



"Pause for a moment...it may be worth it. A bespoke software development for your organisation? What could go wrong? The British Computer Society reveal those low-hanging fruit which could save you pain."

Our favourites

itc.conversationsnetwork.org - Loads of technology stories for iTunes or your iPod.

<http://silverlight.net> - Mac or PC? Web or desktop? Now you can have it all.

www.mozilla-europe.org/en/products/thunderbird/ - Reliable and flexible email client.

Featured Article

In an [article](#) recently published by the [British Computer Society](#), two academics, Dr John McManus and Dr Trevor Wood-Harper, looked into the background of **project failure**. This has been one of the most **popular** articles released by the BCS in recent times and highlights interesting issues for the industry.

The article concludes that projects often fail through a **lack of leadership**. Developments need passion to drive them through their bottlenecks, trials and tribulations. There are myriad **methodologies**, each with their own adherents and loyal **evangelists**, but things start to go wrong when managers replace **personal responsibility** with a reliance on the prescribed methodology.

We've always operated on a fixed-price basis with the clear intent that we **take the hit** if things go wrong. The pain this has caused us in the past means we learn the **valuable lessons** and are able to make ourselves leaner and meaner for future projects.

Having made our way in the industry for over 8 years our processes are now pretty **robust** and we whole-heartedly agree with the conclusions of the BCS article.

Offer...

We are particularly pushing our new venture into developing solutions in [Microsoft Silverlight](#) and to facilitate this we are offering a 25%

reduction on the cost of any project developed in this cross platform, rich, web-enabled environment before the next newsletter.

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Don't forget to go to the [website](#) to see our current products and services.

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Newsletter/Articles Archive

Archive showing our articles and monthly newsletter giving you a better perspective of how our solutions are progressing every month and how we are improving our services to meet your needs. [more...](#)

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