

visible and important project then we're sending a worrying message to the systems team.

The board

The board are uncomfortable with this project preferring the more tested routes of contract negotiation that the company has established. However, though not comfortable there is no objection to it.

Your choice

You have the map, the background and the financial models. You need to consider the landscape, the roles involved, your role and what's the best way to play this game. Once you've signed the contract then the company will be taking the risk and paying for an early stage investment. That early stage investment may significantly rise depending upon which outcome starts to emerge.

Given everything you've been told, you now need to decide: -

- *Do you sign the contract or not?*
- *If you do sign which variant do you go for (in-house or public)?*
- *Are there any other changes that you would make?*