



Trainingweb® Online Training Program Pricing Guide

Developed with Summit Training Source, our training materials partner, Summit Trainingweb® provides a proven, interactive web-based format to deliver accurate and engaging environmental, health and safety training programs. Summit Trainingweb® is a fee-for-service program that delivers cost effective, online training programs to Liberty Mutual Group customers at a significantly discounted rate.

PROGRAM OPTIONS

Liberty Mutual Group / Summit Trainingweb® offer four options for your Online Training Program, all at a significant discount over retail pricing.

1. [Pay-per-View](#) – Designed to accommodate Liberty Mutual Group customers with modest training needs, Summit provides a Pay-per-View site for customers to assign specific courses to an individual employee(s).
2. [Block Purchase](#) – Designed for Liberty Mutual Group customers wishing to have access to 500 training seats and select various course titles from the Summit Trainingweb® Library. (i.e. One course for 500 individuals; 5 courses for 100 individuals; or any combination thereof to a maximum of 500 seats.)
3. [Annual Lease](#) – Designed for Liberty Mutual Group customers wishing to access training for a specific course title(s) for a defined number of individuals. Allows companies to customize the program by selecting the appropriate number of seats and course titles.
4. [Perpetual License](#) – Designed for Liberty Mutual Group customers wishing to access Summit Trainingweb® online courses for unlimited internal use. This option is intended for customers who wish to add Summit content to their existing on-line offerings.

In addition to preferred pricing, Liberty Mutual Group 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 **Teela Brown**, Summit Sales Manager, at 1-800-842-046 x203 or teelab@safetyontheweb.com.



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PROGRAM DETAILS

Pay-per-View ([Back to Program Options](#))

Liberty Mutual Group customers may purchase single training sessions from the Summit Trainingweb® course library of 140+ courses.

- **Functionality**
 - Summit hosts and administers the Pay-per-View site.
 - Customers will pay Summit for the course(s) at the time of use.
- **Pricing**
 - Liberty Mutual Group pricing is \$19.95/course (\$29.95 retail).

Block Purchase ([Back to Program Options](#))

Individual Liberty Mutual Group customers may purchase a block (500 training seats) that provides access to the Summit Trainingweb® course library of 140+ courses.

- **Functionality**
 - Summit hosts and administers each site for an annual fee of \$250.
 - Customers are assigned their own URL.
 - Customers have access to their site as long as their hosting fee is current.
 - Customers have the ability to set up individual locations/departments and administer the entire training program through the Summit Learning Management System.
- **Pricing**
 - Liberty Mutual Group block pricing is \$2375 or \$4.75/course (Retail: \$5.00/course plus \$1,000 hosting fee)
 - Requires either:
 - An annual hosting fee of \$250; or
 - A customized Liberty Mutual Group policyholder site for an annual hosting fee of \$1000+ based on the number of courses selected

Annual Lease ([Back to Program Options](#))

Individual Liberty Mutual Group customers lease access to individual online courses

- **Functionality**
 - Customers will have access to the number of users and number of Summit Trainingweb® courses leased. (i.e. If a lease is negotiated for 500 employees, 500 employees can have access to the corresponding Summit Trainingweb® course titles that are leased.)
 - Hosting Options
 - Summit may host and administer the site; or
 - Customer may host course content on their Learning Management System.
 - Customers are assigned their own URL.
 - Customers have access to their site as long as their hosting fee is current.
 - Customers have the ability to set up individual locations/departments and administer the entire training program through the Summit Learning Management System.



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Annual Lease (continued)

- **Pricing**
 - Summit’s retail price for courses purchased in this format is based on the pricing structure below. These rates are a starting base only; individual rates will be based on need and anticipated usage. To obtain your individual quote, contact Teela Brown @ 800-842-0466 x203 or teelab@safetyontheweb.com .
 - If hosted by Summit, an annual hosting fee of \$1,000 applies in addition to the cost of the lease.

Number of Users	1 Title	2-5 Titles	6+ Titles
1 - 500	\$2,500 each	\$2,250 each	\$2,000 each
501 - 1,000	\$3,000 each	\$2,750 each	\$2,500 each
1,001 - 2,500	\$3,500 each	\$3,250 each	\$3,000 each
2,501 - 5,000	\$4,000 each	\$3,750 each	\$3,500 each
5,001 - 7,500	\$4,500 each	\$4,250 each	\$4,000 each
7,501 - 10,000	\$5,000 each	\$4,750 each	\$4,500 each
10,000+	Call for quote	Call for quote	Call for quote

Perpetual License ([Back to Program Options](#))

One license grants access to one specific course; additional licenses may be purchased.

- **Functionality**
 - Companies may host and maintain the courses purchased or may have Summit host for a \$1,000 annual fee
 - Customers may modify/customize content to meet their specific business need
 - Customers pay a one-time fee to train an unlimited number of employees for as long as they like
 - Summit will provide:
 - Installation CDs for the courses purchased
 - Training materials to the policyholder to help familiarize them with the program
 - A web demonstration of the program’s administrative functions, when requested. Customers may also travel to Summit for individual training. At policyholder expense and upon request, Summit is available to travel to the policyholder’s site to help set up the program and train Program Administrators.
- **Pricing**
 - Pricing is based on the number of courses purchased. To obtain pricing options, or to purchase, contact Teela Brown @ 800-842-0466 x203 or teelab@safetyontheweb.com .
 - Additional fees will be charged for technical support above and beyond Summit’s normally included services.

Number of Courses	Retail Cost	LMG Policyholder Cost
1 Title	\$25,000 each	\$20,000 each
2-5 Titles	\$20,000 each	\$16,000 each
6-10 Titles	\$18,500 each	\$14,800 each
11-15 Titles	\$15,000 each	\$12,000 each
16-19 Titles	\$12,500 each	\$10,000 each
20+ Titles	\$10,000 each	\$ 8,000 each