

The BUSINESS CASE for PASA CONNECT



A fusion of expert led teaching, local market intelligence and on-the-job training

Investment

Annual membership is for 12 months for your ORGANISATION
And is priced by your procurement team size ...

Your subscription price for 12 months is :

Team Size Enrolled	New Pricing from 1st January 2021
1	\$1,750 + GST (Per head)
2	\$3,000 + GST (\$1500 Per head)
3	\$4,500 + GST (\$1500 Per head)
4	\$5,500 + GST
5 - 9	\$7,500 + GST
10 - 20	\$9,950 + GST
21 - 30	\$12,950 + GST
30 - 50	\$15,750 + GST
51 - 99	\$19,500 + GST
100 - 200	\$30,000 + GST

PASA CONNECT Roundtables usually last ONLY 60-90 mins online
And are often available 2 or 3 times per week outside holiday periods

Your number of team members is actually ...	
Your cost of annual membership is therefore	\$
Cost per team member per annum is therefore	\$
Average attendance rate is 10 sessions pa	
	divide by ten =
Therefore, your likely cost per learning event pp	\$

Return of Investment

Membership is transferable ... as staff leave and join during your membership year

Your PASA CONNECT account manager will:

- Arrange the onboarding for your whole team
- Present at your team-meeting :
- "How to get the most from your corporate membership"
- Liaise with your internal co-ordinator at all times
- Facilitate any CONCIERGE requests your team may have
- Demonstrate how to download the APP from iTunes or Android
- Remind your team of forthcoming activities
- Survey all members for feedback on topics & subjects
- Provide quarterly reports of your team's attendance

You can now claim 1 CPD point for every hour you attend PASA activities
These CPD points can be easily logged and are now fully recognised by CIPS

The annual spend of your procurement team is currently around	\$
The typical payroll of your whole team x AVERAGE \$100k pp	\$
So, MEMBERSHIP COST as a % of PAYROLL is just	%
And, this 'training investment' as a % of TOTAL SPEND is just	%
Potential savings from better training & knowledge could be any realistic - but just 2% extra savings on your SPEND is	\$

PASA CONNECT Roundtables are expert led but peer-driven learning & development sessions for procurement practitioners: Typically up to 100 Roundtables each year are offered on most relevant topics, trends and indirect categories ... offering expert led, peer driven, local knowledge