

**AUTHORIZED FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE PRICELIST
GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE AND SERVICES**

**SPECIAL ITEM NO. 132-32 TERM SOFTWARE LICENSES FSC CLASS 7030 INFORMATION TECHNOLOGY
SOFTWARE**

Note: Contractor is awarded under the Cooperative Purchasing and Disaster Recovery Programs

CONTRACT NUMBER: GS-35F-0099J

Contract current through Modification PA-0091, dated October 15, 2018



**For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at
<http://www.fss.gsa.gov>.**

Contract Period: 11/30/2013-11/29/2018

**Skillssoft Corporation
300 INNOVATIVE WAY
STE 201
NASHUA, NH 03062
(603) 324-3000 Telephone
(888) 631-7405 Toll Free
(603) 324-3009 Facsimile**

**Contract Administrator: Meghan Pajer
Skillssoft is a Large Business
Taxpayer Identification Number (TIN): 02-0496115**

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov/>

Customer Information

- 1a. Table of awarded special item numbers with appropriate cross-reference to item descriptions and awarded prices.

Special Item Number 132-32: Term Software License

Special Item Number 70-500: Order Level Materials (OLMs)

- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.
See Approved GSA Pricing
- 1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided.
Hourly rates are not applicable.
2. Maximum order.
132-32: \$500,000
70-500: \$100,000
3. Minimum order.
\$100
4. Geographic coverage.
The Geographic Scope of Contract is Worldwide.
5. Point of production.
300 INNOVATIVE WAY
STE 201
NASHUA, NH 03062
6. Discount from list prices or statement of net price.
Prices shown are NET Prices; Basic Discounts have been deducted.
7. Quantity discounts.
Prices shown are NET Prices; Quantity Discounts have been deducted.
8. Prompt payment terms.
2%, 10 days; Net 30 days from receipt of invoice or date of acceptance, whichever is later.
- 9a. The Government purchase Card will be accepted for payment on orders below the micro-purchase threshold.
- 9b. The Government purchase Card will be accepted for payment on orders above the micro-purchase threshold.

10. Foreign items.
All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.
- 11a. Time of delivery.
- | <i>SPECIAL ITEM NUMBER</i> | <i>DELIVERY TIME (Days ARO)</i> |
|----------------------------|---------------------------------|
| <i>132-32</i> | <i>10 Days</i> |
| <i>70-500</i> | <i>As Negotiated</i> |
- 11b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price lists that have expedited delivery.
As negotiated on the task order level.
- 11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery.
As negotiated on the task order level.
- 11d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery.
As negotiated on the task order level.
12. F.O.B. point.
Destination
- 13a. Ordering address.
*300 INNOVATIVE WAY
 STE 201
 NASHUA, NH 03062*
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment address.
By mail:
Skillsoft Corporation
P.O. Box 405527
Atlanta, GA 30384-5527
- Overnight/express mail:
Bank of America Lockbox Svcs
Lockbox 405527
6000 Feldwood Road
College Park, GA 30349
- By Wire/ACH:
Bank: Bank of America, N.A.
Bank Address: 100 N. Tryon Street Ste. 170, Charlotte, NC
Account Name: Skillsoft Corporation
Account #: 9425499979
SWIFT/ABA: BOFAUS3N/026009593
ACH ABA: 011400495
15. Warranty provision: 90 Days
16. Export packing charges are *not applicable*.
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).
None
18. Terms and conditions of rental, maintenance, and repair are *not applicable*.
19. Terms and conditions of installation are *not applicable*.
20. Terms and conditions of repair parts are *not applicable*.
- 20a. Terms and conditions for any other services are *not applicable*.
21. List of service and distribution points is *not applicable*.
22. List of participating dealers is *not applicable*.
23. Preventive maintenance is *not applicable*.
- 24a. Special attributes such as environmental attributes are *not applicable*.
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/.
<http://www.skillsoft.com/>
25. Data Universal Number System (DUNS) number: 011496069
26. Notification regarding registration in SAM.gov database: 1KU29

**TERMS AND CONDITIONS APPLICABLE TO
TERM SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-32)
OF GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY
SOFTWARE**

1. INSPECTION/ACCEPTANCE

The Contractor shall only tender for acceptance those items that conform to the requirements of this contract. The ordering activity reserves the right to inspect or test any software that has been tendered for acceptance. The ordering activity may require repair or replacement of nonconforming software at no increase in contract price. The ordering activity must exercise its post acceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the software, unless the change is due to the defect in the software.

2. GUARANTEE/WARRANTY

- a. Unless specified otherwise in this contract, the Contractor's standard commercial guarantee/warranty as stated in the contract's commercial pricelist will apply to this contract.

Skillssoft warrants that for a period of ninety (90) days from the date Customer receives the Skillssoft Product(s), the Skillssoft Product(s) and the Documentation provided with them will be free from defects in materials and workmanship under normal use and will substantially conform to the Documentation. Customer shall be deemed to have received the Skillssoft Product(s) on the date Customer is first provided access to the applicable Skillssoft Product(s) or upon delivery of the CD/R media on which the applicable Skillssoft Product(s) are recorded, whichever comes first.

During the warranty period, Skillssoft, at its sole option and expense, (i) may make reasonable efforts to correct defects in the Skillssoft Product(s) or Documentation that are identified and documented by Customer, and confirmed by Skillssoft, provided that Customer has notified Skillssoft in writing of such defects, or (ii) may replace the defective Skillssoft Product(s) or Documentation. Skillssoft's obligation of liability hereunder shall be to replace or make reasonable efforts to take corrective action with regards to such defect in a single copy of the defective Skillssoft Product(s) or Documentation. Notwithstanding the foregoing, Skillssoft shall have no obligation to correct or replace copies of any Skillssoft Product(s) or Documentation that Customer has made in accordance with the provisions of this Agreement. The remedy stated in this Section 5.2 shall be Skillssoft's entire obligation and Customer's sole and exclusive remedy for breach of warranty hereunder and shall be in lieu of any other remedy available to Customer at law or in equity. This warranty shall not apply if the Skillssoft product(s) have been (a) altered, modified, or enhanced; (b) subjected to misuse, negligence, computer or electrical malfunction; or (c) used, adjusted, installed or operated other than in accordance with the Documentation within the Skillssoft Product(s) or with an application or in an environment other than as specified in the Documentation.

THE FOREGOING WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES WHETHER WRITTEN, ORAL, EXPRESS OR IMPLIED. SKILLSOFT SPECIFICALLY DISCLAIMS ALL OTHER WARRANTIES OF ANY KIND, EITHER EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION, IMPLIED WARRANTIES OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, NON-INFRINGEMENT, TITLE, ABSENCE OF SECURITY INTEREST, LIEN OR ENCUMBRANCE, AND QUIET ENJOYMENT. SPECIFICALLY, AND NOT IN LIMITATION OF FOREGOING, SKILLSOFT DOES NOT WARRANT THAT ANY SKILLSOFT PRODUCT(S) WILL MEET CUSTOMER NEEDS OR REQUIREMENTS, THAT THE OPERATION OF ANY SKILLSOFT PRODUCT(S) WILL BE UNINTERRUPTED OR ERROR FREE, OR THAT ANY DEFECTS IN THE SKILLSOFT PRODUCT(S) WILL BE CORRECTED. TO THE EXTENT THAT ANY IMPLIED WARRANTIES ARE DEEMED TO EXIST UNDER APPLICABLE LAW, THEY ARE HEREBY EXPRESSLY LIMITED IN DURATION TO THE DURATION OF ANY EXPRESS WRITTEN WARRANTY MADE HEREIN.

- c. **Limitation of Liability.** Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.

NEITHER PARTY SHALL BE LIABLE FOR ANY CONSEQUENTIAL, COLLATERAL, SPECIAL, INCIDENTAL, INDIRECT, EXEMPLARY, PUNITIVE, OR CONSEQUENTIAL DAMAGES, INCLUDING, WITHOUT LIMITATION, ANY LOSS OF PROFITS OR REVENUE, ANY LOSS OF USE, DAMAGE, LOSS OR DESTRUCTION OF DATA, COSTS OF COVER, COSTS OF DELAY, HOWEVER CAUSED AND BASED ON ANY THEORY OF LIABILITY, FOR ANY CLAIMS OR CAUSES OF ACTION ARISING OUT OF OR RELATED TO THIS AGREEMENT OR ITS SUBJECT MATTER. THESE LIMITATIONS WILL APPLY EVEN IF THE OTHER PARTY HAS BEEN INFORMED OF THE POSSIBILITY OF SUCH DAMAGES.

IN NO EVENT SHALL SKILLSOFT'S AGGREGATE LIABILITY ARISING OUT OF ANY KIND OF CLAIM (WHETHER IN CONTRACT, TORT, OR OTHERWISE), UNDER THIS AGREEMENT OR ARISING OUT OF OR RESULTING FROM CUSTOMER'S USE OF ANY SKILLSOFT PRODUCT(S) OR DOCUMENTATION EXCEED THE COMMITMENT FEE PAID UNDER THIS AGREEMENT WITH RESPECT TO SUCH SKILLSOFT PRODUCT(S) OR DOCUMENTATION.

3. TECHNICAL SERVICES

The Contractor, without additional charge to the ordering activity, shall provide a hot line technical support number for the purpose of providing user assistance and guidance in the implementation of the software.

Our Customer Support Consultants are ready to answer your request 24 hours a day, 7 days a week.



EMAIL Send your service request to support@skillsoft.com



LIVE HELP Access real-time assistance using our [Live Help](#)



PHONE

U.S. and Canada - 1-866-Skil-Help (754- 5435)

Elsewhere in the Americas - 1-506-462-6612

Europe/Middle East/Africa -

- France, dial toll free 00-800-76-27-84-35
- United Kingdom, dial toll free 0-800-973-184
- Ireland, dial direct 01-283-0380
- Elsewhere, to call Ireland, dial direct + 353-1-283-0380

Asia Pacific -

- Australia, dial toll free 1 300 728 377
- New Zealand, dial toll free 0 800 738 324
- Singapore dial toll free 800 181 1031
- Elsewhere, to call Australia, dial direct +61-2-9941-6364

4. PERIODS OF TERM LICENSES (132-32)

- a. The Contractor shall honor orders for periods for the duration of the contract period or a lesser period of time.
- b. Term licenses may be discontinued by the ordering activity on thirty (30) calendar days written notice to the Contractor.
- c. Annual Funding. When annually appropriated funds are cited on an order for term licenses, the period of the term licenses shall automatically expire on September 30 of the contract period, or at the end of the contract period, whichever occurs first. Renewal of the term licenses orders citing the new appropriation shall be required, if the term licenses is to be continued during any remainder of the contract period.
- d. Cross-Year Funding Within Contract Period. Where an ordering activity's specific appropriation authority provides for funds in excess of a 12-month (fiscal year) period, the ordering activity may place an order under this schedule contract for a period up to the expiration of the contract period, notwithstanding the intervening fiscal years.
- e. Ordering activities should notify the Contractor in writing thirty (30) calendar days prior to the expiration of an order, if the term licenses is to be terminated at that time. Orders for the continuation of term licenses and/or maintenance will be required if the term licenses and/or maintenance is to be continued during the subsequent period.

5. UTILIZATION LIMITATIONS - (132-32)

- a. Software acquisition is limited to commercial computer software defined in FAR Part 2.101.
- b. When acquired by the ordering activity, commercial computer software and related documentation so legend shall be subject to the following:
 - (1) Title to and ownership of the software and documentation shall remain with the Contractor, unless otherwise specified.
 - (2) Software licenses are by site and by ordering activity. An ordering activity is defined as a cabinet level or independent ordering activity. The software may be used by any subdivision of the ordering activity (service, bureau, division, command, etc.) that has access to the site the software is placed at, even if the subdivision did not participate in the acquisition of the software. Further, the software may be used on a sharing basis where multiple agencies have joint projects that can be satisfied by the use of the software placed at one ordering activity's site. This would allow other agencies access to one ordering activity's database. For ordering activity public domain databases, user agencies and third parties may use the computer program to enter, retrieve, analyze and present data. The user ordering activity will take appropriate action by instruction, agreement, or otherwise, to protect the Contractor's proprietary property with any third parties that are permitted access to the computer programs and documentation in connection with the user ordering activity's permitted use of the computer programs and documentation. For purposes of this section, all such permitted third parties shall be deemed agents of the user ordering activity.
 - (3) Except as is provided in paragraph 8.b(2) above, the ordering activity shall not provide or otherwise make available the software or documentation, or any portion thereof, in any form, to any third party without the prior written approval of the Contractor. Third parties do not include prime Contractors, subcontractors and agents of the ordering activity who have the ordering activity's permission to use the licensed software and documentation at the facility, and who have agreed to use the licensed software and documentation only in accordance with these restrictions. This provision does not limit the right of the ordering activity to use software, documentation, or information therein, which the ordering activity may already have or obtains without restrictions.
 - (4) The ordering activity shall have the right to use the computer software and documentation with the computer for which it is acquired at any other facility to which that computer may be transferred, or in cases of disaster recovery, the ordering activity has the right to transfer the software to another site if the ordering activity site for which it is acquired is deemed to be unsafe for ordering activity

personnel; to use the computer software and documentation with a backup computer when the primary computer is inoperative; to copy computer programs for safekeeping (archives) or backup purposes; to transfer a copy of the software to another site for purposes of benchmarking new hardware and/or software; and to modify the software and documentation or combine it with other software, provided that the unmodified portions shall remain subject to these restrictions.

- (5) "Commercial Computer Software" may be marked with the Contractor's standard commercial restricted rights legend, but the schedule contract and schedule pricelist, including this clause, "Utilization Limitations" are the only governing terms and conditions, and shall take precedence and supersede any different or additional terms and conditions included in the standard commercial legend.

6. DESCRIPTIONS AND EQUIPMENT COMPATIBILITY

The Contractor shall include, in the schedule pricelist, a complete description of each software product and a list of equipment on which the software can be used. Also, included shall be a brief, introductory explanation of the modules and documentation which are offered.

Skillssoft GSA Price List

Effective Date: 1-1-17 supersedes all previous price lists.

SECTION 1: PRICING GUIDELINES

- Swaps/Exchanges: Multi-year clients may swap or exchange their library on the anniversary date at no charge.
- **Progressive Pricing:** Skillssoft uses a Progressive Pricing Model. Progressive Pricing means the customer pays through each tier. As the number of licenses increases and moves through the tiers, the price per user in each tier takes effect and the average price per user decreases. In this model aggregated audiences cannot be leveraged across different products. Progressive Pricing establishes pricing consistency as it eliminates price gaps between tiers. With progressive pricing, the customer is able to buy what they need, instead of buying more licenses to get to a better unit price. As an example of how Progressive pricing works for a customer that would like to purchase 100 SkillChoice Business licenses the following calculation occurs:

$$(\$295.93*4)+(\$230.37*10)+(\$170.73*10)+(\$136.58*25)+(\$120.19*50)+(1*110.18) = \$14,728.90 \text{ or } \$147.29/\text{license}$$

- Single byte localized titles can be added for an additional 3% per language max. All single byte languages can be added for an additional 10%.
- Double byte localized titles can be added for an additional 3% per language max. All double byte languages can be added for an additional 12%.
- All Single and Double byte localized titles can be added for an additional 14%.
- Library offerings cannot be leveraged together for higher audiences. A 500 Person IT Library and 500 Person Desktop Library cannot be added together to use the 1,000 person price.

SECTION 2: CONTENT

SkillChoice multi-modal learning solutions were developed specifically to address the learning and productivity needs of employees. SkillChoice solutions combine [courseware](#), Books, 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.

SkillChoice IT	SkillChoice Business	SkillChoice Desktop	SkillChoice Complete
Content Solution Areas IT Courseware ITPro Books Collection	Content Solution Areas Business Courseware BusPro Books Collection	Content Solution Areas Desktop Computer Skills OfficeEssentials Books Collection	Content Solution Areas ITPro, BusPro & OfficeEssentials Books Collection IT, Business & Desktop Courseware
Monthly Library Updates Skillport Hosting Mentoring	Monthly Library Updates Skillport Hosting Mentoring	Monthly Library Updates Skillport Hosting Mentoring	Monthly Library Updates Skillport Hosting Mentoring

SKILLCHOICE GSA PRICE

Audience	Desktop	IT	Bus	Complete
1 to 4	\$ 45.52	\$ 295.92	\$ 295.92	\$ 432.50
5 to 14	\$ 37.69	\$ 230.36	\$ 230.36	\$ 335.07
15 to 24	\$ 33.50	\$ 170.72	\$ 170.72	\$ 295.92
25 to 49	\$ 28.45	\$ 136.58	\$ 136.58	\$ 159.34
50 to 99	\$ 20.03	\$ 120.19	\$ 120.19	\$ 159.34
100 to 174	\$ 18.02	\$ 110.17	\$ 110.17	\$ 159.34
175 to 249	\$ 15.93	\$ 103.91	\$ 103.91	\$ 159.34
250 to 374	\$ 13.65	\$ 79.67	\$ 79.67	\$ 159.34
375 to 499	\$ 12.51	\$ 79.67	\$ 79.67	\$ 113.81
500 to 749	\$ 11.38	\$ 71.70	\$ 71.70	\$ 102.43
750 to 999	\$ 10.24	\$ 64.53	\$ 64.53	\$ 79.67
1,000 to 1,749	\$ 9.10	\$ 56.90	\$ 56.90	\$ 68.29
1,750 to 2,499	\$ 6.82	\$ 31.86	\$ 31.86	\$ 39.83
2,500 to 3,749	\$ 5.53	\$ 21.17	\$ 21.17	\$ 34.14
3,750 to 4,999	\$ 4.00	\$ 9.78	\$ 9.78	\$ 13.65
5,000 to 6,249	\$ 3.41	\$ 7.73	\$ 7.73	\$ 11.38
6,250 to 7,499	\$ 3.00	\$ 7.73	\$ 7.73	\$ 10.24
7,500 to 8,699	\$ 1.82	\$ 4.78	\$ 4.78	\$ 9.10
8,700 to 9,999	\$ 1.22	\$ 3.98	\$ 3.98	\$ 7.17
10,000	Quote	Quote	Quote	Quote

SKILLSOFT LEADERSHIP DEVELOPMENT PROGRAM AND DIGITAL TRANSFORMATION

Audience	Skillsoft Leadership Development Program	Digital Transformation Collection
1		
2 to 4	\$243.75	\$121.88
5 to 9	\$243.75	\$121.88
10 to 14	\$193.13	\$121.88
15 to 24	\$193.13	\$96.56
25 to 49	\$112.50	\$56.25
50 to 99	\$112.50	\$56.25
100 to 174	\$103.13	\$51.56
175 to 249	\$65.63	\$32.81
250 to 374	\$56.25	\$28.13
375 to 499	\$37.50	\$18.75
500 to 749	\$37.50	\$18.75
750 to 999	\$28.13	\$14.06
1000 to 1749	\$5.63	\$7.50
1750 to 2499	\$5.63	\$5.63
2500 to 3749	\$5.63	\$2.81
3750 to 4999	\$5.63	\$2.81
5000 to 6249	\$5.63	\$2.81
6250 to 7499	\$5.63	\$2.81
7500 to 8699	\$5.63	\$1.88
8700 to 9999	\$3.00	\$1.50

COURSEWARE COLLECTIONS

IT Courseware Collection	Business Courseware Collection	Desktop Courseware Collection	Complete Courseware Collection
IT Courseware Collection	Business Courseware Collection	Desktop Courseware Collection	Desktop Courseware Collection IT Courseware Collection Business Courseware Collection
Monthly Library Updates Skillport Hosting Mentoring	Monthly Library Updates Skillport Hosting Mentoring	Monthly Library Updates Skillport Hosting Mentoring	Monthly Library Updates Skillport Hosting Mentoring

COURSEWARE COLLECTION GSA PRICE

Audience	Desktop	IT	Business	Full
1 to 4	\$ 34.60	\$ 216.25	\$ 216.25	\$ 330.07
5 to 14	\$ 26.18	\$ 159.34	\$ 159.34	\$ 204.87
15 to 24	\$ 22.31	\$ 147.96	\$ 147.96	\$ 170.73
25 to 49	\$ 21.40	\$ 85.36	\$ 85.36	\$ 147.96
50 to 99	\$ 12.52	\$ 56.91	\$ 56.91	\$ 113.82
100 to 174	\$ 11.84	\$ 51.22	\$ 51.22	\$ 102.44
175 to 249	\$ 11.38	\$ 51.22	\$ 51.22	\$ 102.44
250 to 374	\$ 10.47	\$ 51.22	\$ 51.22	\$ 91.05
375 to 499	\$ 9.56	\$ 45.53	\$ 45.53	\$ 56.91
500 to 749	\$ 8.19	\$ 45.53	\$ 45.53	\$ 51.22
750 to 999	\$ 8.19	\$ 43.25	\$ 43.25	\$ 47.80
1,000 to 1,749	\$ 6.15	\$ 38.70	\$ 38.70	\$ 45.53
1,750 to 2,499	\$ 4.10	\$ 22.76	\$ 22.76	\$ 39.84
2,500 to 3,749	\$ 2.96	\$ 15.93	\$ 15.93	\$ 28.45
3,750 to 4,999	\$ 2.05	\$ 7.51	\$ 7.51	\$ 10.24
5,000 to 6,249	\$ 1.71	\$ 7.28	\$ 7.28	\$ 9.11
6,250 to 7,499	\$ 1.48	\$ 7.28	\$ 7.28	\$ 7.97
7,500 to 8,699	\$ 1.14	\$ 5.69	\$ 5.69	\$ 6.83
8,700 to 9,999	\$ 0.74	\$ 4.55	\$ 4.55	\$ 5.46
10,000	quote	Quote	quote	quote

VERTICAL INDUSTRY COLLECTIONS

ES&H Courseware Collection	<u>Legal Compliance Courseware Collection</u>
Content Solution Areas ES&H Solution Area Monthly Library Updates Skillport or Training Academy Hosting	Content Solution Areas Legal Compliance Solution Area Monthly Library Updates Skillport Hosting

Audience	ES&H Collection GSA Price	Legal Compliance GSA Price
1 to 4	\$159.57	\$ 103.80
5 to 14	\$84.36	\$53.44
15 to 24	\$75.80	\$49.26
25 to 49	\$70.12	\$38.23
50 to 99	\$44.08	\$27.75
100 to 174	\$40.41	\$29.00
175 to 249	\$23.56	\$21.03
250 to 374	\$17.59	\$15.63
375 to 499	\$17.10	\$11.29
500 to 749	\$11.63	\$7.87
750 to 999	\$10.25	\$4.45
1,000 to 1,749	\$8.35	\$4.70
1,750 to 2,499	\$6.75	\$2.81
2,500 to 3,749	\$5.69	\$2.52
3,750 to 4,999	\$4.37	\$2.34
5,000 to 6,249	\$3.36	\$1.84
6,250 to 7,499	\$2.35	\$1.34
7,500 to 8,699	\$1.78	\$1.32
8,700 to 9,999	\$1.25	\$1.05
10,000	Quote	Quote

COMPLIANCE COMPLETE COLLECTION, COMPLIANCE ACCESS –

Audience	Compliance Complete Collection GSA Price	Compliance ACCESS GSA Price
100 to 199	\$24.00	\$15.00
200 to 299	\$20.00	\$14.00
300 to 399	\$17.60	\$13.00
400 to 499	\$16.80	\$12.00
500 to 599	\$16.80	\$11.50
600 to 749	\$16.00	\$11.50
750 to 799	\$16.00	\$11.50
800 to 899	\$16.00	\$11.50
900 to 999	\$16.00	\$11.00
1000 to 1199	\$14.40	\$10.50
1200 to 1399	\$13.60	\$10.00
1400 to 1499	\$13.60	\$10.00
1500 to 2000	\$10.40	\$9.00
2000 to 2999	\$10.40	\$8.25
3000 to 3749	\$8.00	\$7.50
3800 to 3999	\$4.00	\$6.50
4000 to 4999	\$4.00	\$6.00
5000 to 5249	\$4.00	\$5.75
5250 to 5499	\$3.20	\$5.50
5500 to 6499	\$2.40	\$4.50
6500 to 7499	\$2.40	\$4.00
7500 to 8499	\$2.40	\$3.75
8500 to 9999	\$2.40	\$3.25
10000 to 14999	\$1.60	\$3.00
15000 to 19999	\$1.60	\$2.50
20000 to 24999	\$1.60	\$2.00
25000 to 29999	\$1.60	\$1.50
30000 +	Quote	Quote

SKILLPORT/OLSA SITE –

Hosting Services and/or Hosting Services with Skillsoft’s LMS: 25% of the content value must be applied to every customer that is hosted on Skillport or OLSA on an annual basis. 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.

For each additional site, \$5,000 fee will apply.

Platform Software – Add-Ons

AUDIENCE		Skillport Standard - GSA Price
1	999	\$1.95
1000	2499	\$1.76
2500	4999	\$1.17
5000	7499	\$0.20
7500	9999	\$0.19
10,000	Quote	Quote

Active Content Hosting GSA Price

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

Passive Content Hosting GSA Price

Number of Object Bundles		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

SkillStudio

Skillstudio Tool	\$5,000.00
Training (up to 4 developers)	\$4,000.00
Training - each additional	\$500.00

BOOKS

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, Books 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 Books 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.

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.

Books GSA Price

Audience		BusPro - GSA Price	ITPro GSA Price	Engineering Pro - GSA Price	Finance Pro- GSA Price	Office Essentials - GSA Price
1	4	\$97.30	\$97.30	\$97.30	\$97.30	\$17.35
5	9	\$75.75	\$75.75	\$75.75	\$75.75	\$12.24
10	14	\$75.75	\$75.75	\$75.75	\$75.75	\$12.24
15	24	\$74.47	\$74.47	\$74.47	\$74.47	\$11.31
25	49	\$72.68	\$72.68	\$72.68	\$72.68	\$10.24
50	99	\$67.01	\$67.01	\$67.01	\$67.01	\$9.82
100	174	\$60.79	\$60.79	\$60.79	\$60.79	\$8.70
175	249	\$54.53	\$54.53	\$54.53	\$54.53	\$7.45
250	374	\$51.83	\$51.83	\$51.83	\$51.83	\$7.09
375	499	\$49.11	\$49.11	\$49.11	\$49.11	\$6.44
500	749	\$35.80	\$35.80	\$35.80	\$35.80	\$5.48

750	999	\$22.44	\$22.44	\$22.44	\$22.44	\$4.59
1000	1749	\$22.06	\$22.06	\$22.06	\$22.06	\$4.20
1750	2499	\$21.71	\$21.71	\$21.71	\$21.71	\$3.92
2500	3749	\$18.01	\$18.01	\$18.01	\$18.01	\$3.09
3750	4999	\$14.30	\$14.30	\$14.30	\$14.30	\$2.15
5000	6249	\$9.52	\$9.52	\$9.52	\$9.52	\$1.89
6250	7499	\$4.73	\$4.73	\$4.73	\$4.73	\$1.64
7500	8699	\$2.80	\$2.80	\$2.80	\$2.80	\$1.06
8700	9999	\$0.93	\$0.93	\$0.93	\$0.93	\$0.61
10,000		Quote	Quote	Quote	Quote	Quote

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 recorded and available on demand to participants anywhere via the internet.

A course taught by a traditional brick-and-mortar ILT provider for 5 contiguous days (lecture/lab) is presented in Live Learning over 6 3-hour lectures. Hands-on labs are performed by students independently between lectures, with 24x7 mentors (course-dependent) accessible to assist if needed. 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.

LIVE LEARNING AND ENCORE WITH LIVE ALL ACCESS

Audience	Live Learning	Encore- All Access	Encore- All Access virtualization	Encore- All Access MS	Encore- All Access Project Mgmt	IT All Access
1 to 4	\$455.00	\$1,430.00	\$910.00	\$780.00	\$650.00	\$1,476.57
5 to 14	\$373.10	\$1,304.87	\$830.37	\$711.75	\$593.12	\$1,347.38
15 to 24	\$302.90	\$911.62	\$580.12	\$497.25	\$414.37	\$1,347.38
25 to 49	\$271.37	\$881.59	\$560.95	\$481.00	\$400.72	\$941.32
50 to 99	\$255.77	\$700.34	\$445.57	\$381.87	\$318.50	\$910.20
100 to 174	\$235.30	\$650.65	\$414.05	\$354.90	\$295.75	\$723.00
175 to 249	\$198.57	\$471.90	\$300.30	\$257.40	\$214.50	\$671.84
250 to 374	\$185.25	\$465.46	\$296.07	\$253.82	\$211.57	\$487.27
375 to 499	\$152.75	\$250.96	\$159.57	\$136.82	\$114.07	\$480.42
500 to 749	\$147.87	\$196.98	\$125.45	\$107.57	\$89.70	\$258.94
750 to 999	\$121.87	\$161.23	\$102.37	\$87.75	\$73.12	\$203.56
1,000 to 1,749	\$120.90	\$148.36	\$94.57	\$80.92	\$67.60	\$166.13
1,750 to 2,499	\$95.87	\$143.71	\$91.32	\$78.32	\$65.32	\$153.47
2,500 to 3,749	\$95.87	\$135.85	\$86.45	\$74.10	\$61.75	\$148.20
3,750 to 4,999	\$79.62	\$125.12	\$79.62	\$68.25	\$56.87	\$140.28
5,000 to 6,249	\$60.12	\$89.37	\$56.87	\$48.75	\$40.62	\$129.21
6,250 to 7,499	\$40.62	\$53.62	\$34.12	\$29.25	\$24.37	\$92.30
7,500 to 8,699	\$18.85	\$39.32	\$25.02	\$21.45	\$17.87	\$55.39
8,700 to 9,999	\$4.55	\$32.53	\$20.80	\$17.55	\$14.62	\$40.62
10,000						\$33.75

PRACTICE-LAB –

Audience Size: 1		GSA PRICE
Practice- Lab Full Library	Practice-Lab Full Library – entitles recipient to 365 days unlimited access to the allocated lab titles. Price per license/per year	\$97.50

Audience		Practice-Lab Full Library GSA Price
2	10	\$97.50
11	25	\$92.00
26	50	\$80.00
51	100	\$67.50
101	250	\$60.00
251	500	\$49.00
501	1000	\$37.50
1001	1999	\$34.00
2000	2499	\$31.50
2500	2999	\$29.50
3000	5000	\$27.50
5001	9999	\$20.00

SKILLSOFT SUMMARIES, BUSPRO, SKILLSOFT SUMMARIES BUNDLE, LEADERSHIP CHANNEL + SKILLSOFT SUMMARIES, LEADERSHIP CHANNEL

Audience	SkillSoft Summaries	BusPro, SkillSoft Summaries Bundle	Leadership Channel + SkillSoft Summaries	Leadership Channel
2 to 4	\$86.06	\$255.60	\$140.49	\$70.03
5 to 9	\$60.24	\$193.65	\$117.25	\$70.03
10 to 14	\$60.24	\$193.65	\$117.25	\$70.03
15 to 24	\$59.38	\$190.20	\$116.47	\$70.03
25 to 49	\$58.11	\$185.89	\$115.33	\$70.03
50 to 99	\$55.95	\$173.44	\$108.44	\$64.54
100 to 174	\$54.66	\$160.52	\$83.08	\$37.65
175 to 249	\$51.23	\$145.89	\$64.50	\$20.44
250 to 374	\$45.62	\$135.98	\$53.16	\$13.45
375 to 499	\$44.76	\$130.39	\$49.97	\$10.77

500 to 749	\$37.88	\$99.41	\$43.29	\$10.22
750 to 999	\$27.98	\$74.10	\$34.38	\$10.22
1000 to 1749	\$24.09	\$61.97	\$30.88	\$10.22
1750 to 2499	\$20.66	\$58.11	\$27.80	\$10.22
2500 to 3749	\$18.94	\$49.95	\$21.42	\$4.86
3750 to 4999	\$16.80	\$40.89	\$19.27	\$4.61
5000 to 6249	\$9.47	\$25.63	\$10.95	\$2.70
6250 to 7499	\$4.31	\$12.49	\$5.82	\$2.16
7500 to 8699	\$2.16	\$6.88	\$3.15	\$1.35
8700 to 9999	\$0.86	\$2.59	\$1.75	\$1.09

SPA – PROFESSIONAL ADVANTAGE, SSA – SALES ADVANTAGE, SLA – LEADERSHIP ADVANTAGE SGLA –

Audience	SPA - Professional Advantage	SSA - Sales Advantage	SLA - Leadership Advantage -SGLA
2 to 4	\$118.35	\$118.35	\$147.92
5 to 9	\$118.35	\$118.35	\$147.92
10 to 14	\$118.35	\$118.35	\$147.92
15 to 24	\$118.35	\$118.35	\$147.92
25 to 49	\$118.35	\$118.35	\$147.92
50 to 99	\$53.79	\$53.79	\$67.24
100 to 174	\$32.29	\$32.29	\$40.35
175 to 249	\$32.29	\$32.29	\$40.35
250 to 374	\$25.82	\$250.82	\$32.29
375 to 499	\$23.68	\$23.68	\$29.59
500 to 749	\$16.80	\$16.80	\$20.98
750 to 999	\$16.58	\$16.58	\$20.72
1000 to 1749	\$9.68	\$9.68	\$12.12
1750 to 2499	\$7.95	\$7.95	\$9.94
2500 to 3749	\$7.74	\$7.74	\$9.68
3749 to 4999	\$6.47	\$6.47	\$8.07
5000 to 6249	\$6.04	\$6.04	\$7.54
6250 to 7499	\$6.04	\$6.04	\$7.54
7500 to 8699	\$6.04	\$43.54	\$7.54
8700 to 9999	\$6.04	\$6.04	\$7.54

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 Books Collection; 2) targeted Skillssoft Courseware; 3) Skillport Platform Software; and 4) Knowledge Center Module/Project Center/Practice Labs.

Audience		GSA Price Knowledge Center Targeted without SkillChoice	GSA Price Knowledge Center Targeted Desktop without SkillChoice
1	4	\$88.00	\$24.00
5	14	\$78.00	\$22.00
15	24	\$58.00	\$19.00
25	49	\$37.00	\$13.00
50	99	\$29.00	\$8.00
100	174	\$25.00	\$7.00
175	249	\$21.00	\$5.00
250	374	\$15.00	\$4.00
375	499	\$13.00	\$4.00
500	749	\$9.00	\$3.00
750	999	\$8.00	\$2.00
1000	1749	\$8.00	\$2.00
1750	2499	\$5.00	\$1.80
2500	3749	\$4.00	\$1.60
3750	4999	\$2.00	\$1.60
5000	6249	\$1.40	\$0.60
6250	7499	\$1.00	\$0.40
7500	8699	\$0.60	\$0.20
8700	9999	\$0.40	\$0.20
10000		Quote	Quote

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

- Management- SC Complete or SC Business
- Project Management- SC Complete
- Professional Foundations – SC Complete

PERCIPIO AND PERCIPIO CONTENT SOLUTIONS

Audience	Productivity & Collaboration Tools	IT & Developer Skills	Business Skills	Management	Enterprise	Percipio
1						\$187.50
2 to 4	\$60.17	\$391.93	\$391.93	\$391.93	\$572.66	\$37.50
5 to 14	\$49.84	\$304.92	\$304.92	\$304.92	\$443.57	\$33.75
15 to 24	\$44.42	\$226.17	\$226.17	\$226.17	\$391.93	\$30.00
25 to 49	\$37.70	\$180.73	\$180.73	\$180.73	\$210.95	\$26.25
50 to 99	\$26.60	\$159.04	\$159.04	\$159.04	\$210.95	\$22.50
100 to 174	\$23.76	\$145.88	\$145.88	\$145.88	\$210.95	\$20.63
175 to 249	\$21.17	\$137.62	\$137.62	\$137.62	\$210.95	\$20.63
250 to 374	\$18.07	\$105.60	\$105.60	\$105.60	\$210.95	\$18.75
375 to 499	\$16.53	\$105.60	\$105.60	\$105.60	\$150.78	\$16.50
500 to 749	\$14.97	\$95.02	\$95.02	\$95.02	\$135.55	\$10.50
750 to 999	\$13.69	\$85.47	\$85.47	\$85.47	\$105.60	\$7.50
1,000 to 1,749	\$12.14	\$75.40	\$75.40	\$75.40	\$90.37	\$5.25
1,750 to 2,499	\$9.05	\$42.10	\$42.10	\$42.10	\$52.67	\$4.22
2,500 to 3,749	\$7.23	\$28.15	\$28.15	\$28.15	\$45.19	\$3.75
3,750 to 4,999	\$5.42	\$12.92	\$12.92	\$12.92	\$18.08	\$3.75
5,000 to 6,249	\$4.65	\$10.33	\$10.33	\$10.33	\$14.97	\$3.75
6,250 to 7,499	\$3.88	\$10.33	\$10.33	\$10.33	\$13.69	\$3.75
7,500 to 8,699	\$2.33	\$9.05	\$9.05	\$9.05	\$12.14	\$1.50
8,700 to 9,999	\$1.55	\$6.72	\$6.72	\$6.72	\$9.56	\$1.50

SUMTOTAL ENTERPRISE HCM, LMS & SOFTWARE PRICING

GROWTH EDITION, STS LEARN –

Audience	Growth Edition SaaS-named user	Growth Edition SaaS-Unique Logins	STS Learn- Hosted – named user	STS Learn- Hosted – Registrations	STS Learn- Hosted – unique logins
1 to 50	\$18.42		\$15.55	\$23.32	\$27.21
51 to 100	\$18.42		\$15.55	\$23.32	\$27.21
101 to 150	\$13.86	\$24.26	\$15.55	\$23.32	\$27.21
151 to 200	\$12.34	\$21.51	\$15.55	\$23.32	\$27.21
201 to 250	\$11.58	\$20.14	\$15.55	\$23.32	\$27.21
251 to 375	\$11.12	\$19.32	\$15.55	\$23.32	\$27.21
376 to 500	\$10.49	\$18.22	\$15.52	\$23.28	\$27.15
501 to 750	\$10.17	\$17.63	\$15.50	\$23.25	\$27.13
751 to 1000	\$9.73	\$17.04	\$15.29	\$22.93	\$26.76
1001 to 1500	\$9.43	\$16.75	\$15.04	\$22.57	\$26.33
1501 to 1750	\$15,398.70	\$27,022.95	\$25,552.55	\$38,328.82	\$44,716.96
1751 to 2500	\$20,447.13	\$35,314.20	\$34,026.54	\$51,039.81	\$59,546.45
2501 to 3000	\$23,636.51	\$40,841.70	\$39,383.51	\$59,075.26	\$68,921.14
3001 to 3750	\$28,184.32	\$49,132.95	\$47,020.29	\$70,530.44	\$82,285.51
3751 to 5000	\$34,971.82	\$62,951.70	\$58,404.59	\$87,606.88	\$102,208.02
5001 to 6250	\$41,529.63	\$76,770.45	\$69,936.54	\$104,904.81	\$122,388.95
6251 to 7500	\$47,843.70	\$90,589.20	\$80,545.64	\$120,818.46	\$140,954.87
7501 to 8700	\$53,788.20	\$103,855.20	\$91,007.47	\$136,511.20	\$159,263.07
8701 to 10000	\$59,803.95	\$113,717.33	\$102,065.79	\$153,098.69	\$178,615.14
10001 to 12500	\$70,857.07	\$132,682.95	\$122,377.67	\$183,566.51	\$214,160.92
12501 to 15000	\$81,328.95	\$151,648.58	\$141,638.37	\$212,457.56	\$247,867.15
15001 to 16500	\$87,612.07	\$163,027.95	\$153,194.79	\$229,792.19	\$268,090.89
16501 to 18000	\$93,585.82	\$174,407.33	\$164,178.73	\$246,268.10	\$287,312.78
18001 to 19500	\$99,559.57	\$185,786.70	\$175,162.67	\$262,744.01	\$306,534.67
19501 to 21000	\$105,184.57	\$197,166.08	\$185,515.91	\$278,273.85	\$324,652.83
21001 to 22500	\$110,517.07	\$208,545.45	\$195,306.36	\$292,959.54	\$341,786.12
22501 to 24000	\$115,849.57	\$219,924.83	\$205,096.81	\$307,645.22	\$358,919.42

Audience	Growth Edition SaaS-named user	Growth Edition SaaS-Unique Logins	STS Learn- Hosted – named user	STS Learn- Hosted – Registrations	STS Learn- Hosted – unique logins
24001 to 25500	\$120,906.45	\$231,304.20	\$214,382.70	\$321,574.05	\$375,169.88
25501 to 27000	\$125,963.32	\$242,683.58	\$223,668.59	\$335,502.89	\$391,420.13
27001 to 28500	\$131,020.20	\$254,062.95	\$232,954.48	\$349,431.72	\$407,670.38
28501 to 30000	\$135,823.95	\$265,442.33	\$241,774.62	\$362,661.93	\$423,105.75
30001 to 32500	\$143,830.20	\$284,407.95	\$256,474.86	\$384,712.13	\$448,831.13
32501 to 35000	\$151,470.82	\$303,373.58	\$270,512.04	\$405,768.00	\$473,396.25
35001 to 37500	\$159,111.45	\$322,339.20	\$284,549.23	\$426,823.88	\$497,961.00
37501 to 40000	\$166,386.45	\$341,304.83	\$297,939.54	\$446,909.25	\$521,394.38
40001 to 42500	\$173,661.45	\$360,270.45	\$311,329.86	\$466,994.63	\$544,827.38
425001 to 45000	\$180,636.45	\$379,236.00	\$324,154.16	\$486,231.38	\$567,269.63
45001 to 47500	\$187,611.45	\$398,201.63	\$336,978.45	\$505,467.75	\$589,712.25
47501 to 50000	\$194,277.07	\$409,620.38	\$349,236.73	\$523,855.13	\$611,164.13
50001 to 55000	\$207,608.32	\$432,457.88	\$373,753.29	\$560,629.88	\$654,068.25
55001 to 60000	\$220,395.82	\$455,295.38	\$397,234.88	\$595,852.13	\$695,161.13
60001 to 65000	\$233,183.32	\$478,132.88	\$420,716.25	\$631,074.75	\$736,253.63
65001 to 70000	\$245,483.32	\$500,970.38	\$443,292.38	\$664,938.38	\$775,761.75
70001 to 75000	\$257,783.32	\$523,807.88	\$465,868.13	\$698,802.38	\$815,269.50
75001 to 80000	\$269,595.82	\$546,645.38	\$487,538.63	\$731,307.75	\$853,192.50
80001 to 85000	\$281,408.32	\$569,482.88	\$509,208.75	\$763,813.50	\$891,115.50
85001 to 90000	\$292,733.32	\$592,320.38	\$530,070.75	\$795,106.13	\$927,623.63
90001 to 95000	\$304,058.32	\$615,157.88	\$550,932.38	\$826,398.38	\$964,131.75
95001 to 100000	\$315,008.32	\$633,176.63	\$571,050.00	\$856,575.38	\$999,337.88

STS TALENT –

Audience	STS Talent - Hosted- named user	STS Talent - Perpetual- named user	STS Talent Acquisition - SaaS-named user	STS Talent Acquisition - Hosted-named user	STS Talent Acquisition - Perpetual- named user
1 to 50	\$15.61	\$41.63	\$13.88		
51 to 100	\$15.61	\$41.63	\$13.88		
101 to 150	\$15.61	\$41.63	\$13.88	\$20.82	\$55.51
151 to 200	\$15.61	\$41.63	\$13.88	\$20.82	\$55.51
201 to 250	\$15.61	\$41.63	\$13.88	\$20.82	\$55.51
251 to 375	\$15.61	\$41.63	\$13.88	\$20.82	\$55.51

Audience	STS Talent - Hosted- named user	STS Talent - Perpetual- named user	STS Talent Acquisition - SaaS- named user	STS Talent Acquisition - Hosted- named user	STS Talent Acquisition - Perpetual- named user
376 to 500	\$15.56	\$41.49	\$13.85	\$20.77	\$55.39
501 to 750	\$15.53	\$41.43	\$13.82	\$20.73	\$55.29
751 to 1000	\$15.31	\$40.83	\$13.65	\$20.48	\$54.61
1001 to 1500	\$15.06	\$40.17	\$13.37	\$20.05	\$53.46
1501 to 1750	\$25,568.16	\$68,181.75	\$21,782.25	\$32,673.38	\$87,129.00
1751 to 2500	\$34,042.15	\$90,779.07	\$28,611.56	\$42,917.34	\$114,446.25
2501 to 3000	\$39,399.12	\$105,064.32	\$32,705.44	\$49,058.16	\$130,821.75
3001 to 3750	\$47,035.90	\$125,429.07	\$38,256.47	\$57,384.71	\$153,025.88
3751 to 5000	\$58,420.20	\$155,787.19	\$45,078.19	\$67,617.28	\$180,312.75
5001 to 6250	\$69,952.15	\$186,539.07	\$50,883.19	\$76,324.78	\$203,532.75
6251 to 7500	\$80,561.25	\$214,830.00	\$55,629.28	\$83,443.92	\$222,517.13
7501 to 8700	\$91,023.08	\$242,728.20	\$59,691.43	\$89,537.15	\$238,765.73
8701 to 10000	\$102,081.41	\$272,217.08	\$63,477.84	\$95,216.77	\$253,911.38
10001 to 12500	\$122,393.28	\$326,382.08	\$69,907.22	\$104,860.83	\$279,628.88
12501 to 15000	\$141,653.98	\$377,743.95	\$75,729.09	\$113,593.64	\$302,916.38
15001 to 16500	\$153,210.41	\$408,561.08	\$79,222.22	\$118,833.33	\$316,888.88
16501 to 18000	\$164,194.34	\$437,851.58	\$82,421.72	\$123,632.58	\$329,686.88
18001 to 19500	\$175,178.28	\$467,142.08	\$85,621.22	\$128,431.83	\$342,484.88
19501 to 21000	\$185,531.51	\$494,750.70	\$88,567.59	\$132,851.39	\$354,270.38
21001 to 22500	\$195,321.97	\$520,858.50	\$91,301.34	\$136,952.02	\$365,205.38
22501 to 24000	\$205,112.42	\$546,966.50	\$94,035.09	\$141,052.64	\$376,140.38
24001 to 25500	\$214,398.31	\$571,729.00	\$96,586.59	\$144,879.89	\$386,346.38
25501 to 27000	\$223,684.20	\$596,491.00	\$99,138.09	\$148,707.14	\$396,552.38
27001 to 28500	\$232,970.09	\$621,253.50	\$101,689.59	\$152,534.39	\$406,758.38
28501 to 30000	\$241,790.23	\$644,774.00	\$104,074.03	\$156,111.05	\$416,296.13
30001 to 32500	\$256,490.47	\$683,974.50	\$108,048.09	\$162,072.14	\$432,192.38
32501 to 35000	\$270,527.66	\$721,407.00	\$111,785.91	\$167,678.86	\$447,143.63
35001 to 37500	\$284,564.84	\$758,839.50	\$115,523.72	\$173,285.58	\$462,094.88
37501 to 40000	\$297,955.16	\$794,547.00	\$119,042.16	\$178,563.24	\$476,168.63
40001 to 42500	\$311,345.47	\$830,254.50	\$122,560.59	\$183,840.89	\$490,242.38
425001 to 45000	\$324,169.76	\$864,452.50	\$125,901.84	\$188,852.77	\$503,607.50
45001 to 47500	\$336,994.06	\$898,651.00	\$129,243.09	\$193,864.64	\$516,972.50
47501 to 50000	\$349,252.34	\$931,339.50	\$132,407.16	\$198,610.74	\$529,628.50

Audience	STS Talent - Hosted- named user	STS Talent - Perpetual- named user	STS Talent Acquisition - SaaS- named user	STS Talent Acquisition - Hosted- named user	STS Talent Acquisition - Perpetual- named user
50001 to 55000	\$373,768.91	\$996,717.00	\$138,735.28	\$208,102.92	\$554,941.00
55001 to 60000	\$397,250.63	\$1,059,334.50	\$144,962.16	\$217,443.24	\$579,848.50
60001 to 65000	\$420,732.00	\$1,121,952.00	\$151,189.03	\$226,783.55	\$604,756.00
65001 to 70000	\$443,308.13	\$1,182,154.50	\$157,264.03	\$235,896.05	\$629,056.00
70001 to 75000	\$465,883.88	\$1,242,357.00	\$163,339.03	\$245,008.55	\$653,356.00
75001 to 80000	\$487,554.38	\$1,300,144.50	\$169,312.78	\$253,969.17	\$677,251.00
80001 to 85000	\$509,224.50	\$1,357,932.00	\$175,286.53	\$262,929.80	\$701,146.00
85001 to 90000	\$530,086.13	\$1,413,563.50	\$181,142.16	\$271,713.24	\$724,568.50
90001 to 95000	\$550,948.13	\$1,469,194.50	\$186,997.78	\$280,496.67	\$747,991.00
95001 to 100000	\$571,065.75	\$1,522,842.00	\$192,752.16	\$289,128.24	\$771,008.50

STS WFM -

Audience	STS WFM - SaaS- named user	STS WFM - Hosted- named user	STS WFM - Perpetual- named user
1 to 50	\$12.92	\$19.38	\$51.68
51 to 100	\$12.92	\$19.38	\$51.68
101 to 150	\$12.92	\$19.38	\$51.68
151 to 200	\$12.92	\$19.38	\$51.68
201 to 250	\$12.92	\$19.38	\$51.68
251 to 375	\$12.92	\$19.38	\$51.68
376 to 500	\$12.92	\$19.38	\$51.68
501 to 750	\$12.92	\$19.38	\$51.68
751 to 1000	\$12.77	\$19.16	\$51.08
1001 to 1500	\$12.59	\$18.88	\$50.34
1501 to 1750	\$21,128.02	\$31,692.02	\$84,512.07
1751 to 2500	\$29,063.49	\$43,595.23	\$116,253.94
2501 to 3000	\$34,353.80	\$51,530.70	\$137,415.19
3001 to 3750	\$42,289.27	\$63,433.90	\$169,157.07
3751 to 5000	\$54,985.13	\$82,477.69	\$219,940.50
5001 to 6250	\$67,680.99	\$101,521.48	\$270,723.94
6251 to 7500	\$79,321.46	\$118,982.18	\$317,285.82

Audience	STS WFM - SaaS- named user	STS WFM - Hosted- named user	STS WFM - Perpetual- named user
7501 to 8700	\$90,496.31	\$135,744.45	\$361,985.22
8701 to 10000	\$102,051.27	\$153,076.91	\$408,205.09
10001 to 12500	\$118,757.52	\$178,136.28	\$475,030.09
12501 to 15000	\$134,627.06	\$201,940.58	\$538,508.00
15001 to 16500	\$144,148.77	\$216,223.16	\$576,595.00
16501 to 18000	\$153,168.46	\$229,752.69	\$612,674.00
18001 to 19500	\$162,188.15	\$243,282.22	\$648,752.50
19501 to 21000	\$170,710.02	\$256,065.03	\$682,840.00
21001 to 22500	\$179,231.90	\$268,847.85	\$716,927.50
22501 to 24000	\$187,753.77	\$281,630.66	\$751,015.00
24001 to 25500	\$195,773.62	\$293,660.42	\$783,094.50
25501 to 27000	\$203,793.46	\$305,690.19	\$815,174.00
27001 to 28500	\$211,813.31	\$317,719.95	\$847,253.00
28501 to 30000	\$219,331.12	\$328,996.67	\$877,324.50
30001 to 32500	\$231,860.81	\$347,791.20	\$927,443.00
32501 to 35000	\$243,553.77	\$365,330.66	\$974,215.00
35001 to 37500	\$255,246.74	\$382,870.13	\$1,020,987.00
37501 to 40000	\$266,102.99	\$399,154.50	\$1,064,412.00
40001 to 42500	\$276,959.24	\$415,438.88	\$1,107,837.00
425001 to 45000	\$287,815.49	\$431,723.25	\$1,151,262.00
45001 to 47500	\$298,671.74	\$448,007.63	\$1,194,687.00
47501 to 50000	\$309,527.99	\$464,292.00	\$1,238,112.00
50001 to 55000	\$331,240.49	\$496,860.75	\$1,324,962.00
55001 to 60000	\$352,952.99	\$529,429.50	\$1,411,812.00
60001 to 65000	\$374,665.49	\$561,998.25	\$1,498,662.00
65001 to 70000	\$396,378.00	\$594,567.00	\$1,585,512.00
70001 to 75000	\$418,090.50	\$627,135.75	\$1,672,362.00
75001 to 80000	\$439,803.00	\$659,704.50	\$1,759,212.00
80001 to 85000	\$461,515.50	\$692,273.25	\$1,846,062.00
85001 to 90000	\$483,228.00	\$724,842.00	\$1,932,912.00
90001 to 95000	\$504,940.50	\$757,410.75	\$2,019,762.00
95001 to 100000	\$526,653.00	\$789,979.50	\$2,106,612.00

STS Learn Perpetual Maintenance, Named User, STS Talent Perpetual Maintenance - Perpetual- named user, STS Talent Acquisition Perpetual Maintenance Perpetual- named user, STS WFM Perpetual Maintenance - Perpetual- named user –

Audience	STS Learn Perpetual Maintenance, Named User	STS Talent Perpetual Maintenance - Perpetual-named user	STS Talent Acquisition Perpetual Maintenance - Perpetual- named user	STS WFM Perpetual Maintenance - Perpetual- named user
1 to 50	\$16.58	\$16.65		\$20.67
51 to 100	\$16.58	\$16.65		\$20.67
101 to 150	\$16.58	\$16.65	\$22.20	\$20.67
151 to 200	\$16.58	\$16.65	\$22.20	\$20.67
201 to 250	\$16.58	\$16.65	\$22.20	\$20.67
251 to 375	\$16.58	\$16.65	\$22.20	\$20.67
376 to 500	\$16.55	\$16.60	\$22.16	\$20.67
501 to 750	\$16.54	\$16.57	\$22.11	\$20.67
751 to 1000	\$16.31	\$16.33	\$21.84	\$20.43
1001 to 1500	\$16.05	\$16.07	\$21.38	\$20.14
1501 to 1750	\$27,256.05	\$27,272.70	\$34,851.60	\$33,804.83
1751 to 2500	\$36,294.98	\$36,311.63	\$45,778.50	\$46,501.58
2501 to 3000	\$42,009.08	\$42,025.73	\$52,328.70	\$54,966.08
3001 to 3750	\$50,154.98	\$50,171.63	\$61,210.35	\$67,662.83
3751 to 5000	\$62,298.23	\$62,314.88	\$72,125.10	\$87,976.20
5001 to 6250	\$74,598.98	\$74,615.63	\$81,413.10	\$108,289.58
6251 to 7500	\$85,915.35	\$85,932.00	\$89,006.85	\$126,914.33
7501 to 8700	\$97,074.63	\$97,091.28	\$95,506.29	\$144,794.09
8701 to 10000	\$108,870.18	\$108,886.83	\$101,564.55	\$163,282.04
10001 to 12500	\$130,536.18	\$130,552.83	\$111,851.55	\$190,012.04
12501 to 15000	\$151,080.93	\$151,097.58	\$121,166.55	\$215,403.20
15001 to 16500	\$163,407.78	\$163,424.43	\$126,755.55	\$230,638.00
16501 to 18000	\$175,123.98	\$175,140.63	\$131,874.75	\$245,069.60
18001 to 19500	\$186,840.18	\$186,856.83	\$136,993.95	\$259,501.00
19501 to 21000	\$197,883.63	\$197,900.28	\$141,708.15	\$273,136.00
21001 to 22500	\$208,326.80	\$208,343.40	\$146,082.15	\$286,771.00
22501 to 24000	\$218,770.00	\$218,786.60	\$150,456.15	\$300,406.00
24001 to 25500	\$228,674.80	\$228,691.60	\$154,538.55	\$313,237.80
25501 to 27000	\$238,579.80	\$238,596.40	\$158,620.95	\$326,069.60
27001 to 28500	\$248,484.80	\$248,501.40	\$162,703.35	\$338,901.20
28501 to 30000	\$257,893.00	\$257,909.60	\$166,518.45	\$350,929.80

Audience	STS Learn Perpetual Maintenance, Named User	STS Talent Perpetual Maintenance - Perpetual-named user	STS Talent Acquisition Perpetual Maintenance - Perpetual-named user	STS WFM Perpetual Maintenance - Perpetual-named user
30001 to 32500	\$273,573.20	\$273,589.80	\$172,876.95	\$370,977.20
32501 to 35000	\$288,546.20	\$288,562.80	\$178,857.45	\$389,686.00
35001 to 37500	\$303,519.20	\$303,535.80	\$184,837.95	\$408,394.80
37501 to 40000	\$317,802.20	\$317,818.80	\$190,467.45	\$425,764.80
40001 to 42500	\$332,085.20	\$332,101.80	\$196,096.95	\$443,134.80
425001 to 45000	\$345,764.40	\$345,781.00	\$201,443.00	\$460,504.80
45001 to 47500	\$359,443.60	\$359,460.40	\$206,789.00	\$477,874.80
47501 to 50000	\$372,519.20	\$372,535.80	\$211,851.40	\$495,244.80
50001 to 55000	\$398,670.20	\$398,686.80	\$221,976.40	\$529,984.80
55001 to 60000	\$423,717.20	\$423,733.80	\$231,939.40	\$564,724.80
60001 to 65000	\$448,764.20	\$448,780.80	\$241,902.40	\$599,464.80
65001 to 70000	\$472,845.20	\$472,861.80	\$251,622.40	\$634,204.80
70001 to 75000	\$496,926.20	\$496,942.80	\$261,342.40	\$668,944.80
75001 to 80000	\$520,041.20	\$520,057.80	\$270,900.40	\$703,684.80
80001 to 85000	\$543,156.20	\$543,172.80	\$280,458.40	\$738,424.80
85001 to 90000	\$565,408.60	\$565,425.40	\$289,827.40	\$773,164.80
90001 to 95000	\$587,661.20	\$587,677.80	\$299,196.40	\$807,904.80
95001 to 100000	\$609,120.20	\$609,136.80	\$308,403.40	\$842,644.80