

TSP Product Suite: Prices

(effective January 15, 2011)

1. TSP Product Suite Fees

1.1 Training and Qualification

Candidate Requirements:

Please refer to <http://www.sei.cmu.edu/partners/upload/tspProcedures.pdf> for all course requirements applicable to Authorization or Certification Candidates.

Prices for Required Courses:

Except for TSP Mentor Coach Training, prices for all courses that are required as part of the qualification process are posted at <http://www.sei.cmu.edu/training/find/trainingPrices.cfm>. SEI will issue invoices for the training fees; payment will be due 30 days from date of invoice.

TSP Mentor Coach Training:

\$25,000/person, includes the one-day course and the twelve (12) month Provisional Mentor Coach Guidance Support provided by the SEI

The SEI provides individuals in the SEI Partner community the opportunity to become a SEI-Certified TSP Mentor Coach. The [TSP Mentoring Program Guidebook v1.1](#) and the application can be found at <http://www.sei.cmu.edu/certification/upload/TSPMentorApplication.pdf>.

Additional SEI Technical Assistance and Guidance:

The fee for additional SEI technical assistance and guidance will be billed at the SEI's current rate for any technical guidance, mentoring, and/or candidate remedial support provided by the SEI relative to the use of the TSP Product Suite by Agreement Partner. The current daily rate for additional assistance is \$2,250 charged point-to-point, plus any travel expenses. Point-to-point covers time spent traveling to and from the support site. SEI will invoice Agreement Partner for any technical assistance or remedial support; payment shall be due 30 days from date of invoice. Any additional courses provided by the SEI will be provided at the published SEI course prices.

1.2 Annual Support Fees

The following table lists annual fees due for SEI-Authorized Individuals, SEI-Certified Individuals, Authorization Candidates, and Certification Candidates:

Qualification	Annual Fee for U.S. Residents	Annual Fee for Non-U.S. Residents
SEI-Authorized PSP Instructor or Authorization Candidate	\$1,500	\$1,800
SEI-Certified TSP Coach or Certification Candidates	\$2,040	\$2,350
SEI-Certified TSP Mentor Coach Add-On	\$1,200	\$1,380

Combined fee (applicable to individuals who are both an SEI-Authorized PSP Instructor and an SEI-Certified TSP Coach)	\$3,300	\$3,900
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Annual support fees shall be due for each SEI-Authorized PSP Instructor, SEI-Certified TSP Coach, or Authorization or Certification Candidate for whom Agreement Partner is the primary sponsor. Annual support fees for Authorization Candidates shall be due upon the completion of PSP Instructor Training for those PSP Instructor Authorization Candidates and upon completion of TSP Coach Training for those TSP Coach Certification Candidates. SEI will issue invoices for annual support fees, payment shall be due 30 days from date of invoice.

The obligation to pay annual support fees terminates if a) the TSP Product Suite License Agreement is terminated, b) the SEI-Authorized Individuals, SEI-Certified Individuals, Authorization Candidates or Certification Candidates cease to be employed by the sponsoring Agreement Partner, or c) a written certification made by the Agreement Partner that the SEI-Authorized Individuals, SEI-Certified Individuals, Certification Candidates or Authorization Candidates no longer are working in the capacity as SEI-Authorized PSP Instructors or SEI-Certified TSP Coaches. In the event that an individual resumes his or her role as an SEI-Authorized PSP Instructor or SEI-Certified TSP Coach, the obligation to pay annual support fees shall be reinstated.

1.3 Annual Minimum

Agreement Partner is subject to an annual minimum fee of \$3,000 for U.S.-based organizations (as defined at: <http://partner-application.sei.cmu.edu/documents/opawlr01.pdf>) or \$3,600 for all others. This fee will be invoiced on the first anniversary date of the Agreement and every year thereafter. All annual support fees for SEI-Authorized PSP Instructors and SEI-Certified TSP Coaches paid by Agreement Partner in the 12 months prior to the annual minimum fee invoice date shall be credited toward the annual minimum fee. All PSP-Developer Certification incentive credits earned by SEI-Authorized PSP Instructors sponsored by Agreement Partner in the 12 months prior to the annual minimum fee invoice date shall be credited toward the annual minimum fee. SEI will issue an invoice for the annual minimum fee; payment shall be due 30 days from date of invoice.

1.4 Internal-Use Course Fees

Course use fees for Internal-Use are defined in the following table. The per-seat fee shown in the table is due for each TSP Product Suite course registrant, regardless of whether the registrant completes the TSP Product Suite course. SEI will issue an invoice for the course use fees; payment shall be due 30 days from date of invoice.

Course	Per-Seat Fee for Internal-Use	
	U.S. Delivery Location	Non-U.S. Delivery Location
TSP Executive Strategy Seminar	\$0	\$0
Managing TSP Teams	\$35	\$41
Leading a Development Team	\$35	\$41
Introduction to Personal Process	\$35	\$41
TSP Team Member Training	\$35	\$41
PSP for Engineers I	\$35	\$41
PSP for Engineers II	\$34	\$41
PSP for Engineers I (blended learning version)	\$125	\$125

PSP for Engineers II (blended learning version)	\$125	\$125
PSP Fundamentals (blended learning version)	\$125	\$125
PSP Advanced (blended learning version)	\$125	\$125

1.5 Commercial-Use Course Fees

Course use fees for Commercial-Use are defined in the following table. The per-seat fee shown in the table is due for each TSP Product Suite course registrant, regardless of whether the registrant completes the TSP Product Suite course. SEI will issue an invoice for the course use fees; payment shall be due 30 days from date of invoice.

Course	Per-Seat Fee for Commercial-Use	
	U.S. Delivery Location	Non-U.S. Delivery Location
TSP Executive Strategy Seminar	\$0	\$0
Managing TSP Teams	\$35	\$41
Leading a Development Team	\$35	\$41
Introduction to Personal Process	\$55	\$65
TSP Team Member Training	\$55	\$65
PSP for Engineers I	\$125	\$149
PSP for Engineers II	\$125	\$149
PSP for Engineers I (blended learning version)	\$125	\$125
PSP for Engineers II (blended learning version)	\$125	\$125
PSP Fundamentals (blended learning version)	\$125	\$125
PSP Advanced (blended learning version)	\$125	\$125

1.6 Academic-Use Course Fees

Course use fees for Academic-Use are defined in the following table. The per-seat fee shown in the table is due for each course registrant, regardless of whether the registrant completes the course. SEI will issue an invoice for the course use fees; payment shall be due 30 days from date of invoice.

Course	Per-Seat Fee for Academic-Use	
	U.S. Delivery Location	Non-U.S. Delivery Location
PSP Academic Bundle: includes (i) PSP for Engineers, Academic Version (blended learning version), (ii) PSP Certification Exam (subject to standard, published retake procedures), and (iii) Elimination of PSP certification renewal fees for first three years of certification for Course Participants who pass the PSP Certification Exam.	\$205	\$205

1.7 Certification Testing and Other Fees

Certification fees and other information on the PSP Developer Certification and TSP Coach Certifications are published at: <http://www.sei.cmu.edu/certification>. For the PSP Developer Certification, discounts are available to individuals who have completed the SEI's PSP for Engineers I and II courses and to university or college students; information on these discount programs is available at: <http://www.sei.cmu.edu/certification/process/psp/savings.cfm>. In addition, SEI will make discounted prices available to Agreement Partners who wish to purchase bundles of PSP Developer exams. For more information, please contact: partner-bundles@sei.cmu.edu.

2. Incentives

2.1 Incentive for PSP-Certification

Credits are available toward the annual fee for SEI-Authorized PSP Instructors as follows. SEI shall provide a \$20 credit for each PSP for Engineers Course Participant who passes the PSP Certification exam within 24 months after completing such course. The credit will be reflected in Agreement Partner's account and available for use as provided below within 30 days of the Course Participant passing the PSP Certification exam. Credits accumulate on an annual basis, per SEI-Authorized PSP Instructor, up to the total amount of the annual fee due for such instructor. All accumulated credits in any year shall be applied to the applicable SEI-Authorized PSP Instructor's annual fee on the date that the invoice for the annual fee is issued by SEI. Credits may not be transferred from one instructor to another.

2.2 Incentive for Internal-Use Agreements

This incentive applies only to Agreement Partners who have a Commercial-Use license for the TSP Product Suite.

Commercial-Use Agreement Partners are encouraged to have their TSP customers enter into an Internal-Use license agreement with SEI according to the process described at <http://www.sei.cmu.edu/partners/upload/tspProcedures.pdf>. For each customer of Agreement Partner who executes such an agreement according to the referenced procedure, SEI shall provide Agreement Partner with a \$1000 credit, which shall be available for use within 30 days after the effective date of such customer's written agreement with the SEI that includes an Internal-Use license to the TSP Product Suite. The credit shall be valid for 12 months and may be used by Agreement Partner toward the payment of annual support fees or the annual minimum fee due under this Agreement. If the SEI terminates such customer's Internal-Use license agreement within twelve (12) months following its effective date, there shall be no effect on such credit. Notwithstanding the foregoing, to the extent any such customer terminates its Internal-Use license agreement within twelve (12) months following its effective date, such Agreement Partner will repay such credit.