



0.3. Why the On-Line approach?

Our decision to utilise the growing opportunities provided by the Internet was established very early on. Technology moves at an ever-increasing pace, yesterday's innovations are today's dinosaurs. Here we take an alternative view to many in that we look to share the benefits this offers with our clients as opposed to leaving them stuck with yesterday's expensive and out of date product.

Yes we considered carefully the option of selling software from retail outlets; however this just does not provide us with the flexibility and scope we wish to offer our clients.

For example, our policy for offering 100% free upgrades, the principle of paying for the service as you need it, as well as some of the unique functionality we can achieve within the modules themselves, are all significantly restricted should we limit our products to disc based software sold through retail outlets.

0.4. Why the Modular approach?

We are conscious that no two organisations are the same, as are we aware that the needs of both the SME and the Multi National Corporation can vary considerably. The factors that influence are far more complex than purely operating sector or number of employee's. They include each organisations unique level of development, their approach to how they do things and the constant variations in market pressures. Based around these core principles and our need to cater for these extremes we decided on a modular approach for our products.

This allows our customers the ability to select which tools they require, offering them the flexibility to utilise the individual tools, as they require them.

0.5. Module Pricing

Products are priced individually with simple *licensing for a term* type agreements forming the basis for granting use of the system. We apply a flexible pricing structure, which is designed to ensure the module can add-value within whichever size of organisation it is applied. Please contact us for more details.

At the end of the agreed licensing period you the customer decide if you want to continue using the module, if yes you attract the benefit of a reduced fee to renew your license, if no, the agreement is terminated with no further cost for your organisation.

0.6. List of available modules

The products we bring to market undergo significant research and development work before we deem them ready to be used by our clients. At present we are in various stages of this process with a selection of modules. See below the products that are either available or are still in the development phase. Should you require more information on any of the products outside of this *Workforce Development* information pack let us know through any of the contact options shown in section 4.1.

- | | |
|--|---|
| 1. Workforce Development | - Take control of your development program and make it work for you |
| 2. Housekeeping (5C / 5S) Audit | - Sustainability is the hardest nut to crack – Have fun while you crack it |
| 3. Business Development (Scenario Modelling) | - I wonder what the impact of that will be? – Find out before you do it |
| 4. Key Performance Indicators | - Understanding drives progress – Know where you are today |
| 5. Control By Eye | - Seeing is believing - Drive accountability and healthy internal competition |