To use, put a "1" in the purple column next to a course OR		
LEADERSHIP		**PRESENTATIO**
How to Act like a Leader		Making Prese
Developing Team Trust		Planning a Pc
Goals & Guidelines for High Performance		Powerful Me
Improving Group Dynamics		Bringing Pres
Growing your Team to High Performance		Creating Pres
COACHING		Using Words
Leader as Coach		Stage Presen
Coaching Skills		Handling Que
Using the GROW Model to Coach1		Rehearsing fc
Using the GROW Model to Coach 2		**CUSTOMER SI**
TEAM DYNAMICS		Customer Ser
Preparing to Lead a Meeting		Customer Ser
Leading a Meeting		The Sales Sec
Resolving Meeting Challenges		First Contact
Managing Conflict		Exploring Nee
Managing Challenging Behaviour Effectively		Matching Ne
Thinking Creatively		Handling Con
Solving Problems: Definition to Options		Angry Custon
Decision Making: Options to Implementatio		Satisfying Cha

Customer will use own LMS	***TRUE***
Only change numbers in the pink boxes	
Run on our multi-tennant Totara/IOMAD	
Customer own Vanila Moodle/IOMAD Req'c	
Customer own Vanilla Totara Required	

Below put 1 for yes GO FOR eBooks TO BE YES IF POSSIBLE

eBooks required?	***1***
Languages required?	

Editing function required	
Emailogic required in library?	

Number of students (Min 5, Max 500)		***500***	**Emailog**
[This is set in the table above]			**Hosted on our LMS**
TRUE	1yr		
	2yr paid annualy		
	3yr paid annualy		

Pricing by courses selected in table above including our own LMS or

	Learners	**5**	**10**
Price for licences and LMS options	**1yr**	£ -	£ -
	2yr paid annualy	£ -	£ -
	3yr paid annualy	**£ -**	**£ -**

Library pricing including LMS options - Paid A

	Courses in library	**Staff**
One Year	Any 5 courses	Priced
	Any 10 courses	
	One library/Any 20	
	Any 30	
	Two libraries/Any 40	
	Three libraries any 60	
	All courses (80)	
	Courses in library	**Staff**
Two Years	Any 5 courses	Priced
	Any 10 courses	
	One library/Any 20	
	Any 30	
	Two libraries/Any 40	
	Three libraries any 60	
	All courses (80)	
	Courses in library	**Staff**
Three Years	**Any 5 courses**	Priced
	Any 10 courses	
	One library/Any 20	
	Any 30	
	Two libraries/Any 40	

	Three libraries any 60 All courses (80)	

category. If the category goes yellow, you have ticked both category a		
NS		SAFETY FASTER
ntations Powerful		Risks and Responsibilities
werful Presentation		In the Office
ssage and Structure		Fire Safety
entations Alive		Manual Handling
entation Support Mat		COSHH
and Voice Effectively		First aid
ce		Working at Height
estions		Personal Protective Equipment
r your Presentation		Display Screen Equipment
ERVICE		Stress in the workplace
rvice Essentials		Driving at Work - Your Safety
rvice Knowledge and A		Driving at Work - Economical Driving
quence		Legionella awareness
		Asbestos awareness
eds		Infection Control
eds		Slips, Trips and Falls
nplaints		Managing risk
ners		Electrical safety
allenging customers		Food hygiene level2 cert
		INFLUENCING
		Influencing to Win/Win
		Communicating to Influence
		Influencing Teams
		Influencing in meetings

This table is for our libraries up to 500 learners (Includes E

Number of students (Min 5, Ma		500	ibrary pricing for up to 500	
Open library pricing including LMS			Priced without LM	
		Any 5 courses	Any 10 courses	One library
	ANY>	5	10	20
TRUE	1yr	5,723	7,032	8,657
	2yr paid a	5,294	6,505	8,008
	3yr paid a	**4,865**	**5,977**	**7,358**

		5	10	20

***Customers own IOMAD allows them to upload courses and have cust**

This table is for Emailogic ONLY

;ic Only up to 500 learners	1,000	2,000	5,000
or customers own (min 50)			
2,741	3,741	4,832	6,000
2,536	3,461	4,470	5,550
2,330	3,180	4,107	5,100

full Totara		Number of courses from list above	-	Units 0	
20	50	100	200	250	500
£ -	£ -	£ -	£ -	£ -	£ -
£ -	£ -	£ -	£ -	£ -	£ -
£ -	**£ -**	**£ -**	**£ -**	**£ -**	**£ -**

Annually

	1,000	2,000	5,000
	£ 7,380	£ 9,594	£ 11,513
	£ 9,067	£ 11,787	£ 14,145
d without LMS	£ 11,151	£ 14,497	£ 17,396
	£ 13,463	£ 17,501	£ 21,002
	£ 15,815	£ 20,559	£ 24,671
	£ 20,559	£ 26,727	£ 32,072
	£ 23,195	£ 30,153	£ 36,184
	1,000	**2,000**	**5,000**
	£ 6,827	£ 8,875	£ 10,649
	£ 8,387	£ 10,903	£ 13,084
	£ 10,315	£ 13,409	£ 16,091
d without LMS	£ 12,453	£ 16,189	£ 19,427
	£ 14,628	£ 19,017	£ 22,820
	£ 19,017	£ 24,722	£ 29,666
	£ 21,455	£ 27,892	£ 33,470
	1,000	**2,000**	**5,000**
	£ 6,273	£ 8,155	£ 9,786
	£ 7,707	£ 10,019	£ 12,023
	£ 9,479	£ 12,322	£ 14,787
d without LMS	£ 11,443	£ 14,876	£ 17,851
	£ 13,442	£ 17,475	£ 20,970

£ 17,475	£ 22,718	£ 27,261
£ 19,715	£ 25,630	£ 30,756

nd course don't edit anything that isn't purple

PERFORMANCE MANAGEMENT
Why Manage Performance?
Setting Performance Expectations
Communicating Performance Exp
Performance Outcomes that Moti
Monitoring Performance
Giving and Receiving Feedback
Solving Performance Problems
Performance Improvement Strate
Preparing for a Formal Review
Evaluating Performance
Conducting a Performance Review
COMPLIANCE
Data Protection Act/GDPR
Preventing Bribery in Business (E
Preventing Bribery in Business (M
Preventing Bribery in Business (Ov
Environmental awareness
Preventing Money Laundering
Safeguarding Adults
Safeguarding Children
Equality & Diversity
Information Security
Modern Slavery
Unconscious bias
PCI DSS

mailogic if selected)

) learners (Includes Emailogic if se

S

Per learn

Ar

---	wo librarie	hree librari	All courses
30	**40**	**60**	**80**
10,436	12,265	15,945	17,989
9,653	11,346	14,749	16,640
8,871	**10,426**	**13,553**	**15,291**

30	40	60	80

omisation (extra cost for customisation)

10,000	20,000	50,000
7,370	12,611	18,900
6,817	11,665	17,483
6,265	10,719	16,065

Priced without LMS

1,000	2,000	5,000	10,000
£ -	£ -	£ -	£ -
£ -	£ -	£ -	£ -
£ -	**£ -**	**£ -**	**£ -**

Per Learn

5
#DIV/0!
#DIV/0!
#DIV/0!

10,000	20,000	50,000	100,000
£ 17,269	£ 25,904	£ 38,856	£ 60,111
£ 21,217	£ 31,825	£ 47,738	£ 73,850
£ 26,094	£ 39,141	£ 58,711	£ 90,827
£ 31,503	£ 47,254	£ 70,881	########
£ 37,006	£ 55,509	£ 83,263	########
£ 48,108	£ 72,162	£108,242	########
£ 54,275	£ 81,413	£122,120	########

Per Learn

Units	1,000
5	£ 1.48
10	£ 0.91
20	£ 0.56
30	£ 0.45
40	£ 0.40
60	£ 0.34
80	£ 0.29

10,000	20,000	50,000	100,000
£ 15,974	£ 23,961	£ 35,942	£ 55,602
£ 19,626	£ 29,438	£ 44,157	£ 68,311
£ 24,137	£ 36,205	£ 54,308	£ 84,015
£ 29,140	£ 43,710	£ 65,565	########
£ 34,231	£ 51,346	£ 77,019	########
£ 44,500	£ 66,750	£100,124	########
£ 50,205	£ 75,307	£112,961	########

5	£ 1.37
10	£ 0.84
20	£ 0.52
30	£ 0.42
40	£ 0.37
60	£ 0.32
80	£ 0.27

10,000	20,000	50,000	100,000
£ 14,679	£ 22,019	£ 33,028	£ 51,094
£ 18,034	£ 27,051	£ 40,577	£ 62,773
£ 22,180	£ 33,270	£ 49,905	£ 77,203
£ 26,777	£ 40,166	£ 60,249	£ 93,205
£ 31,455	£ 47,183	£ 70,774	########

5	£ 1.25
10	£ 0.77
20	£ 0.47
30	£ 0.38
40	£ 0.34

£ 40,892	£ 61,337	£ 92,006	########		60	£ 0.29
£ 46,134	£ 69,201	£103,802	########		80	£ 0.25

er per course numbers £

ıy 5 cours	y 10 cour	One librar	One librar	wo librarie	ree librar	All courses
5	10	20	30	40	60	80
2.29	1.41	0.87	0.70	0.61	0.53	0.45
2.12	1.30	0.80	0.64	0.57	0.49	0.42
1.95	1.20	0.74	0.59	0.52	0.45	0.38

er per course numbers £

10	20	50	100	200	250	500
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

er per course numbers £

2,000	5,000	10,000	20,000	50,000
£ 0.96	£ 0.46	£ 0.35	£ 0.26	£ 0.16
£ 0.59	£ 0.28	£ 0.21	£ 0.16	£ 0.10
£ 0.36	£ 0.17	£ 0.13	£ 0.10	£ 0.06
£ 0.29	£ 0.14	£ 0.11	£ 0.08	£ 0.05
£ 0.26	£ 0.12	£ 0.09	£ 0.07	£ 0.04
£ 0.22	£ 0.11	£ 0.08	£ 0.06	£ 0.04
£ 0.19	£ 0.09	£ 0.07	£ 0.05	£ 0.03

£ 0.89	£ 0.43	£ 0.32	£ 0.24	£ 0.14
£ 0.55	£ 0.26	£ 0.20	£ 0.15	£ 0.09
£ 0.34	£ 0.16	£ 0.12	£ 0.09	£ 0.05
£ 0.27	£ 0.13	£ 0.10	£ 0.07	£ 0.04
£ 0.24	£ 0.11	£ 0.09	£ 0.06	£ 0.04
£ 0.21	£ 0.10	£ 0.07	£ 0.06	£ 0.03
£ 0.17	£ 0.08	£ 0.06	£ 0.05	£ 0.03

£ 0.82	£ 0.39	£ 0.29	£ 0.22	£ 0.13
£ 0.50	£ 0.24	£ 0.18	£ 0.14	£ 0.08
£ 0.31	£ 0.15	£ 0.11	£ 0.08	£ 0.05
£ 0.25	£ 0.12	£ 0.09	£ 0.07	£ 0.04
£ 0.22	£ 0.10	£ 0.08	£ 0.06	£ 0.04

£ 0.19	£ 0.09	£ 0.07	£ 0.05	£ 0.03
£ 0.16	£ 0.08	£ 0.06	£ 0.04	£ 0.03

1,000	2,000	5,000
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!
#DIV/0!	#DIV/0!	#DIV/0!