

### ...In business tools and techniques...

The Solution Organisation will develop a specialist training programme to suit your organisation – providing coaching in a spectrum of complimentary business tools and techniques that will allow your teams to use them to your best advantage.

### ...to help you cope with risk...

All of TSO's training work relates to the management of business risks through establishing optimal practices and procedures for your organisation.

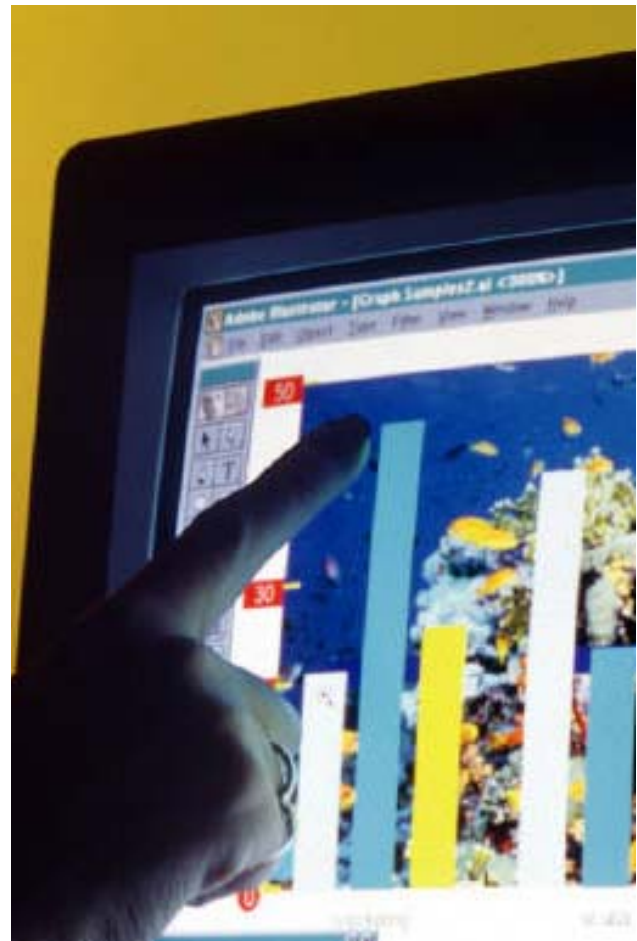
This means:

- Eliminating many risks by training your teams to prevent them; and,
- Ensuring that your management team has the appropriate skills with which to cope with any risks that still have the potential to occur.

### ...and plan your business's future.

Business planning skills are as important as risk management skills. Contrary to popular belief, business planning is not just about the future, but also about managing the present effectively.

Do your teams have the skills to maximise the benefits of what is happening to your organisation now? We can help them learn how to plan for later-today, and not just put things off until tomorrow.



### Learning to work with whole life costs can increase project profitability...

Whole life costs increase project profitability by optimising capital and revenue costs.

TSO offers whole life cost training at strategic and practitioner levels:

Whole life costs

- development and definition of the process,
- the practicalities of using the WLCF Online Tool to carry out whole life cost calculations, and
- understanding NPV and IRR.

Interrelated business aspects:

- client requirements from whole life costs (e.g. PFI)
- how and where to apply it in the supply chain,
- performance specifications,
- supply chain integration,
- communication enhancement,
- construction and FM integration, and
- how to maximise the business benefits of using whole life costs in asset selection and purchase.

### ...and demonstrate real value to your clients.

Demonstrating client value is one of the key business benefits of using whole life costs. This is often enhanced when the client has not specifically requested a whole life cost analysis.

**Achieving the benefits of new techniques is about learning AND application...**

We all need to develop new skills continuously throughout our careers to maintain our business advantage. Busy professionals often make time to learn new skills and techniques, but neglect to implement this learning.

**...process redesign and implementation...**

Just as individuals need to develop new skills, so too do organisations. As the market changes, businesses must develop in order to stay ahead.

Most of the knowledge base of an organisation is contained within it's staff, however, individual team-members attending seminars and attempting to implement the learning gained is often counter productive. Valuable new skills need to be integrated into the organisations business processes, and fully implemented.

**...and implement change through the whole business.**

Brining new skills to an organisation is about implementing that learning to develop organisational change. Initially, this will be in terms of processes and procedure, but will also help to shape future business culture for your organisation.

It is therefore important that the people who help you to develop the skills of your teams understand the objectives and cultural-map of your business.



**How can this be delivered?**

TSO will use the most appropriate forms of training delivery for your organisation and the training topic.

This could include:

- One-to-one development;
- Small or large workshops;
- Seminars;
- Lectures; and,
- Ongoing support (if required)

TSO training is flexible, specially designed for your organisation, and is delivered by experienced trainers using tried-and-tested techniques.

We will only deliver our training packages when we are sure that your objectives have been understood by our training team, and that you are happy with what we intend to achieve.

We can also provide ongoing development-support and refresher courses should they be required.

TSO is happy to discuss your training requirements, whether you are seeking to develop the skills of your teams now, or wish to plan for future learning and development.

Please email: [training@thesolutionorganisation.com](mailto:training@thesolutionorganisation.com) to discuss your requirements.