

What is 'Phase 1 Engage'?

It's always easier (and often more profitable) to do business with someone you understand and can trust or have confidence in.

What answers will this provide me with?

At the end of this phase we will have answered four questions:

- Who are 'these Pentacle People'?
- Can I have confidence that they can help us make a real difference to our organisation?
- What is really different about the things we will learn?
- How will we work together?
- Are we compatible?

How do we Engage?

A phone call or face-to-face meeting works best. We are happy to visit you or alternatively you can 'check us out' by visiting us. We will always try to respond with lightning velocity.

You can organise contact times and details through Susan Ross Pentacle's Business Manager (Susan_Ross@PentacleTheVBS.com +44 (0) 1494 678 555).

Are there any alternatives?

No. Not really. We tend not to respond to requests for tenders or requests for proposals unless we have been involved in the analysis behind them.

What things do I have to worry about?

1. Background - If you wish you can send us material or hint at where to look on the internet. Alternatively, you can prepare a short brief.



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2. Issues - We are very discreet and not easily shocked (we've probably seen worse) so please be prepared to fully share with us your current understanding.
3. Outcomes (if you have any) - If you and your colleagues have agreed specific outcomes please share these with us. We will need to understand the underlying problem you are trying to solve or opportunity you wish to seize. We have a lot of understanding of business and management challenges and may be able to help 'firm-up' and enrich your analysis.
4. Resources and Funding - Please put some effort into working out your business case as soon as possible. You can download a business case framework from our website at:
http://www.pentacle.co.uk/Downloads/DIY_bizcase.pdf
If you are working from an insufficient budget please forgive us if we are unable to support your request.
5. Intelligence - Take a look at our website to assess our style and values and past client list

What will be the result?

In addition to starting a great relationship we will produce a short summary of our discussions (usually during the discussion) to act as an aide memoire of what has been covered.

How much will it cost?

The first hour of the engagement process is at no fee. If we have to spend a lot of money on travel to meet with you we'd be really grateful if you would (help) cover the costs.

What next?

Please contact Susan Ross on +44 (0) 1494 678 555 or susan_ross@pentaclethevbs.com to arrange how we progress.

We look forward to getting to know you.

Where can I look for more background information on Pentacle?

Topic
 Pentacle's Five Management focus areas
 Full comparative curriculum
 Heritage: History of typical projects
 Success stories of typical projects involving household name companies

Useful Link
<http://www.pentaclethevbs.com/Aboutpen.htm>
http://www.pentaclethevbs.com/Aboutpen_BOK.htm
<http://www.pentaclethevbs.com/heritage.htm>
http://www.pentaclethevbs.com/clients_selection.htm
http://www.pentaclethevbs.com/Client_Cases_Abbey.htm
http://www.pentaclethevbs.com/Client_Cases_Rolls_Royce.htm
http://www.pentaclethevbs.com/Client_Cases_Novartis.htm
http://www.pentaclethevbs.com/Client_Cases_Magnet.htm
http://www.pentaclethevbs.com/Client_Cases_CadburySchweppes.htm
http://www.pentaclethevbs.com/Pentacle_Educators_Action.htm

Pictures & Videos of Tutors in Action

Building a business case for development



Quotes and References on the results we have achieved

http://www.pentaclethevbs.com/Pentacle_Educators_Action.htm
http://www.pentacle.co.uk/questspace.htm#Temporary_Client_Spaces!



http://www.pentaclethevbs.com/Client_Cases.htm
http://www.pentaclethevbs.com/clientcases/n_is_01.htm
http://www.pentaclethevbs.com/clientcases/a_mb_01.htm
http://www.pentaclethevbs.com/clientcases/b_it_01.htm
http://www.pentaclethevbs.com/clientcases/u_kc_01.htm
<http://www.amazon.com/exec/obidos/search-handle-url/index%3Dbooks-uk%26field-author%3DObeng%2C%2520Eddie/002-5714424-1164001>
<http://www.lulu.com/PentacleWorks>

Books

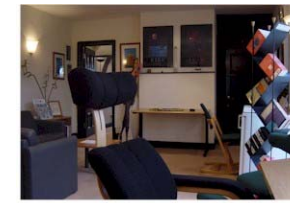
Pay per Tool Store for downloads



12 rules

The coolest meeting place!

Laugh like there's no tomorrow!



http://www.pentaclethevbs.com/new_rules_for_the_New_world.htm
<http://www.pentacle.co.uk/GreatInspirationalSpacesatPentacle.htm>
http://www.pentacle.co.uk/compilation_0_Best_Business_Jokes.htm



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