

Sofema Corporate Freedom Pass (CFP): How the Value is Created Case Study

What you're buying - A fixed annual subscription that gives you concurrent seats (CFP 5 / 7 / 10 / 15). Your admins self-enroll staff continuously: when one person finishes, you immediately assign the next—no tickets or PO's.

You get instant access to a deep catalogue of over 400 EASA - compliant courses, packages and diplomas, with usage-based value that typically drives the effective cost to ~€4 per delegate per training day.

Capacity model (the key to cost control)

Each tier has an approximate annual capacity in delegate-days ("training days"), aligned to working days (weekends excluded)—with weekends still available if you choose to use them.

The following availability is based on PTP Membership which includes a bonus slot for CFP Clients

- CFP 5 ≈ 2,190 days / year (6 concurrent)
- CFP 7 ≈ 2,920 days / year (8 concurrent)
- CFP 10 ≈ 4,015 days / year (11 concurrent)
- CFP 15 ≈ 5,840 days / year (16 concurrent)

See our Case study: CFP 10 — 12 months vs 6 months (with PTP bonus seat)

Reference pricing from Sofema Online

- CFP 10 (12-month): €850/month → €10,200/year.
- CFP 10 (6-month): €1,275/month → €7,650 total.
- PTP bonus seat: +1 free slot with every CFP (CFP-5 and above).

Assumptions for throughput:

- Weekday scheduling ≈ 240 working days/year (or 120 in 6 months).
- Every-day scheduling = 365 days/year (or 182.5 in 6 months).
- "Delegate-day" = one occupied seat for one day.

Scenario A — Full year (12 months)

Total cost: €10,200

Utilisation pattern	Seats in play	Delegate-days	Effective cost/day
Weekdays only	10	2,400	€4.25
Weekdays + PTP bonus	11	2,640	€3.86

Utilisation pattern	Seats in play	Delegate-days	Effective cost/day
Every day (365)	10	3,650	€2.79
Every day + PTP bonus	11	4,015	€2.54

What this means

- The annual plan gives you the lowest €/day when you keep seats rolling (and the PTP seat compounds the saving).
- At full, every-day utilization with PTP, you can deliver ~4,015 training days/year at ~€2.54 per delegate-day.

Scenario B — Half year (6 months)

Total cost: €7,650

Utilisation pattern	Seats in play	Delegate-days	Effective cost/day
Weekdays only	10	1,200	€6.38
Weekdays + PTP bonus	11	1,320	€5.80
Every day (182.5)	10	1,825	€4.19
Every day + PTP bonus	11	2,007.5	€3.81

What this means

- The 6-month run is ideal for surge periods (pre-audit uplift, mass induction).
- You still reach the €3–€4/day band if you run seats every day and use the PTP bonus.

Call to action - Train 11 people every day for the price of 10.

- Ready to bring your effective training cost to ~€4 per delegate per day—with faster enrolment and cleaner compliance?
- With CFP 10 plus your PTP bonus seat, you can deliver up to ~4,015 training days/year at around €2.54 per delegate-day when fully utilized—while your admins self-enroll staff on demand and your records stay audit-ready.

Next Steps

Please see the following - <https://sofemaonline.com/courses/corporate-freedom-pass> for details of the CFP Program – For Questions or Comments Please email Team@sassofia.com

Why Not Book a 15-minute walkthrough. We'll map your utilization plan (6-month vs 12-month, with PTP) and show exactly how to stay in the €2.5–€4/day range in your operation.