

Appendix 1

to the agreement on distribution and delivery of courses and webinars from the programme ensa First Aid for Mental Health

1. Authorization

The Partner is authorized to promote, market, and deliver ensa courses. They will use their own instructors who are certified and trained by the foundation. If required, the Partner can book additional external instructors with the Foundation.

2. Guidelines and Quality standards

The Partner shall deliver all courses and webinars exclusively in compliance with the licensing guidelines described in the Product Guidelines, Guidelines and Quality Standards of the foundation as described. These form an integral part of this Annex and the Agreement.

3. Prices and Conditions

- The fee shares are linked to the Partner's effective sales prices on a percentage basis.
- The minimum retail prices applicable to the offers are set out in the price list in points 4 and 5 of this Annex.
- In general, the fees of the sales price for face-to-face courses are divided 1/3 to the foundation and 2/3 to the Partner.
- For webinars, the sharing of the fees of the sales price is 40% pro rata to the Foundation and 60% pro rata to the Partner.
- The additional costs for webinar shares, arise from the individual mailing of the training materials and manuals organized by the foundation to each participant.
- For non-profit organizations, a reduction may be granted up to the amount of the minimum price of the public course offers as per point 4 of this Annex.

4. Services and prices of public B2C courses and for nonprofit (NPO) clients:

Services	Unit	Min. selling price per unit Incl. VAT	Partner share Excl. VAT	Foundation share Excl. VAT
a. Participation fees for course participants public				
ensa Course First Aid Conversations for Managers	Per participant	Fr. 180.00	Fr. 120.-	Fr. 60.-
ensa Webinar First Aid Conversations for Managers	Per participant	Fr. 180.00	Fr. 110.-	*Fr. 70.-
ensa First Aid course Focus Adults	Per participant	Fr. 380.00	Fr. 260.-	Fr. 120.-
ensa First Aid webinar Focus Adults	Per participant	Fr. 380.00	Fr. 230.-	*Fr. 150.-
ensa First Aid course Focus Youth	Per participant	Fr. 450.00	Fr. 300.-	Fr. 150.-
ensa First Aid webinar Focus Youth	Per participant	Fr. 450.00	Fr. 270.-	*Fr. 180.-
ensa course/webinar First Aid Conservations about Suicide	Per participant	Fr. 150.00	Fr. 100.-	Fr. 50.-
ensa course/webinar First Aid Conversations about Non-suicidal Self Injury	Per participant	Fr. 150.00	Fr. 100.-	Fr. 50.-

5. Services and prices for corporate courses B2B clients:

Services	Unit	Min. selling price per unit Excl. VAT	Partner share Excl. VAT	Foundation share Excl. VAT
a. Fees for corporate course participants				
ensa Course First Aid Conversations for Managers	Per participant	Fr. 180.00	Fr. 120.-	Fr. 60.-
ensa Webinar First Aid Conversations for Managers	Per participant	Fr. 180.00	Fr. 110.-	*Fr. 70.-
ensa First Aid course Focus Adults	Per participant	Fr. 480.00	Fr. 320.-	Fr. 160.-
ensa First Aid webinar Focus Adults	Per participant	Fr. 480.00	Fr. 290.-	*Fr. 190.-
ensa First Aid course Focus Youth	Per participant	Fr. 450.00	Fr. 300.-	Fr. 150.-
ensa First Aid webinar Focus Youth	Per participant	Fr. 450.00	Fr. 270.-	*Fr. 180.-
ensa course/webinar First Aid Conservations about Suicide	Per participant	Fr. 150.00	Fr. 100.-	Fr. 50.-
ensa course/webinar First Aid Conversations about Non-suicidal Self Injury	Per participant	Fr. 150.00	Fr. 100.-	Fr. 50.-

* Additional costs for sending training materials and manual to all participants.

** In the case reductions for NPOs, the Foundation's and partner's fee shares are reduced according to Table 4.a of this Annex.



6. Services and prices as a Partner for in-house courses:

Services	Unit	Price per person excl. VAT
a. Instructor training fees for prospective instructors		
Instructor Training ensa course Focus Adult	Per person	Fr. 2'900.00
Certification by experienced instructor in mentoring	Per person and course	Fr. 1'800.00
Instructors upskill ensa courses (per upskill day)	Per person	Fr. 580.00
Annual Instructor's Fee	Per Person	Fr. 200.00
a. Fees for internal course participants are in line with the shares of the Foundation		
Prices correspond to the B2B shares of the foundation under point 5	Marked on Table 5 in grey	
NPO prices correspond to the B2C shares of the foundation under point 4	Marked on Table 4 in grey	
b. Booking fees of external ensa certified Instructors from foundation		
ensa Course Focus Adults (12h)	Per experienced instructor	Fr. 1'800.00
ensa Course Focus Adults (12h)	Per trainee instructor	Fr. 900.00
ensa Course Focus Youths (14h)	Per experienced instructor	Fr. 2'000.00
ensa Course Focus Youths (14h)	Per trainee instructor	Fr. 1'000.00
ensa course for managers and other half-day courses	Per experienced instructor	Fr. 570.00
ensa course for managers and other half-day courses	Per trainee instructor	Fr. 285.00