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Date 29th January 1998

Reference for Consultation Limited

BT had a requirement for a bespoke training programme involving a number of stages, each of which was reviewed:

- A survey to elicit Training Needs Analysis.
- The production of a proposed design for the bespoke training course.
- The development of both Trainer and Student workbooks and training support materials.
- The organisation of the training event and support facilities.
- The delivery of the training to an important internal customer.

Consultation Limited won the business after competitive tender. Derek Dann, of Consultation Limited, completed all of the above requirements very professionally and with good feedback from the customer and individual candidates.

Should requirements and budgets allow, we would have no hesitation in using the company's services again.

Regards

Chris Salvin.

(Service Design Manager.)

