AUTO DIGITID AFRICA

Certifying a national workforce

For governments and development partners · every rate published

PILOT PROGRAMME

$183,000

4 institutions, 400 people

NATIONAL PROGRAMME

$3,056,500

35 institutions, 12,000 people

COST PER BENEFICIARY

$255–$458

falls as the programme scales

POSITION

We are the verification layer

Anyone can deliver training. Very few can independently verify that it worked.

We license the curriculum

Localised to your qualifications framework and your national priorities.

We certify the faculty

Train-the-trainer, then a credential the trainer holds in their own name.

We assess the learners

Against a vendor-neutral standard no equipment manufacturer controls.

We publish the verification

Every credential has a public record your auditors can check independently.

WHY THAT DISTINCTION IS WORTH PAYING FOR

A programme that reports its own results is asking to be believed. A programme whose results can be verified by anyone, from outside, is not.

STRUCTURE

What a programme includes

Five components, each separately priced.

Component	What it is	Unit
Mobilisation	Design, localisation, baseline study, train-the-trainer, systems setup	one-off
Programme management	Delivery oversight, independent verification, indicator reporting	per year
Participating institutions	Licence, faculty enablement and support for each institution	per institution, per year
Enrolled learner-years	Curriculum access, labs and learner support	per learner-year
Assessment	Examination, moderation and the credential itself	per candidate assessed

NOTHING IS HIDDEN IN AN UNNAMED MANAGEMENT LINE

You can strike any component from the bill and see exactly what the programme loses and what it saves.

PRICE

The bill of quantities

Line	Pilot	Programme
Mobilisation, one-off	$45,000	$85,000
Management and verification, a year	$35,000	$65,000
Each participating institution, a year	$6,500	$6,500
Learner-year, first band	$42	$42

Learner-years running in one year	Rate each
1 – 2,000	$42
2,001 – 10,000	$30
10,001 and above	$22

Assessment, per candidate	Rate
Professional	$155
Specialist	$560
Expert	$1,750

PROGRAMME RATES, NOT A DISCOUNT

Assessment at $155 against a $295 individual price reflects committed volume, a scheduled payment and contracted integrity terms. A pilot of up to 6 institutions takes the pilot rates.

PRICE

What it costs at five scales

The same formula, applied to five programme sizes.

Programme	Institutions	People	Years	Total	A year	Per person
Pilot	4	400	1	$183,000	$183,000	$458
Extended pilot	6	900	2	$366,250	$183,125	$407
Regional	12	3,000	3	$1,091,500	$363,833	$364
National	35	12,000	3	$3,056,500	$1,018,833	$255
Multi-country	60	25,000	4	$6,133,500	$1,533,375	$245

COST PER BENEFICIARY FALLS AS THE PROGRAMME GROWS

From $458 at pilot scale to $245 at multi-country scale, because mobilisation and management are fixed while the learner and assessment lines taper.

FINANCING

How it maps to your indicators

Type	Indicator	What we deliver	Verified by
Input	Curriculum licensed and localised for the programme	Signed licence per institution, localised Schedule A	Signed schedules
Process	Faculty trained and certified to deliver	Train-the-trainer completed, faculty credentials issued	Credential register
Intermediate	Learners enrolled and assessed	Enrolment census, assessment records	Audited census and exam records
Outcome	Learners certified	Independent, vendor-neutral credential issued per candidate who passes	Public credential verification
Outcome	Employment or progression at 6-12 months	Credential holder register made available for tracer studies	Programme M&E, not us

THE LAST ROW IS DELIBERATELY NOT OURS

Employment and progression belong to your monitoring and evaluation. We will supply the credential-holder register for tracer studies; we will not report an outcome we did not verify.

INTEGRITY

How the assessment is protected

We are paid per candidate assessed, never per candidate passed

Where our credential triggers a disbursement, payment per pass would give us a direct financial interest in the pass rate. Payment per candidate sat, whatever the result, removes it.

Pass rates are published

By programme and by cohort. A pass rate that moves without an explanation is visible to you and to your auditors at the same time it is visible to us.

The assessment is under independent psychometric oversight

Item performance, difficulty and discrimination are reviewed by people who are not paid by the programme.

THIS MATTERS MORE THAN ANY PRICE IN THE DECK, AND THE THREE TRAVEL TOGETHER

If a programme design cannot accommodate all three, we are the wrong partner — and better that is said before mobilisation.

PAYMENT

Structured to your disbursement

Milestone	What falls due	Verified before payment by
Contract signature	20% of mobilisation	the signed agreement
Mobilisation complete	the balance of mobilisation	localised curriculum, faculty credentials issued, systems live
Each programme year, in advance	management fee and institution fees	the institution register for that year
Quarterly, in arrears	learner-year fees	the certified enrolment census
On assessment delivery	assessment fees	the examination record, per candidate sat

EVERY LINE IS TIED TO SOMETHING CHECKABLE

There is no payment in this schedule that depends on our own account of what happened.

SUSTAINABILITY

What happens when the funding ends

The first question in every appraisal.

The licence continues

Each institution holds a licence it renews at our standard published university rate.

The faculty stay certified

Through the normal renewal cycle, in their own names, independent of the programme.

The credential funds itself

Candidates pay for it directly. Nothing about it depends on the grant continuing.

Institution size	Annual cost to continue
150 students	$20,250
300 students	$28,500
600 students	$45,000

THAT IS THE SUSTAINABILITY ANNEX, AND IT IS REAL

It is the same rate any university pays in our standard framework — not a number written for a proposal.

COUNTERPART

What we ask you to contribute

OPENING POSITION

15%

of programme value, in any acceptable form

Acceptable forms, in order of preference	
Cash	contribution toward the annual licence
Faculty time	released for enablement and train-the-trainer
Facilities	teaching space, laboratories, connectivity
Learner support	transport, stipends, materials

AND THE REASON IS NOT THE MONEY

A ministry that has contributed nothing has nothing at stake when the donor leaves. Those are exactly the programmes that end on the day the funding does.

BOUNDARIES

Four things we will not do

Stated here rather than discovered in negotiation.

Certify anyone who did not pass

Whatever the indicator pressure, and whatever the disbursement depends on.

Report outcomes we did not verify

Employment and progression belong to your monitoring and evaluation function.

Bundle certification free into a degree or a grant

A credential that is given away is worth what it cost, to everyone who holds one.

Accept payment contingent on the pass rate

For the reason on the integrity slide, and there is no price at which it becomes acceptable.

EACH ONE PROTECTS WHAT YOUR PROGRAMME IS BUYING

The value of the credential your beneficiaries will hold is the only thing that makes the programme worth reporting.

Currency, tax and terms

	Our position
Currency	One price list in US dollars. We contract in USD wherever the procurement permits it.
Local-currency contracts	A reference rate stated at signature, and a re-set clause if spot moves beyond ±7.5% over a quarter — priced openly rather than built into the rate.
Withholding tax	Normal in this sector. Our prices are quoted gross of withholding and we say so before signature, not at invoice.
Retention	We price on the assumption that retention exists and is held to final acceptance.

NONE OF THIS IS UNUSUAL, AND THAT IS THE POINT

Every one of these is a normal feature of programme procurement. Quoting as though they do not exist is how a price changes after award.

NEXT

Getting started

The best moment to involve us is at design, not at tender.

01

Programme design session

With your team, against the indicators you already intend to use.

02

Costed scoping note

The bill of quantities applied to your actual institution and beneficiary numbers.

03

Institutional readiness assessment

Which institutions can deliver now, and what the others need first.

04

Programme agreement

Scope, schedules, the indicator map and the payment schedule.

None of the first three is a commitment. Certification after training is itself a payment-linked indicator — it is far easier to build in at design than to retrofit.