



This is our very first Pétanque ... *En Route*. We are 'en route' in growing the businesses, improving performance, and having bunches of fun in venturing into a bigger orbit.

Pétanque is about 'what' needs to be done and how to do it - we use strategy and business plans (VizBiz™), processes (VizPro™), Project Management and Business Analysis to bring the 'who does what when and how' to our clients.

Our aim is to provide the resources – people, tools and methodologies - that give our clients the edge. En Route aims to bring you snippets of what we do, packaged for quick reading and usability. 'You read, you do' is En Route's brief.

## Anniversary

We celebrated our 6<sup>th</sup> Birthday on December 1<sup>st</sup>! Like a six year old, we are losing some of the baby teeth and are in the awkward in-between stage of having to grow bigger teeth!



2007 has been extremely exciting: some of our clients challenged us to play in the bigger league, we grabbed the opportunity, took the bold leap of faith and increased our internal capacity from 8 to 16 professionals. We then expanded our service delivery to include Process Architecture, Business Analysis, Project Management and Strategic and Business Planning. We published our VizPro™ methodology as ProcessStep in Joint Venture with TenStep Inc who has made ProcessStep available as a licensed product to TenStep affiliates in 36 countries. We also ventured into the training game, established VizSchool™ and are well on our way to our first accredited Process Architecture Training Course and are planning on running the first ProcessStep Bootcamp in January 2008. Not to miss out on the exciting e-commerce opportunities: we established BizPiazza.com™, where we create a buzzing space for How-to-do-stuff. We are planning on setting up office in Johannesburg early in 2008 and looking at extending our reach internationally by end 2008.

To our clients: thank you for your support and most of all, for giving us the opportunity to do what we love doing!

To our staff, old and new, you are the team!

Happy holidays, be safe and we look forward to playing in 2008!

## Pétanque ...

Recently, we received the following enquiry from our website: "Please could you advise the price of the Petanque game in a case with 6 boules. My client is looking for 20 to 30 sets. I need your answer urgently." "No, we do not sell Pétanque or Boules sets, but try Sportmans' Warehouse" is the reply we emailed to the sender! We chose the name Pétanque exactly 6 years ago because the game of Pétanque and how we wanted our business to operate, are similar.



Pétanque, also referred to as Boules, has quite a history: Oribase, a Greek physician around 300 A.D. wrote of a game played by throwing balls at a stationary target. ... [read more](#)

Pétanque is a game of skill, testing the participants' ability and so is business. Business is about knowing how to use the right tactics needed to attain the desired goal(s). It is about applying the appropriate tools, techniques, controls, information, processes and interfaces to move from a position of 'here' to 'there'.

Our business uses the principles of the game: we apply the right tools (the boules), design the tactics (the loop, lob, c'tlank), focus on the target (the jack) and achieve the victory (score the points) whilst aligning to the bigger picture (in boules the bigger picture is to have fun in a competitive, team structure).

## Join Pétanque!

We are keen to talk to accomplished **Business Analysts** and **Project Managers** who are interested to join our team. Click our [website](#) for more info.

BizPiazza.com™ is our online 'How to' exchange. BizPiazza.com™ is where we use our process methodology to provide step by step information on how to do specific activities. Yes, it is early days, but we are pleased to have launched a couple of products already, available as licensed products. BizPiazza.com™ offers: comprehensive, step-by-step HowTool™ products in a Plug-and-Play format.

The HowTool™ series gets you started immediately, provides comprehensive information, saves time, and enables professional results. Read about our latest HowTool™ **ICT Compliance** below.

Come and have a look at [BizPiazza.com](http://BizPiazza.com)™, we look forward to meet you there!

### Are you ICT Compliant?

Reinhardt Buys who specializes in cyberlaw has developed the ICT Compliance HowTool™ with us, specifically for South African businesses. What happens, for example, if one an employee loses his laptop with confidential information about clients? Who's responsible? Or, email is a major means of communication, but do businesses have an email policy in place? To manage the cyberspace aspects of your business, you probably need to check our ICT Compliance HowTool™. The process map is available absolutely [free](#)! Find out more about [ICT Compliance](#) at [BizPiazza.com](http://BizPiazza.com)™.

## Sharing experience

By: MJ Fick

### Project Management

Even though I have been a project manager for more years than what I care to remember, I'm still a scholar in project management - there is so much to know and I am certainly not a guru in project management. I subscribe to many newsletters and visit many excellent websites. When our editor asked for a contribution on PM, I was wondering what I can contribute that is not already out there. Not wanting to take the easy route and say "no" to the challenge, I decided to dedicate this column to practical, everyday stuff.

Project Management is recognised worldwide as a profession, and I believe that there are basic elements of project management that every person should know and apply. In fact, I'd love to start a campaign to introduce project management as a school subject - I think it is that important! Just think about it: how many projects do school kids deliver during 12 years of schooling? Teaching them the basics will lead to improved results and skilled entry level project managers when they enter the job market. And it does not mean that they will all become project managers, but every person in every job, will manage projects, big or small. I'm wondering what it will do to a country's GDP if formal and informal projects are managed better with improved delivery and less wastage of time and money!

So what is the first thing I will teach these kids? I will probably start with: adopt a "can do" approach to challenges and obstacles! It is part of the PM's job to make things work, make things happen. A positive attitude is a very good start!

*MJ Fick started her IT career as a Programmer when she joined Sanlam in 1982. She joined BP Southern Africa in 1988 where she filled various positions as Analyst, Systems Designer, Project Manager, Management Information manager and Information Architect. In 1998 she became an independent consultant and Project Manager in 1998, working in the Oil and Insurance industries. She has extensive experience of systems development, data warehousing, data migration and ERP system implementation projects. MJ is a director of Pétanque.*

### How to ... dress for year-end functions?

It's the time of the year for functions and festivities around the holidays. You are invited to join suppliers, clients or associates to celebrate the yearend. Smart casual is always a safe option, but what do you wear when the dress code is 'Collar & Tie'? We asked Haydee Antezana of Professional Impressions for advice:

"*Collar & Tie* , *Smart* or *Semi-formal* : year-end functions, cocktail parties, and smart business dinners may all indicate a smart dress code.

Guys:

A dark suit, collared shirt and luxurious tie or dress shirt with a contrast collar and cuff - considered very dressy even when worn without the tie. Broad ties are in - tie the knot boldly. Colours include the deep jewel colours, golds and even the seasonal brights such as lime greens and oranges

Gals:

Cocktail dresses-knee length or Evening pants suit with a glitzy top or try one of the latest sexy lingerie inspired tops or a feminine floaty chiffon or silky shirt with evening skirt or pants. Invest in a skirt or pants that are classic and versatile which will last beyond the season."

visit [www.profimpressions.co.za](http://www.profimpressions.co.za)

Ask us how: [info@bizpiazza.com](mailto:info@bizpiazza.com)

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