

Summit Training Source

Program Pricing Guidelines

Summit Training Source, our training materials partner, delivers accurate and engaging environmental, health and safety training programs in multiple formats: Streaming Video, DVD, and Online courses.

Otis LM (Learning Manager)

Allows administrators the ability to create, manage and distribute over 200 courses to their employees quickly and efficiently. You can set up multiple locations, departments and work groups and let the system manage completion tracking, reporting and reminders. *Excludes OSHA 10/30 and HAZWOPER.*

- **Specific topics** (see schedule) Purchase credits for the amount of training you will need for any topic that Summit Training Source provides. As you assign courses your credit will be reduced. You can always purchase additional credits at any time.
- **Generic credits** (see schedule) Not sure what topics you need? Purchase Generic Credits and apply them to courses as you decide on topics.

In addition to preferred pricing, Liberty Mutual Insurance customers are also entitled to the following benefits:

- No Set-up Fees
- No Maintenance Fees
- 24/7 Technical Support

Program and purchasing details are outlined below. For specific pricing and program information or to purchase a program, please contact **Health & Safety Institute at 800-447-3177.**

Online Courses

- Summit courses via the Otis LMS (per user/per course rate):

Number Enrolled Courses	Price Per Enrollee
1-999	\$5.00 each
1,000 – 1,499	\$4.75 each
1,500 – 2,999	\$4.50 each
3,000 – 4,449	\$4.25 each
4,500 – 5,999	\$4.00 each
6,000 – 7,499	\$3.75 each
7,500 – 9,999	\$3.50 each
10,000 +	Call for quote

(For volumes above 10,000 courses, Price per Enrollee to be mutually agreed upon by Customer and Summit.)

- Liberty Mutual Policyholders are entitled to unlimited Free Decision Driving Online Courses.
- OSHA 10/30 Online Training and HAZWOPER 8 Hour Online Training
 - } OSHA 10: \$54 per student
 - } OSHA 30: \$110.70 per student
 - } HAZWOPER 8: \$50 per student

Streaming: Otis for Streaming is an efficient way to deliver classroom training with over 200 Summit Training Source programs. Each course can be projected to the classroom and includes instructor material, student material including tests. Excludes OSHA 10/30 and HAZWOPER.

- Unlimited Locations: \$26.25 per credit; each location has 15 days to view the selected video unlimited times
- Unlimited Access: \$1,800.00 per year; provides unlimited locations unlimited access to the complete streaming library

Quick Play Streaming Views: Quick play allows the client obtain a link to the streaming video activated (requires streaming video credit to be purchased) to post on their intranet, email to employees or put on a secure website. Each time the QuickPlay video is viewed, a credit is deducted. Clients must purchase the streaming credit at \$30 to activate the topic and gain access to the Quick Play link in the Otis portal.

- QuickPlay views priced at the below schedule per view:

Number of Views	Price per View
1-500	\$2.40 each
500 - 1500	\$2.20 each
1,501 - 3,000	\$2.00 each
3,001 – 7,500	\$1.60 each
7,501 – 17,000	\$1.40 each
17,001 – 36,000	\$1.20 each
36,001 +	\$1.00 each

DVD Rentals and Purchases:

- **DVD Rentals:** Otis for Rentals is an efficient way to deliver classroom training when you have limited internet connections. With over 200 Summit Training Source programs available and an easy request queue; renting DVDs just got easier. Each rental includes instructor material, student material including tests. Shipping is not included.
 - } **Weekly Rental Rates:**
 - 1 week Rental \$100.00 per DVD, less 20%
 - 2 week Rental \$200.00 per DVD, less 20%
- **DVD Purchases:** If you would like to own any of the over 200 Summit Training Source programs, just select the DVDs in the store and purchase them for your safety library.
 - } Each Specific DVD - List Price, less 20%
 - } Support Materials - Each DVD includes instructor material, student material and tests.

SCORM Pricing

Liberty clients have an option to request either Summit Training Source online interactive courses or the Liberty Mutual Decision Driving online interactive course in a SCORM format for viewing on a private LMS system instead of via Otis, Online Training and Information System. Pricing for this option is outlined as:

- SCORM Set-up Fee (one-time payment) \$2,000
- Course credits per enrolled course:

Number Enrolled Courses	Price Per Enrollee
1-999	\$5.00 each
1,000 – 1,499	\$4.75 each
1,500 – 2,999	\$4.50 each
3,000 – 4,449	\$4.25 each
4,500 – 5,999	\$4.00 each
6,000 – 7,499	\$3.75 each
7,500 – 9,999	\$3.50 each
10,000 +	Call for quote