

QUBE

Learn + Do Ware



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THE VIRTUAL BUSINESS SCHOOL

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We now live
in a
digitally-enabled,
boundary-less
world.

#WorldAfterMidnight



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1970s > 1980s > 1990s > 2000s > 2010s > Today

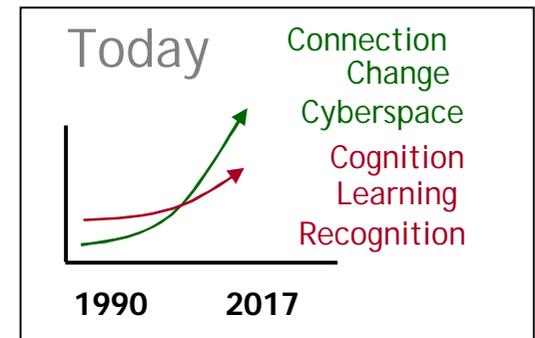
Mass
Manufacture

Service
Economy

Globalisation
Mergers

DotCom
Revolution

Complexity
Uncertainty

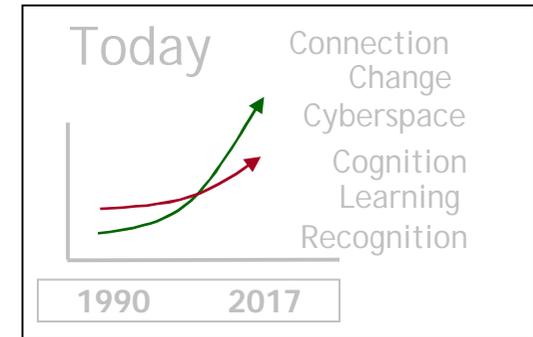


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1970s > 1980s > 1990s > 2000s > 2010s >
Mass Service Globalisation DotCom Complexity
Manufacture Economy Mergers Revolution Uncertainty



We are living in a different era
where **change** often happens **faster**
than we can **understand** it
or **learn** what to do about it.



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Less than 8 % of businesses are getting positive benefits from Digital Transformation.

Forrester

Businesses where managers fail to collaborate will be unable to be agile enough to survive.

Economist

Learning by Executives is the single key metric of survival.

CLO Magazine

Failure to seize technologies ripe on the 'hype-curve' such as AI, VR and robotics means failure.

Gartner



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*“Just because the tree is still standing
doesn't mean that it isn't already
dead.”*

Unless you are digitally disrupting your own business model
fast, you have probably already been disrupted.



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As digitization reshapes work, helping people up-skill and adapt to a fast-changing world of work will be the defining challenge of our time.

World Economic Forum

The prosecution against MOOCs usually starts by highlighting the huge attrition rates for massive open courses, often claimed to run as high as 90-95...

Huffington Post

'...half of learning and development content is developed from scratch by internal/external L&D practitioners.'

CIPD



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“Better! Cheaper! Faster!”

*“You’re in a race with the whole world
handicapped by **your** legacy baggage.”*

Without boundaries the work crosses to the cheapest supplier, the cheapest workers travel to the work and the boundaries of your industry blur with new entrants and disruptors



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How are enterprises currently trying to take advantage of the digitally-enabled, boundary-less world?

- **Some 'Accessorise' & Bolt-on Capabilities:**

E.g. Purchase new devices for everyone, add new social capabilities, E-Learning focus, LMS systems.

#Cost-Efficiency strategy

- **Some 'Rush to Embrace':**

E.g, Adopt Big-data, AI (Artificial Intelligence)& Machine Learning, robotics, MOOCs & Learning Tech. wholesale.

#Technology-Centric strategy

- **Some 'Backfill':**

E.g. Try to adapt new technologies to support existing business operations and model. Blockchain. AR (Augmented Reality)

#Technology-Enabled-Effectiveness strategy



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“It’s the digital tortoise versus the digitised hare once again.”

These common strategies give short term illusion of progress but will fail in the long term”



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*Don't **replace** your **people** using technology.*

If your strategy is to replace people & automate, no smart talent will be attracted to join you and your existing talent will look elsewhere seeing no future in your organisation

***Enhance** your **people** using technology & new behaviours.*

#LongTermLoyalty

#AttractBestTalent

#Creativity

#Agility



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What is the real opportunity in the digitally-enabled, boundary-less world?

Normally Easy

Conversations, Meetings, Breakouts, Project Initiation, Flip-Charts/Whiteboards, Spreadsheets, slide-shows, documents

Normally Difficult

Collaboration, 'Thinking & Creating' Together, Engaging stakeholders, Transparency, Project Execution, Agility & speed, Containing costs of travel vs. communication needs

Normally Impossible

Global 'Meetings' daily, Eliminating Time-zones, High Retention, 100 % Stakeholder Engagement, 5 x Faster Projects, Fast alignment of big egos



At Pentacle,
we wanted to enable your **people**
to **learn better** & **faster** than is normal.

We want them to **do** work together,
collaborate, create
strategies, **innovate, be agile**
and **deliver** change
more **effectively** & **cheaper**.



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Basically, we want to help
you and your people do
the **impossible**.



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Why?

Because as our client, we want *you* to **deliver sustainable, superior business results & outcomes.**



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Because in a complex uncertain,
fast-changing world ***you will not
win*** by simply **bolting on** digital
solutions.

You will not win by following
fashion. **embracing
technologies** everyone else is
adopting.

You will not win by force-
fitting the new to what you
already do...



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Because *you will win* though your people.

Because *you will win* through new
thinking & behaviours.

Because *you will win* through creative
innovation & collaboration.

Because *you will win* through making
your people as 'powerful' as you can.



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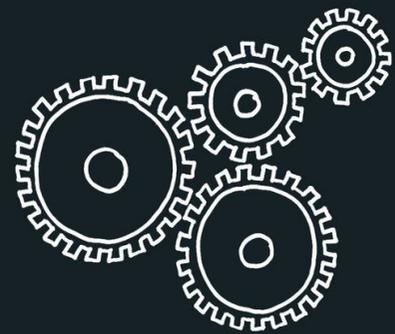
PentacleTheVBS.com

So we have used our:

- research on how to thrive in complexity,
- experience in digitally-enabled learning
- and publications on behaviours & tools,

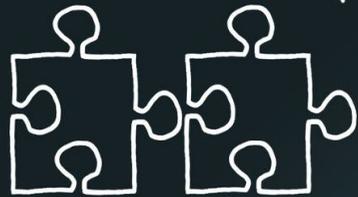
to create  **Q U B E** for you
▲ PENTACLE ▲

So, now **Impossible** is **Normal**



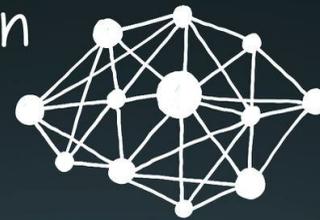
Operation

Solution



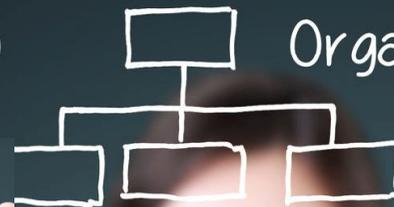
Target

Communication



Growth

Organization



Benefit



Procedure

Finance



Investment



Management



Idea



People



Teamwork



Development

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Business Performance

Deliver up to ***five times faster***

Deliver as low as ***one fifth of the traditional costs***

Get ***full engagement*** and buy-in fast

Involve the ***global*** team

Build better and ***stronger relationships***

Be more ***agile***

Improvement

Deliver ***better courses & workshops***

Learn as you transform to ***get it right***

Break the barrier between learning & application

Get your participants to ***remember*** up to ***five times more***.

Reduce the cost of delivery by up to five times ***or*** ***Increase the training you can afford by five***



You'll be in the company of some great enterprises:



Success Stories and Video Testimonies:

<http://QUBE.cc/Clients-Cases>



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Now **Impossible** is **Normal**
for you.



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 *Get Colleagues Get QUBE*

Get Started QUBE.cc/Start



Explore:
Meet users:
Investment:

QUBE.cc/Discovery
QUBE.cc/Inspiration
QUBE.cc/Configurator

Need more?

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QUBE
What is it?



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In 2007 there was nothing comparable to the first iphone, so Steve Jobs had an impossible challenge to describe it.

At the launch he strides out on stage proclaiming, *“Today we are launching three things; an **ipod**, a **phone** and an **internet communicator**.”* There is polite applause as the audience wonders what the big deal is.



http://QUBE.cc/SteveJobs_iphone

So Steve repeats the list. *“An ipod, a phone and an internet communicator.”* Now, just nervous laughter.

He repeats the list again over, finally adding, *“You’re not getting it yet are you?”* He pauses, *“They’re not three separate things!”*

“Are you getting it yet?” The audience erupts into wild applause & enthusiastic cheering!

Understand QUBE *fast*



In 2017 there is nothing comparable to QUBE so at Pentacle, we have the same challenge to describe it.

To describe QUBE we have 'stolen from the best', Steve Jobs.

1. A massive '**How-To**' **handbook** with a helpful, expert guide.
2. The best office or **collaborative** workshop **space** you can imagine.
3. **Cloud-based, digital software** which is as easy-to-use and as functional as you need.

Understand QUBE *fast*



In 2017 there is nothing comparable to QUBE so at Pentacle, we have the same challenge to describe it.

A massive '**How-To**' handbook with a helpful, expert guide.

Over 300 award-winning Performance Enhancement Tools, Tips & Techniques from global thought leader, Eddie Obeng

The best office or **collaborative** workshop space you can imagine.

Enhanced Virtual Reality with 1:1 or team or group conversations. Perfect for **real-time interaction & full engagement**

Cloud-based, digital software which is as easy-to-use and as functional as you need.

We've thrown all the **functionality** of skype, adobe, webex, office & hangouts into a blender and made it **really simple to use!**

To borrow a phrase.. ***"Are you getting it yet?"***

Understand QUBE *fast*



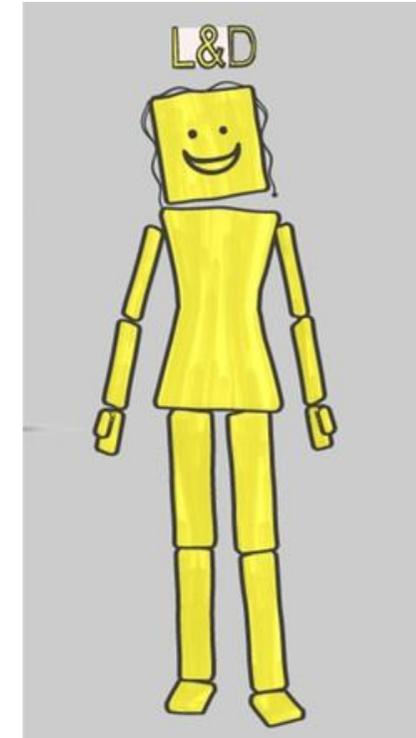
And you'll be excited by what users say:

HR - L&D



'On QUBE we achieved in six weeks what would normally have taken us six months to reach! There was full engagement of the global team and we built skills & capability as we executed.'

Elisabetta Galli
Global Human Resource
Director Wolters Kluwer



<http://QUBE.cc/My-QUBE-Learning-and-Development>



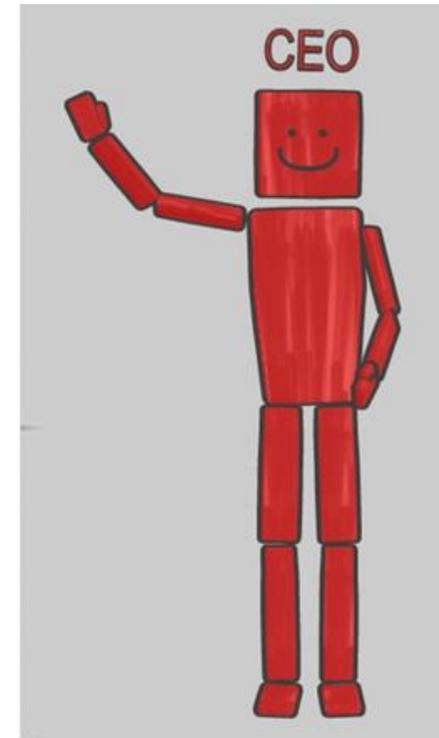
And you'll be excited by what users say:

CEO



'Pentacle's QUBE allows us to work faster, seamlessly and effectively as a single team from across the world.'

David Williams
CEO
Amari



<http://QUBE.cc/My-QUBE-CEO>



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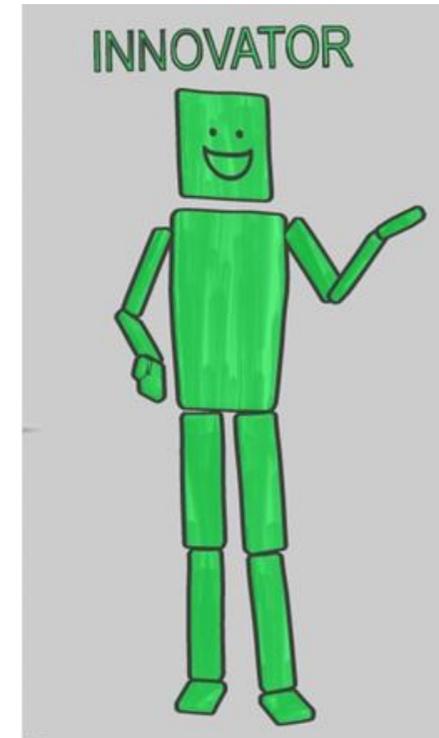
And you'll be excited by what users say:

INNOVATOR



'I called the QUBE room (qubicle) we met, learnt and worked in "The Potting Shed". It was there that, as a team we planted and nurtured the seeds of innovation.'

Dr Tammy Watchorn
Head of Innovation
NHS National Services



<http://QUBE.cc/My-QUBE-Innovation-Lead>



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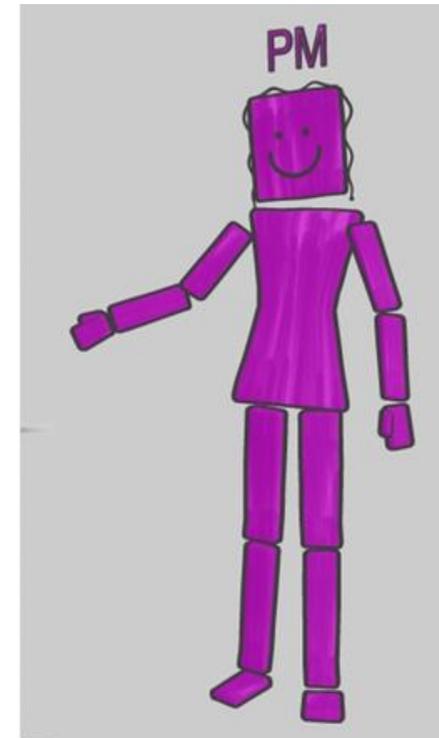
And you'll be excited by what users say:

PROJECT MGR



'We've seen increases in performance, confidence, capability and motivation. The New World techniques, PETS and language are common currency and are spreading across the organisation.'*

Michael Mousley
Head of Project Academy
Telefonica O2



<http://QUBE.cc/My-QUBE-Programme-Project-Manager>



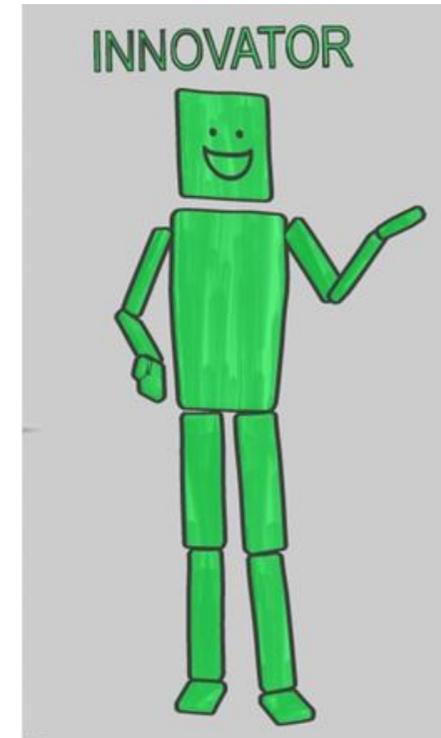
And you'll be excited by what users say:

LEADER



'A key learning was the 'Here2There' Performance Enhancement Tool. A simple but effective way of summarising project status. On QUBE we used other PETs to assess the success of the training course itself!

Patrick Affleck
Executive Vice President
Dentsu Aegis Network



<http://QUBE.cc/My-QUBE>



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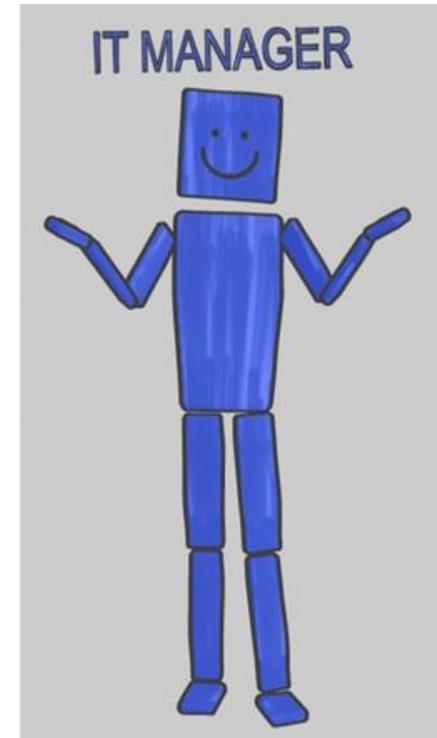
And you'll be excited by what users say:

DIGITAL LEAD



'Having spent a decade talking about technology in our new normal I think I have found it in Pentacle's QUBE.'

Peter Hinssen
Digital Guru



<http://QUBE.cc/My-QUBE-Digital-Lead-and-IT>



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QUBE is for...

Learning and Development, Executive Education, Training:

We offer many standard courses (including our world famous **Digital Transformation course**). At fixed prices available on the website. For customised or bespoke courses you can use the QUBE Configurator on the website to estimate investment.

<http://QUBE.cc/Configurator>



QUBE is for...

Internal Operational or Strategic Business Events:

We help many organisations with specific events and communication processes, from running global meetings to managing merger conversations to pitching bids to prospective clients. We also provide a **Conference Converter** where after a face-to-face conference we can guarantee continued momentum and delivery using QUBE.

<http://QUBE.cc/Configurator>



QUBE is for...

Strategic Business Programmes and Projects:

We help many organisations with specific projects from Developing Leadership Frameworks to Delivering Strategic Programmes. We use our amazing **'ZERO' method where we de-risk the projects** by adding skills and coaching to the project leaders. Tell us what you are doing and we can discuss your investment.

<http://QUBE.cc/Configurator>



QUBE is for...

At your service:

We charge a quarterly or annual retainer for clients who have many interconnected projects and **day-to-day activities** and need QUBE to **align, collaborate learn and deliver with agility.**

<http://QUBE.cc/Configurator>



If QUBE was a car...

...it wouldn't be an expensive formula one car you can't use on normal roads,

...it wouldn't be a boring, cheap, grey, fleet car.

QUBE is solid & reliable, with features to make your journey **enjoyable & productive...**

...more like a cross between a German saloon and a Tesla.

Check your investment <http://QUBE.cc/Configurator>





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Do Ware



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QUBE is **not 'software'** so we do **not** sell licences.

We have embedded in QUBE **tools, tips & techniques** as well as a way of working which engages everyone.

QUBE enables **new thinking, new behaviours** and **collaborative agility**.

Check your investment <http://QUBE.cc/Configurator>



QUBE Learning:

A one day course/ workshop is actually about **6 hours of contact time** when breaks, lunch and time to move to syndicates are taken in to account.

On QUBE these **6 hours** would be converted into, for example, **2 x one-hour sessions and 2 x two-hour sessions over two weeks or a month.**

On QUBE there is no travel required **saving precious hours of management time.**

On QUBE there is no need to book venues or rooms saving admin costs but more important allowing the materials , work and activity to have it's own **dedicated real estate. This allows colleagues and stakeholders to visit and become fully engaged early.**



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QUBE Learning , Doing/Working

Traditional/ e-Learning/ Conference Call

On QUBE

- *Instructor led*
- *Presentation PowerPoint structure*
- **Broadcast: 1 to Many**
- *Everyone one is involved in every conversation*
- **Autonomous participants**
- **Facilitated**
- *Workshop structure*
- **Broadcast: 1 to Many**
- **Networking: Many to Many**
- **Breakout: Few to Few**
- **Coaching: 1:1**
- **Speak to and hear everyone as you choose**

"QUBE replicates face-to-face and adds more."



QUBE Learning , Doing/Working

Traditional/ e-Learning/ Conference Call

On QUBE

• *Interaction: **Interact with data***

• *Interaction: **data, images, , websites, video, whiteboards,** easy use of standard work tools e.g. spreadsheets*

• *All must be present at the same time (**synchronous**) because content disappears on log out/ hang up.*

• ***Can be synchronous or asynchronous** (not all present at the same time) because **sessions are recorded & contents persist***

• *Seamless integration with **application in the workplace***

“QUBE replicates face-to-face and adds more.”



QUBE Doing/Working (1 of 2)

Engagement: Working on QUBE is immersive and so very engaging that many people quickly learn enough to want to go off and apply or have delivered significant outcomes in only a few hours.

Retention: With shorter sessions retention rises by a factor of four. Also the highly visual nature of QUBE sessions and the physicality cements the learning.

Application: With **over 300 Performance Enhancement Tools (PETs) integral to QUBE there is a tool for almost everything you wish to do.** Outcomes are clear and concrete as a result . Because the learning or work is modular there is an opportunity to apply the learning in the workplace. This boosts confidence and transfer-to-work.

What is better?



QUBE Doing/Working: (2 of 2)

Sharing & Social Acceptance: Participants support each other in application-at-work. Because there are no licence fees it is simple to invite your boss or team to see first-hand what you learnt on QUBE.

The Surprise: We have discovered the working and learning pace on QUBE is much faster than the traditional meeting or classroom pace.



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QUBE softWare - Functionality



=



*"QUBE has the **combined** functionality of these standard commsWare."*



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QUBE softWare - Comparison

		Learn +Work Ware	Conventional Meeting	Screen Sharing		Video Conferencing		Web Conferencing ¹				Audio Conference	Virtual Meeting Space	
	QUBE	Senior Exec +Long haul	Glance	GoToMyPC	Telepresence	Polycomm	Adobe Connect	Webex	GoToMeeting	Skype for Biz/ Lync	BT MeetMe	VenueGen / Avaya	QUBE	
PRIMARY PURPOSE	Workshops (Workshops), Learning Events, Project Delivery		Graphic information presentation	Graphic information presentation	Interactive Conversation/ Meeting	Interactive Conversation/ Meeting	Information broadcast/ Meeting	Information broadcast/ Meeting	Information broadcast/ Meeting	Information broadcast/ Meeting	Communication/ Updates	Fun recreation	Workshops (Workshops), Learning Events, Project Delivery	
EXPERIENCE														
Real Feel	✓	✓	x	x	x	x	x	x	x	x	x	x	✓	
Memorable	✓	✓	x	x	✓	✓	x	x	x	x	x	✓	✓	
Real all-to-all interaction	✓	✓	x	x	x	x	x	x	x	x	x	x	✓	
Content	✓ Eddie Obeng's WAM Approach	✓	x	x	x	x	x	x	x	x	x	x	✓	
Tutored/ facilitated	✓	✓	x	x	x	x	x	x	x	x	x	x	✓	
21 st century business process	✓ SpinCast™		x	x	x	x	x	x	x	x	x	x	✓	
KEY FEATURES														
Voice	✓ - Stereoscopic	✓	x	x	✓	✓	✓	✓	✓	✓	✓	✓	✓	
WebCam	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	x	x	✓	
Video	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	x	x	✓	
Presentation	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	x	✓	✓	
Polling	✓	✓	x	x	x	x	✓	✓	✓	✓	x	x	✓	
COSTS														
Travel & Accommodation	None	£1000 avg travel hotel £300	0	0	To/from Suite	To/from Suite	0	0	0	0	0	0	None	
Venue cost	None	£1000	0	0	Suite	Suite	0	0	0	0	0	0	None	
License Fee	None	None	£15-40 pcm	£18.00 pcm			£292pcm	£40pcm	See earlier	User £20 pcm	?	?		
Equipment cost	Standard PC, Windows Tablet or Mac	✓			£30,000² per location	£100,000³				Server £3,900				
Room Fitting cost	None	✓			£20-150,000 per location								None	
Running cost	None	✓			Per site £2600⁴			320 ⁵						
Running cost per month ⁶	Courses/Project/ - Tutor+Hosting £800-10,000 More	£20,800 monthly workshop	£39.99⁷	£800⁸			200	1280					Contact us	

<http://QUBE.cc/software-platform/>





QUBE.cc



Get Colleagues Get QUBE

Get Started QUBE.cc/Start



*Explore:
Meet users:
Investment:*

QUBE.cc/Discovery
QUBE.cc/Inspiration
QUBE.cc/Configurator



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Normally
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Collaboration

'Thinking &
Creating Together

Engaging
stakeholders

Transparency

Project Execution

Agility & speed

Containing costs of
travel vs.
communication
needs

Normally
Impossible

Global 'Meetings'
daily

Eliminating Time-
zones

High Retention

100 % Stakeholder
Engagement

5 x Faster Projects

Fast alignment of
big egos

Business Success through
Enhancing your People

