

CIMA Health Academy

Strategic Workforce Development
Solutions

Institutional Collaborations for Global Health
Excellence



For Organizations | Institutions | Government Agencies | Corporations |
WHO-Aligned | Evidence-Based | Scalable | Customizable

Building Strategic Partnerships for Workforce Excellence

At CIMA Health Academy, we understand that corporate capacity building requires more than just access to online courses. It requires strategic partnerships founded on shared objectives, customized solutions, and quantifiable outcomes that align with the institution's distinct mission and conditions.

Here, we present our standard offerings. However, we recognize that innovative programs for workforce development may not fit into standardized packages.

That's why we view this guide as the beginning of a conversation, not the closing.

EVERY SUCCESSFUL PARTNERSHIP BEGINS WITH DIALOGUE 🤝
The offerings on this page represent starting points for negotiation, not final terms.

By establishing contact with our team, you open the door to:

- ✓ Customized pricing structures aligned with your budget cycles and constraints
- ✓ Flexible payment terms (milestone-based, multi-year, performance-linked)
- ✓ Tailored content adaptations (local language, regional case studies, institutional branding)
- ✓ Strategic co-development opportunities creating an enduring institutional value

Our most impactful partnerships emerged from conversations that began with: 'Here's what we are trying to accomplish...'

Global Equity Framework for Institutional Partnerships

CIMA Health Academy applies equitable pricing structures to all institutional partnerships, recognizing the varying resource capacities of organizations globally. All partnerships receive discounts based on institutional headquarters location:

Institution Location	Base Equity Discount	Partnership Principle
High-Income Countries	10% BASE	Premium service, full support
Middle-Income Countries	50% BASE	Accessible capacity building
Low-Income Countries	90% BASE	Maximum global health equity

These discounts apply automatically to all standard offerings. Custom partnerships may negotiate additional terms beyond these baseline discounts.



Strategic Partnership Models

CIMA Health Academy offers four distinct partnership pathways designed to meet different institutional objectives and stages of organizational readiness. Each model is fully negotiable and can be adapted to your specific circumstances.

Model 1: Pilot-to-Partnership Program

Risk-Free Entry Point for Institutional Exploration

Initial Offer	The First 10 learners FREE for 90 days with full platform access
Conversion Benefit	If 7+ learners complete a course within 60 days → 30% institutional discount on annual licensing
Ideal For	• Universities exploring curriculum integration • Hospital networks evaluating training effectiveness • Government agencies testing workforce receptivity • NGOs piloting capacity-building programs
Negotiable Terms	Pilot duration, learner count, success metrics, and post-pilot pricing structure are all open for discussion.



 Model 2: Train-the-Trainer Licensing

Institutional Capacity Building with Regional Multiplication

License Structure	Annual licensing fee + per-certificate fee structure (negotiable based on projected volume)
What You Gain	• Full content licensing under your institutional brand • Geographic exclusivity within your region • Co-branded certification (CIMA' Health Academy + Your Institution) • Train-the-trainer workshops for your faculty • Potential for 200-500 annual learners through your institution
Ideal For	• Medical schools integrating into MPH curriculum • Nursing colleges enhancing immunization programs • Public health institutes building regional training hubs • National training centers seeking WHO-aligned content
Impact Multiplier	Each licensed institution becomes a training hub, multiplying impact across entire regions with sustainable local ownership
Negotiable Terms	Fee structures, geographic scope, branding requirements, quality standards, and content adaptation rights are all open for discussion.



 Model 3: Corporate CSR Sponsorship Partnerships

Global Health Impact Through Strategic Corporate Partnerships

Partnership Model	Pharmaceutical companies or corporations sponsor workforce training for healthcare professionals in low-resource settings
Sponsor Benefits	• Measurable CSR impact reporting (learners trained, countries reached) • Brand association with global health capacity building • Visibility in CIMA' Health Academy's impact reports and communications • Optional co-branding on certificates (subject to ethics review) • Direct contribution to WHO Immunization Agenda 2030 goals
Ideal For	• Pharmaceutical companies (Sanofi, GSK, Pfizer, Moderna, etc.) • Healthcare technology corporations • Foundations focused on global health equity • Companies with ESG commitments in health capacity building
Typical Scale	500+ learner sponsorships creating transformative impact across multiple low-income countries
Negotiable Terms	Sponsorship levels, geographic targeting, reporting requirements, recognition terms, and multi-year commitments are all customizable.

 Model 4: Government Procurement Bundles

Turnkey National Capacity Building with Full Implementation Support

Complete Package	• 100 learner licenses (scalable to your needs) • Train-the-trainer workshops for government coordinators • Full local implementation support (6-12 months) • Dedicated customer success manager • Monthly progress reporting to ministry leadership
Implementation Support Includes	• Platform setup with institutional branding • User onboarding and orientation sessions • Technical support channels (phone, WhatsApp, email) • Weekly monitoring and intervention for struggling learners • Content adaptation for local regulatory context • Completion ceremonies and recognition events
Ideal For	• Ministries of Health scaling workforce capacity • National EPI (Expanded Program on Immunization) programs • Health workforce development authorities • Regional health systems requiring standardized training
Proven Outcomes	Higher completion rates
Negotiable Terms	Learner volume, implementation duration, payment terms (milestone-based, fiscal year alignment), and multi-year commitments are all flexible.

 **Strategic Note: Government partnerships benefit from multi-year agreements with performance incentives. Let's discuss structures that align with your procurement cycles and outcome requirements.**

Institutional Subscription Tiers

For organizations preferring ongoing access models, our tiered subscription structure provides scalable solutions from small teams to national programs. All tiers include equity pricing and are fully negotiable for larger commitments or multi-year agreements.

Tier 1: Small Team Access (5-10 Learners)

Includes	• All 7 courses, unlimited access for your team • Priority support (48-hour response guarantee) • Dedicated account manager • Group onboarding session
Pricing	Standard annual rate. €6,000/year (€600/learner annually) High-income: 10% reduction Middle-income: 50% reduction Low-income: 90% reduction
Ideal For	Clinic teams, small NGOs, university departments, specialized health units

Tier 2: Department License (11-30 Learners)

17% Volume Discount

Includes	• All Tier 1 features • Quarterly usage and progress reports • 17% per-learner discount vs. Tier 1
Equity Pricing	Standard rate with 17% volume discount. €15,000/year (€500/learner annually) High-income: 10% reduction Middle-income: 50% reduction Low-income: 90% reduction
Ideal For	Hospital departments, mid-size NGOs, government health districts

 Tier 3: Enterprise Unlimited (31-100 Learners)

42% Volume Discount + White-Label Option

Includes	• All Tier 1 & 2 features • White-label option (your institutional branding) • 42% per-learner discount at 100 users • Co-branded certification
Equity Pricing	County based rate with 42% volume discount. €35,000/year (€350/learner at 100 users) High-income: 10% reduction Middle-income: 50% reduction Low-income: 90% reduction
White-Label Benefit	Display training under YOUR institutional brand, maintaining authority with staff while accessing CIMA' Health Academy's WHO-aligned content
Ideal For	Large hospital systems, national immunization programs, international NGOs



 Tier 4: National/Regional Partnership (100+ Learners)

★★★ FULLY CUSTOMIZED STRATEGIC PARTNERSHIPS ★★★

Includes

- All Tier 1, 2, & 3 features
- **Custom pricing per learner (volume-dependent).** (typically, €150-300/learner depending on volume and multi-year commitment)
- Local language customization
- Comprehensive train-the-trainer programs
- Full implementation support
- Multi-year commitment options

Ideal For

- Ministries of Health
- WHO/UNICEF country offices
- Major university networks
- Regional health authorities

Negotiation Essential

EVERY Tier 4 partnership is unique. Volume, payment terms, implementation scope, content adaptation, multi-year structure—all negotiated to fit your institutional context.



Beyond Standard Offerings: Co-Creating Your Solution

While the partnership models and subscription tiers on this page represent our most common institutional engagements, they are not exhaustive of all our offerings. The most impactful collaborations we have established emerged from conversations that explore new approaches.

What Becomes Possible Through Dialogue:

- Hybrid Delivery Models: Combining our online platform with your in-person workshops, creating blended learning experiences tailored to your context.
- **Content Co-Development: Collaborating to create new courses addressing specific regional health challenges or emerging immunization priorities.**
- Research Partnerships: Embedding evaluation frameworks into training programs, generating publishable evidence on workforce capacity building.
- Performance-Based Pricing: Structuring payments around completion rates, competency assessments, or health outcome improvements.
- **Consortia Agreements: Creating shared access models across multiple institutions in your region, dramatically reducing per-institution fees.**
- Accreditation Alignment: Adapting our programs to meet your national professional licensing or university credit requirements.

THE MOST VALUABLE PARTNERSHIPS ARE THE ONES WE HAVE NOT ENVISIONED YET

Share your institutional objectives, constraints, and aspirations with us.

Together, we will negotiate a partnership structure that serves your mission while advancing global health capacity.

Most successful institutional partnerships do not purchase a product; they co-create a solution.

Initiating Your Strategic Partnership

Your Pathway to Collaboration:

- Review our brand kit to understand the range of partnership possibilities.
- Refer to the [\[CIMA Health Academy Brochure\]](#) for comprehensive insight into our training programs, institutional collaborations, and certification credentials.
- Contact our team with your organizational context, objectives, and constraints.
- Schedule a strategic consultation to explore alignment and possibilities.
- Receive a customized proposal addressing your specific requirements and negotiable on all terms.
- Negotiate and refine the partnership structure until it perfectly fits your institutional needs.
- Launch your workforce development program with full implementation support.
- Establish ongoing collaboration as your institutional needs evolve and expand.

Contact Information

-  Email: support@cima.care
-  Website: <https://www.cima.care/health-academy>
-  Live Chat: <http://wa.me/43676845660316>
-  Individual Consultation Request: Schedule via our website or email us directly

 RFP/Tender Support: We provide comprehensive documentation for institutional procurement processes

Building Global Health Capacity Through Strategic Partnerships

Let's negotiate the perfect collaboration for your institution.

CIMA Health Academy — Where Institutional Excellence Meets Global Health Impact