So, contract itself. There are various contracts that are in the knowledge bank that you should have found something close to what you want and you will be mentored by a Whitewater person who's been through this many times before, it'll help this through and guide it through the compliance approval process within Whitewater.

Let me just talk about what's inside the contract. So basically it starts off with an assessment of what they need, why they have come to us, what the rationale is for this transformation. Then it goes through what are the phases of the transformation, what methodology will we use? what are the specific deliverables then what is the costing and terms and conditions. So let me go back to those one at a time.

So there's the rationale which is basically using their words as to what they want from Whitewater and why. It's not very long, 2 or 3 paragraphs. Then we get into the phases which are the phases that we've spoken about in the P1,2,3,4 - sometimes people only want phase 1 and then wait after phase 1 to see whether they want to look at phase 2,3 and 4. Sometimes they're optional but the phases are specified and the costing range is specified which again you'll work through with the whiyte Water mentor. So the phases are there and also the methodologies are quite specific that you can cut and paste to suit with the way you 're going to work with this client.

The area that you need to focus on is the specific deliverables because this is what separates us from other people that we actually commit to specific deliverables for a fixed price. Now the deliverables are specified from the needs of the clients have articulated. So they want to have a reorganised company, different culture, whatever those specific things are they want for my deliverables. They just need to be worked out in conjunction with the Whitewater mental and they need to be worded extremely carefully and that would be checked and monitored by Whitewater. Reason being if you want to concrete with what we're delivering but we also need a wriggle room so it can actually depend on these things happening within the company we can still be on spec - without being a - have a deliverable that is rectrictive. We need one that allows one that allows us to modify and change as we go forward. So the deliverables are there so we've done phases, methodology, deliverable then we get to costing.

Now the costing is specified, agreed to go forward. If the client during the negotiations wants to reduce the costing, the answer is that's fine but we have to reduce 03:27 so it's not about dropping our costing but reducing our scope and that maintains our costings and maintains our credibility with the client.

Finally we get to terms and conditions. Terms and conditions were recently fixed however there is need to add in there something that refers to our conditions for success. Now conditions for success is something that we've built through the end process where we got to the stage where we can see why this company is struggling . Why they've fell before, why are they struggling? What do we need to do differently to ensure that this project is a success. Is it better resourcing? Is it a different patronage within the organization, various things need to be built in there. Is it the ability to have access to senior management of 10% of their time on a weekly basis. Whatever these conditions for success are they need to be built into the terms and conditions. So that's it, that's the contract ready to go.