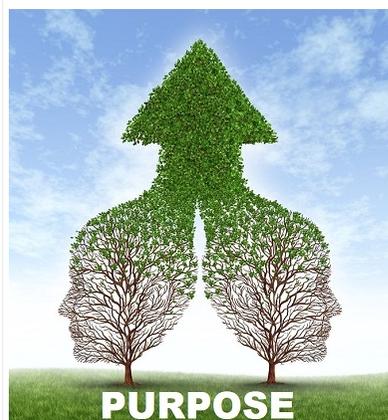
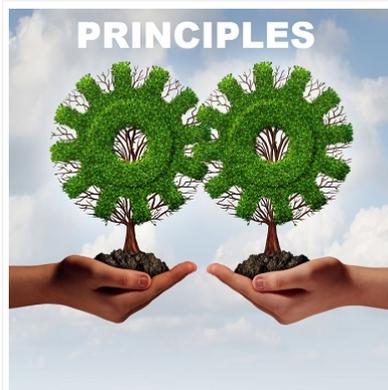


Advocate QUBE



Why is this important or necessary?



What are the ground rules?



For you	For Pentacle
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Imagine you're one of a small band of people telling the world a new, better story. A story about how people can use digital technology & the new fast-changing, ambiguous world to **enhance** their lives and roles, not disorient them or replace them.

- ✓ You'll learn different ways to think & behave
- ✓ You'll leverage your network and contacts to generate value for yourself
- ✓ You'll be a crucial part of a growing network of digital pioneers

Imagine your vision of a **World After Midnight** where you've enabled people to think and act rationally in response to the turbulent world they live in. They have left behind the obsolete heuristics, actions and habits.

- ✓ You'll have a network of Advocates helping to spread awareness and interest and to help you drive sales & scale
- ✓ You'll have a pipeline of potential future facilitators and tutors

- The client ownership remains with you, as the person who introduced the client. You will be regularly updated on the progress of the work
- Organisations with previous connections to Pentacle will be exempt from the standard agreement. An 'Accelerator Fee' will be agreed between you and Pentacle
- Once the project begins Pentacle will be allowed to make tactical and strategic decisions on how best to progress
- A project will commence on the first date of paid work or the raising of an invoice (which ever comes first)
- You will participate in the client engagement process in some capacity up until the time the project begins. This will be useful learning for you and will also reassure the client
- Don't be a taker. Delight and Challenge the people we work with. Do what it says in the NDA/Contract
- We will have fun and learn together

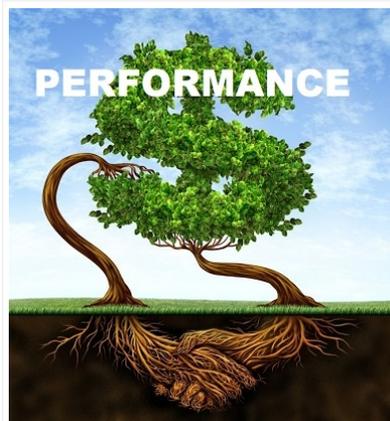
You, the Pentacle Core Team and other Advocates. The Pentacle Core Team is Susan Ross Business Manager, Simon Cooper MD, Dr David Lomas CTO, Dr Tammy Watchorn MD Public Sector, Leonardo Tiexeira Director QUBE Facilitation, Prof Eddie Obeng Learning Director, Josh Cheesman QUBE Administrator, David Wainwright [DW] QUBE Coordinator, Tracy Breeze Events Manager, Louise Sutton Apprenticeships Director

Advocate QUBE



How is it to be done?

- You identify a client
- You qualify them to see if there is a compelling need
- You introduce them to Pentacle
- Pentacle qualifies them and begins the relationship
- Some clients go direct to application, other clients require Proof of Concept/ Proof of Value
- Pentacle agrees commercial terms with client
- Pentacle on-boards them to QUBE
- Pentacle delivers the agreed service
- You step back (if you wish)
- Pentacle delivers value to the client through QUBE Learn-Do-Ware



What does succeeding look like?

	For You	For Pentacle
	<p>You will review the client satisfaction with progress</p> <p>An introduction fee of 8% of revenue will be paid to you after 12 months</p>	<p>Successful on-boarding and delivery of services to a new client</p> <p>Net promoter score of 8 or more</p>
Assets	<p>Website: https://QUBE.cc</p> <p>Resources: https://QUBE.cc/QUBE-evangelist/</p>	Advocates induction sessions: By arrangement
Contact	Pentacle Ltd 20 London End Beaconsfield HP9 2JH UK Tel +441494678555 Susan_Ross@PentacleTheVBS.com	