A flexible service offering…

There are many ways to access TPTribe™

## Our Offering

Marabou Enterprises are motivated to have TPTribe™ grow in the professional arena of change management. Our goal is to be the #1 change management tool for change practitioners in the world. To do this our vision is clear and our awareness that collaborating with strategic accounts is critical to the way in which this application will work.

## Green-Fields and opportunity to create…

TPTribe – Transforming Projects™ was launched in June 2013. It is a ‘green-field’ solution new to the market and has over 120 members. At our launch we partnered with an Australian Government entity to pilot our application with the view to incorporate social media capabilities in 2014 release and build a credible case study and value proposition. Marabou created the ‘Innovation through collaboration’ red carpet program and through this we aim to become the change management solution on a global stage through cloud technologies.

Our strategies around service offerings in future releases are three-fold:

As the product matures we aim to offer up an Enterprise License OEM model as either hosted on our platform/cloud stack or hosted by the client within their internal environment fully supported and maintained by TPTribe. As we are still in early stages of release we have not matured these models and arrangements, but continue to approach customers’ needs with a flexible and ‘can do’ engagement strategy that doesn’t limit our customers’ needs, nor our future relationships.

## The foundation to TPTribe design

The question we are most often asked is “where has TPTribe come from?” Our business, Marabou Enterprises, was formed in 2007 and offers consulting services specifically around change management. Our aspiration as a company was revisited in 2012 where we set a bold strategy to become the #1 change management solution for project managers, change agents and practitioners. Why – because there is nothing in the market that helps project and change managers control and apply solid change practices to projects and we believe that there should be. Although there are many change management methodologies such as Prosci, Managing Successful Programs (MSP), CHAMPS etc. there is no application in the market that enables practitioners to control activities, report on benefits and measure return of investment through a single interface and toolkit.

Our aspiration, which we are proud to promote, is that the future of projects will be driven by Change Practitioners who will utilize project professionals to deliver successful change.

## An opportunity for collaboration

The innovation through collaboration red carpet program engages {Company} on a program that offers your organization an ability to leverage off our professional change solution. Our experience tells us that Innovation comes through collaboration with strategic customers who are passionate about change and want a solution that produces confidence and positive outcomes. We see an opportunity with {Company} to take our next phase of development into a {Company} mindset so that our requirements for the next release factor in core elements {Company} would value when using TPTribe™, whilst providing us an edge in the marketplace.

This opportunity provides {Company} access to:

* A pilot focused on one change program you have underway
* Engagement with our executive team to develop a framework within TPTribe that delivers on {Company} change strategies and methodologies
* Benefits realization analysis and recommendations for change program in pilot
* Direct access to our future product design and blueprint pathway
* Commitment to deliver agreed future requirements into the core TPTribe code aligned to your {Company} needs
* Advanced beta testing of future release

## Approach

Our recommended next steps with {Company} are:

Marabou Enterprises are excited by an opportunity to offer {Company} this engagement and ability to form elements of our solution that meets {Company} strategies around change. We think this could lead to a stronger capability we offer our market base whilst delivering a great product for {Company}.

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