#### New sustainable ways to work – it could become a business for consultants



#### A new Danish concept



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### In the beginning



"If I have seen further it is by standing on the shoulders of giants"

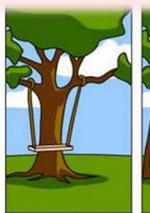
- Sir Isaac Newton Letter to Robert Hooke, February 5, 1675



#### The best start

#### • Customer needs?





understood it

How the Project Leader



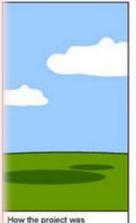
How the Analyst designed it



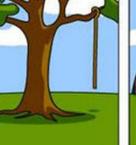
How the Programmer wrote it



How the Business Consultant described it



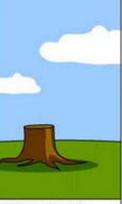
How the project was documented



What operations installed



How the customer was billed



How it was supported



needed



## Find the right partner(s)

- One of each
- Only one project leader
- Ownership





### No one is higher

- Same rank
- Visible workers
- Invisible workers

# Give them a unique product

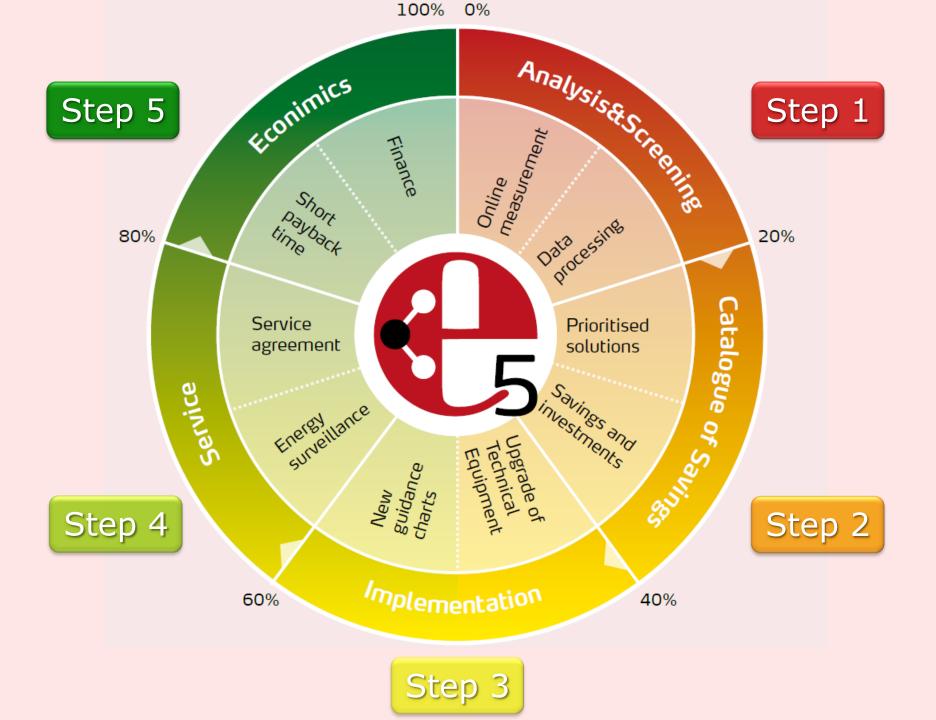
- One of a kind
- Let the good stories circulate











# **Results are always based on theory and practice**

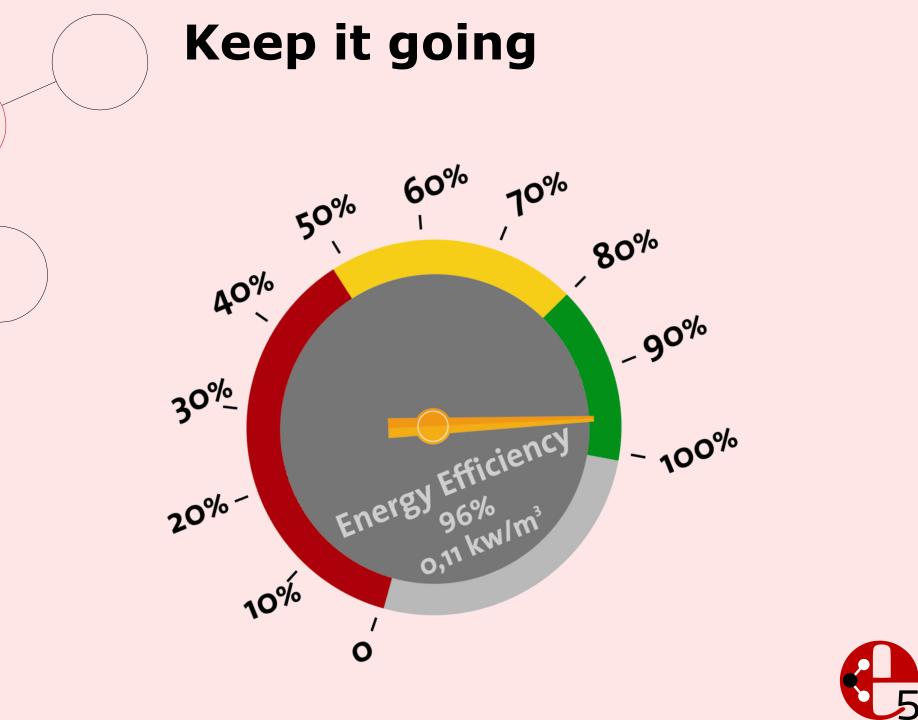
- Dialogue
- Historical data
- Cooperation
- On-site
- Real test full scale



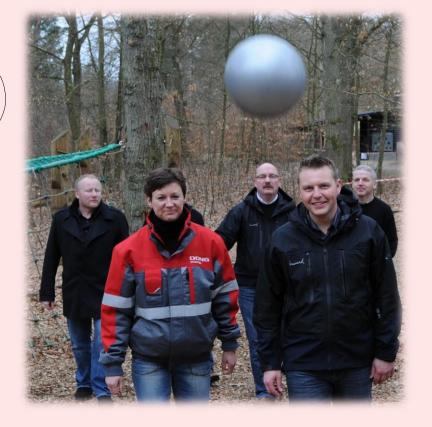








## Thank you



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