 - 49	Encore with Live- All Access	\$1,150.64	\$1,018.88
50 - 99	Encore with Live- All Access	\$1,012.50	\$858.00
100 - 174	Encore with Live- All Access	\$855.92	\$768.62
175 - 249	Encore with Live- All Access	\$766.93	\$679.25
250 - 374	Encore with Live- All Access	\$678.39	\$607.80
375 - 499	Encore with Live- All Access	\$606.85	\$518.41
500 - 749	Encore with Live- All Access	\$517.77	\$411.13
750 - 999	Encore with Live- All Access	\$410.79	\$348.59
1000 - 2499	Encore with Live- All Access	\$348.39	\$227.01
2500 - 3749	Encore with Live- All Access	\$226.97	\$196.62
3750 - 4999	Encore with Live- All Access	\$196.60	\$178.74
5000 - 6249	Encore with Live- All Access	\$178.72	\$160.87
6250 - 7499	Encore with Live- All Access	\$160.85	\$142.99
7500 - 8699	Encore with Live- All Access	\$142.98	\$128.69
8700 - 9999	Encore with Live- All Access	\$128.68	\$116.19
10,000+	Encore with Live- All Access	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Encore with Live- All Access Virtualization	\$910.00	\$910.00
5 - 14	Encore with Live- All Access Virtualization	\$894.08	\$853.13
15 - 24	Encore with Live- All Access Virtualization	\$834.93	\$739.38
25 - 49	Encore with Live- All Access Virtualization	\$732.24	\$648.34
50 - 99	Encore with Live- All Access Virtualization	\$644.29	\$545.94
100 - 174	Encore with Live- All Access Virtualization	\$544.62	\$489.09
175 - 249	Encore with Live- All Access Virtualization	\$488.01	\$432.23
250 - 374	Encore with Live- All Access Virtualization	\$431.68	\$386.72
375 - 499	Encore with Live- All Access Virtualization	\$386.12	\$329.82
500 - 749	Encore with Live- All Access Virtualization	\$329.41	\$261.61
750 - 999	Encore with Live- All Access Virtualization	\$261.40	\$221.76
1000 - 2499	Encore with Live- All Access Virtualization	\$221.63	\$144.45
2500 - 3749	Encore with Live- All Access Virtualization	\$144.42	\$125.11
3750 - 4999	Encore with Live- All Access Virtualization	\$125.10	\$113.74
5000 - 6249	Encore with Live- All Access Virtualization	\$113.73	\$102.36
6250 - 7499	Encore with Live- All Access Virtualization	\$102.35	\$90.99
7500 - 8699	Encore with Live- All Access Virtualization	\$90.98	\$81.89
8700 - 9999	Encore with Live- All Access Virtualization	\$81.88	\$73.95
10,000+	Encore with Live- All Access Virtualization	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Encore with Live- All Access Cisco	\$910.00	\$910.00
5 - 14	Encore with Live- All Access Cisco	\$894.08	\$853.13
15 - 24	Encore with Live- All Access Cisco	\$834.93	\$739.38
25 - 49	Encore with Live- All Access Cisco	\$732.24	\$648.34
50 - 99	Encore with Live- All Access Cisco	\$644.29	\$545.94
100 - 174	Encore with Live- All Access Cisco	\$544.62	\$489.09
175 - 249	Encore with Live- All Access Cisco	\$488.01	\$432.23
250 - 374	Encore with Live- All Access Cisco	\$431.68	\$386.72
375 - 499	Encore with Live- All Access Cisco	\$386.12	\$329.82
500 - 749	Encore with Live- All Access Cisco	\$329.41	\$261.61
750 - 999	Encore with Live- All Access Cisco	\$261.40	\$221.76
1000 - 2499	Encore with Live- All Access Cisco	\$221.63	\$144.45
2500 - 3749	Encore with Live- All Access Cisco	\$144.42	\$125.11
3750 - 4999	Encore with Live- All Access Cisco	\$125.10	\$113.74

5000 - 6249	Encore with Live- All Access Cisco	\$113.73	\$102.36
6250 - 7499	Encore with Live- All Access Cisco	\$102.35	\$90.99
7500 - 8699	Encore with Live- All Access Cisco	\$90.98	\$81.89
8700 - 9999	Encore with Live- All Access Cisco	\$81.88	\$73.95
10,000+	Encore with Live- All Access Cisco	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Encore with Live- All Access MicroSoft	\$780.00	\$780.00
5 - 14	Encore with Live- All Access MicroSoft	\$766.35	\$731.25
15 - 24	Encore with Live- All Access MicroSoft	\$715.65	\$633.75
25 - 49	Encore with Live- All Access MicroSoft	\$627.64	\$555.82
50 - 99	Encore with Live- All Access MicroSoft	\$552.34	\$467.97
100 - 174	Encore with Live- All Access MicroSoft	\$466.84	\$419.23
175 - 249	Encore with Live- All Access MicroSoft	\$418.31	\$370.49
250 - 374	Encore with Live- All Access MicroSoft	\$370.02	\$331.50
375 - 499	Encore with Live- All Access MicroSoft	\$330.98	\$282.73
500 - 749	Encore with Live- All Access MicroSoft	\$282.38	\$224.27
750 - 999	Encore with Live- All Access MicroSoft	\$224.09	\$190.11
1000 - 2499	Encore with Live- All Access MicroSoft	\$190.00	\$123.79
2500 - 3749	Encore with Live- All Access MicroSoft	\$123.77	\$107.22
3750 - 4999	Encore with Live- All Access MicroSoft	\$107.21	\$97.48
5000 - 6249	Encore with Live- All Access MicroSoft	\$97.47	\$87.73
6250 - 7499	Encore with Live- All Access MicroSoft	\$87.72	\$77.98
7500 - 8699	Encore with Live- All Access MicroSoft	\$77.98	\$70.18
8700 - 9999	Encore with Live- All Access MicroSoft	\$70.18	\$63.34
10,000+	Encore with Live- All Access MicroSoft	quote	

Extended List Price			
Audience	Product	Avg Price/User - low end	Avg Price/User - high end
1 - 4	Encore with Live- All Access Project Mgmt	\$650.00	\$650.00
5 - 14	Encore with Live- All Access Project Mgmt	\$638.63	\$609.38
15 - 24	Encore with Live- All Access Project Mgmt	\$596.38	\$528.13
25 - 49	Encore with Live- All Access Project Mgmt	\$523.03	\$463.13
50 - 99	Encore with Live- All Access Project Mgmt	\$460.24	\$390.08
100 - 174	Encore with Live- All Access Project Mgmt	\$389.14	\$349.42
175 - 249	Encore with Live- All Access Project Mgmt	\$348.65	\$308.78
250 - 374	Encore with Live- All Access Project Mgmt	\$308.39	\$276.30
375 - 499	Encore with Live- All Access Project Mgmt	\$275.86	\$235.66
500 - 749	Encore with Live- All Access Project Mgmt	\$235.37	\$186.94
750 - 999	Encore with Live- All Access Project Mgmt	\$186.79	\$158.46
1000 - 2499	Encore with Live- All Access Project Mgmt	\$158.37	\$103.24
2500 - 3749	Encore with Live- All Access Project Mgmt	\$103.22	\$89.41
3750 - 4999	Encore with Live- All Access Project Mgmt	\$89.40	\$81.27
5000 - 6249	Encore with Live- All Access Project Mgmt	\$81.27	\$73.14
6250 - 7499	Encore with Live- All Access Project Mgmt	\$73.14	\$65.02
7500 - 8699	Encore with Live- All Access Project Mgmt	\$65.01	\$58.51
8700 - 9999	Encore with Live- All Access Project Mgmt	\$58.51	\$52.81
10,000+	Encore with Live- All Access Project Mgmt	quote	

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APPENDIX C PRICING INDEX**

SKILLSOFT CORPORATION

CUSTOMIZED PRICING

Skillport/OLSA site -

In order for a customer to have a unique site on Skillport or OLSA, they will have to license a minimum of \$15,000 annually in products. If they do not meet the minimum and want a unique site then we will have to charge them an additional \$5,000 annually.

Skillstudio –

SkillStudio is a tool that helps organizations enhance their training programs by tailoring SkillSoft courses to specific needs. SkillStudio enables organizations to leverage their investment in SkillSoft courseware while creating courses that will have the same high level of instructional design, as well as the same navigation, behaviors, and overall look and feel that off-the-shelf courses have.

SkillStudio is designed for two types of user: those customizing SkillSoft courses or those developing new courses in the SkillSoft design and format.

Extended List Price = \$5,000 (includes 4 developers)

Skillstudio Training

Training is required = **\$4,000 (up to 4 developers) OR single developer training \$1,000/developer**

Dialogue Design –

Dialogue Design is an easy to use tool for preparing and publishing custom content, combining MS PowerPoint, MS Word, MS Excel, PDF, Flash files and more into a cohesive presentation package.

Extended List Price = \$4,000 (includes 4 developers)

Hosting –

All customers who license Hosting will receive the publishing tool. Customers can choose to publish the objects to their site themselves or Skillsoft can publish it for them.

A. Hosting Active Content – is any learning content that can be hosted on Skillport for which Skillport can launch, and track the scores, accesses and duration.

Extended List Price - Active Content Hosting Pricing			
Number of Objects		Hosting with Publishing Tool	Hosting without Publishing Tool
1	9	\$78.50	\$131.00
10	19	\$70.00	\$113.50
20	29	\$65.50	\$109.50
30	49	\$61.00	\$96.00
50	99	\$52.50	\$83.00
100	+	\$43.50	\$65.50

B. Hosting Passive Content – is any learning content program that will not provide any type of scoring information back to Skillport including but not limited to PDF files, word files, and PowerPoint presentations. (this is the same mechanism as that used for Business Impact, Executive Summaries and other Skillsoft library courses with course ids that are prefixed with “_pc_”)

Extended List Price - Passive Content Hosting Pricing			
Number of Object Bundles (sold in quantities of 10)		Hosting with Publishing Tool	Hosting without Publishing Tool
1	4	\$175.00	\$227.50
5	9	\$157.50	\$205.50
10	49	\$148.50	\$192.50
50	+	\$131.00	\$170.50

C. Hosting Gigabyte (with self publisher only) – Customers must have the publishing tool in order to purchase Gigabyte hosting. Customers can choose to purchase hosting per Gigabyte instead of paying for individual objects. Maximum of 10 gigabytes per site. A rough guideline to use for space is 20 courses per GB of hosting purchased.

Extended List Price Hosting – Gigabyte (up to 20 objects) = \$1,310