

## Question #70

### Detailed Pricing Table

SKU	Item Description	Standard/List Price	Sourcewell Discounted Price	Discount (%)
RM001	Onsite Risk Assessment (per location)	\$2,500	\$2,000	20%
RM002	Safety Training Session (up to 20 attendees)	\$500/session	\$400/session	20%
RM003	Ergonomic Assessment (per employee)	\$200	\$150	25%
RM004	Fleet Risk Management Consulting	\$1,500	\$1,200	20%
RM005	Claims Management Consulting (per hour)	\$200/hour	\$160/hour	20%
RM006	Cybersecurity Risk Assessment	\$3,000	\$2,400	20%
RM007	Bundled Risk Management Services (customized)	Custom Pricing	15% discount on total fees	15%

  

HL001	Health Insurance Plan (50-100 employees, per month)	\$450/employee	\$382.50/employee	15%
HL002	Health Insurance Plan (100+ employees, per month)	\$450/employee	\$360/employee	20%
HL003	Voluntary Life Insurance (per employee, per month)	\$20	\$15	25%
HL004	Dental Insurance (per employee, per month)	\$30	\$25	17%
HL005	Vision Insurance (per employee, per month)	\$15	\$12	20%

### Customized Packages

- **Bundled Coverages:** Bundling general liability, property, and workers' compensation coverage qualifies for a 20%-25% **discount** based on the total premium amount.
- **Multi-Year Agreements:** Additional 5% **discount** on the total cost for multi-year contracts.