



CPKN Pricing Policy

Effective April 1, 2011

Since 2004, CPKN has significantly expanded and evolved. As such, CPKN has reviewed and updated our Pricing Policy to better reflect the current status of the organization and the needs of our clients.

This policy addresses the pricing structure of CPKN's catalogue (including volume-based discounting and licensing options) and other business services (designated portals). This policy is designed to improve the consistency, transparency, and understandability of CPKN's pricing model. It will also contribute to the sustainability of CPKN.

Catalogue Pricing

CPKN's catalogue of online courses offers a wide range of training courses for the Canadian police and law enforcement community. The majority of these courses are developed by CPKN in collaboration with Subject Matter Experts from the police community. Other courses are developed by police services/organizations and are adapted for delivery on CPKN learning management system for use by the police/law enforcement community as a whole.

Registration fees for courses listed in CPKN's catalogue are determined as follows:

- Course prices are set based on a number of factors including estimated time to complete, media richness, total development cost, content provider fees, external funding, etc.
- On release, all courses funded by the Police Sector Council will be offered as free learning events for a 4 month period.



Volume-based Discounting

CPKN provides discounted pricing when a service/organization purchases a course for **more than 10%** of its sworn officer population (or total number of employees in an organization). Discounts will be applied as follows:

Listed Course Price	PER USER PRICE				
	\$25	\$50	\$100	\$150	\$200
0% to 10% of sworn officer population	Not eligible for discount.				
11% to 50% of sworn officer population	\$20	\$40	\$80	\$120	\$160
51% to 100%+ of sworn officer population	\$15	\$30	\$60	\$90	\$120

Example:

Course:	Recognition of Emotionally Disturbed Persons		
Catalogue List Price/Learner:	\$50.00		
Total sworn officer population of Service X:	100		
Number of registrations (sworn and non-sworn):	10	30	110
Discount Level:	10%	20%	40%
Discounted Course Price/Learner:	n/a	\$40.00	\$30.00
Total Purchase Price (excl. applicable taxes):	\$500.00	\$1,200.00	\$3,300.00
<i>Total Savings:</i>	<i>n/a</i>	<i>\$300.00</i>	<i>\$2200.00</i>

Notes:

- Volume discounting will apply to a **ONE**-time purchase of a course. Registrations may be submitted all at once *OR* an organization may purchase a specified number of seats to a course. In that case, registrations may be submitted over time until the number of seats purchased has been exhausted. The seats purchased are non-transferable (*i.e. they must be used for the course purchased*);
- Discounting will be based on the total sworn officer population but will apply to sworn, non-sworn and civilian members of police services;
- Discounting **WILL** apply to courses that have been developed through funding provided by the Police Sector Council;
- Discounting is applied to an organization as a whole. Divisions within police services/organizations are **NOT** considered separate entities;
- All discount pricing calculations must be verified by a CPKN representative.



License Pricing

Services/Organizations that are conducting large-scale or on-going training initiatives may benefit from a course license. This option provides a service/organization with unlimited access to a course for a specified term. In most cases, a license is the most cost effective option for large police services/organizations that are training a significant portion of its personnel or conducting a mandatory training event.

License pricing will be based on a flat fee based on the listed price of a course.

Catalogue List Price	License - Year 1	License – Subsequent Years
\$25	\$10,000	\$5,000
\$50	\$20,000	\$10,000
\$100	\$25,000	\$12,500
\$150	\$30,000	\$15,000
\$200	\$35,000	\$20,000

Note: This policy does not apply to *Recognition of Emotionally Disturbed Persons, Criminal Use of Diamonds, or Death Notification* which have a catalogue list price of \$50 but are licensed for \$10,000 (Year 1)/\$5,000(Subsequent Years).

Example: A comparison of two services that plan to conduct a one year training initiative for *Firearms Identification for Public Agents*.

Firearms Identification for Public Agents		
Catalogue List Price/Learner:	\$50.00	
	Service A	Service B
Total sworn officer population of Service:	1000	500
Number of registrations (sworn and non-sworn):	800	260
Volume Discount Price:	\$24,000	\$7,800
Licensing Price:	\$20,000 (Year 1)	\$20,000 (Year 1)

A license is more economical for a larger service.

Volume discounting is more economical for a smaller service.

Notes:

- License pricing applies to sworn, non-sworn, and civilian members of a police service.

Standard Designated Portal Pricing

CPKN has the ability to create designated portals for individual police services/organizations within its Learning Management System (LMS). This option, which provides services with a distinct learning environment for its members, is a highly cost-effective alternative to purchasing an independent LMS. The following costs refer to a basic portal configuration. Further customization or services (other than those listed below) will be subject to additional fees.

- Portal Set-up Fee: \$3,000
- Annual User Access Fee: \$4.00/user
- A minimum annual fee of \$1,000 will apply to all portals (equivalent to 250 registered users)
- Additional non-CPKN courses/videos: \$75.00 annual fee per course (courses are assumed to be not longer than 1 hour in length and videos not longer than 20 minutes)

This applies to a standard portal offering which includes:

- A branded portal environment;
- CPKN Technical Support Desk services;
- Initial registration of learners to portal;
- Standard reporting for each course on the portal up to twelve (12) times per year;
- Training for a portal administrator to manage registrations and reporting;
- Hosting for up to ten (10) non-CPKN courses through the portal;
- Learner certificates of completion; and a
- Portal-based learner feedback survey.