



CURSUSCOLLECTIEF

REDUCING YOUR  
EDUCATIONAL COSTS  
THROUGH COLLECTIVE  
PURCHASING POWER

**CursusCollectief** (Dutch for 'course collective') is the educational purchasing collective for companies and institutions in the Netherlands and the ASEAN region. For many years, we have delivered significant savings via joint course procurement; buying at reputable educational and training companies across the Netherlands and the ASEAN region. With our services, both organizations and individuals are assured of the best programmes at the best price. Individuals can benefit directly, and companies can join to realise substantial cost savings. We bundle separate "orders" into one collective purchase and gain corresponding volume discounts. Our "no cure, no pay" approach leads to risk-free participation.

# HOW DOES THE COLLECTIVE PROCUREMENT PROCESS WORK?

If you, as a (corporate) training buyer, want to purchase collectively (therefore being more cost-effectively), you can join our joint course procurement. Simply complete the online form (without obligation) with your company details and provide an estimate of your annual training spend. We will provide you - free of charge- an estimation of how much you could save on your educational budget. All submitted order amounts are aggregated and matched against existing procurement contracts and negotiated price agreements. You will receive a personalised savings proposal arising from the collective process—typically between **15% and 35%**. Once you accept the proposal, the agreed discount percentage applies to the stated annual spend.

# HOW DOES THE INDIVIDUAL PURCHASING PROCESS WORK?

If you want to enroll for a course, you can also benefit individually by booking through CursusCollectief. Please provide the course title, provider, start date, location, and your personal details via the Quick Scan on the website. We will check whether the course is covered by existing procurement agreements. If so, you can book the programme through us at a lower price. After you submit your details (without obligation), we assess whether there is a match with existing agreements.

## WHAT YOU CAN EXPECT

### QUALITY PROGRAMMES

We provide high-quality courses and programmes from reputable, accredited providers, all of which are guaranteed to run on multiple dates throughout the year.

### GUARANTEED SAVINGS

Every programme booked through us either includes a lowest-price guarantee resulting from collective purchasing or an add-on (extra sessions) at the same price.

### OPTIONS FOR EVERY ORGANISATION

We offer the most competitive terms to every client. Whether you are a multinational or a sole proprietor, there is value to be gained. You can purchase both large and small volumes with us at substantial discounts without losing the quality of the course at hand.

## GUARANTEED START DATES

We work exclusively with providers that guarantee starting programs. The courses we offer have multiple guaranteed start dates each year at various locations.

## INDEPENDENT PROVIDER

CursusCollectief collaborates with partner providers on a independent basis. We do not accept commissions. You can therefore rely on us for an unbiased approach.

## NO HASSLE

We prioritise efficiency and clarity. No complicated arrangements: when you purchase a specified volume, you receive a clear, pre-communicated price.

# OUR APPROACH

CursusCollectief represents a large group of companies and institutions in the Netherlands, other parts of Europe and in the ASEAN region. Training providers consider CursusCollectief as a single client, resulting in excellent purchasing terms—beneficial for all participants.

We collaborate only with reputable providers that guarantee quality and, of course, attractive commercial terms. Our approach is defined by efficiency, simplicity, and quality. We procure accredited, high-quality programmes that are guaranteed in terms of execution at preferred locations. This ensures our clients always receive an excellent end product—without complex arrangements. We also offer independent training advice.

# PAYMENT OPTIONS

CursusCollectief offers several basic payment options to ensure the best possible cash flow fit for your organization.

1. **Direct payment:** the total training budget (minus the discount negotiated by CursusCollectief) is transferred in advance. This enables CursusCollectief to purchase training courses and cover payments without restrictions. This is the most cost-effective option for your organization.
2. **Payment in instalments:** the total training budget (minus the discount negotiated by CursusCollectief) is paid in equal and proportionate installments. The number of instalments is determined based on mutual agreement.
3. **Combined payment:** larger amount of the total training budget (minus the discount negotiated by CursusCollectief) is paid at a certain time, while smaller amounts are paid in installments e.g. The distribution of payments (in time and amount) is settled based on a mutual agreement.
4. **Deferred payment:** the total training budget (minus the discount negotiated by CursusCollectief) is paid after the services have been delivered. Since CursusCollectief bears the full non-payment risk and pre-finances the training budget during the entire contract period, it has to be noted that this is the most costly option.

The mentioned four payment options can be viewed as the standard payment options for our (financial) arrangements. If you require a more custom solution, we are happy to discuss alternatives to achieve the best possible cash flow fit for your organization.

# CONTACT DETAILS

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# CHAMBER OF COMMERCE

CursusCollectief is a trade name of Business Enablers B.V.

**Chamber of Commerce registration no:** 59449691

**VAT number:** NL8534.93.054.B01



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