**OPRA Member Services**

**Relias Learning Vendor Partner Proposal**

**Relias Learning is one of 4 training programs approved by DODD that qualifies for the competency based add-on. The Member Services Committee has been meeting with Relias representatives for a couple of months. In our discussions, it became apparent that we could not enter into a traditional vendor agreement resulting in royalties, as Relias has a royalty arrangement with ANCOR. A sub-agreement with OPRA would present a conflict of interest. Undeterred, we went back to the drawing board. Below is a summary of a partnership proposal.**

* **Relias will be a Platinum Sponsor at all OPRA conferences**
* **There will be a tiered pricing approach based on the number of staff at participating agencies. Currently there are five OPRA customers with 1,200 users. The 1,200 count towards the tiered proposal**
* **5,000 users/$4 per person per month**
* **7,500 users/$3.50 per person per month**
* **10,000 users/$3.25 per person per month**
* **All pricing includes a 15% partnership discount for OPRA members**

**All prices result in a substantial discount over current pricing. June 30 is the target date. The five members currently using Relias would receive a savings of $40,000. Since we already have 1,200 Relias users, we will need an additional 3,800 to qualify for the first tiered discount. We feel this is the optimal time to enter into an agreement with Relias, as providers are just now starting to think about how they will assist staff in obtaining the add-on. Relias also offered to push OPRA membership when meeting with non-members and to offer only regular pricing to non-member agencies.**

**The Member Services Committee recommends entering into an agreement with Relias Learning.**