

features comparison

The Game

Win & Keep Clients

	TangoNet®	buurra™
Win clients on the basis of image, know-how and price	✓	✓
Win clients on culture fit and the chemistry fit of the proposed team leader and team members		✓
Some clients add ideas	partial	✓
Clients can positively or negatively refer other clients to companies		✓
Clients attracted or 'referred' to companies		✓
Clients can avoid companies already servicing a competitor		✓
Clients are loyal but can leave if expectations are not met	✓	✓
Clients can be poached by competing companies	partial	✓
Client loyalty varies according to length of service, chemistry fit and satisfaction		✓
Clients create challenges	✓	✓
Challenge impact varies according to client loyalty		✓
Client projects can be delayed	partial	✓
Client projects can have deadlines	partial	✓
Company can promote/market itself on client preferences	✓	✓
Company can promote itself on specific R&D it has developed		✓
Company can promote itself on its specific alliances or people		✓

Build Tools & Processes

Companies can undertake R&D	✓	✓
Companies and clients can collaborate on joint R&D		✓
System reveals useful information when teams have undertaken set idea / R&D projects		✓
Company can collaborate on joint R&D		✓
Create R&D projects, set impacts on company (e.g. create a knowledge sharing culture that accelerates people development and reduces impacts of challenges)		✓

Manage People

Choose employer on the basis of image, know-how and salary	✓	✓
Choose employer on culture		✓
People can undertake training	✓	✓
Create customised training to suit personnel and business needs (e.g. cultural sensitivity training to allow people to mix easily with different cultures, raising personal competence, client satisfaction and acquisition / retention)		✓
People will leave if not satisfied	✓	✓
People can be poached by other teams	partial	✓
People loyalty varies according to length of service, chemistry fit and satisfaction		✓
People can be lent or borrowed amongst companies		✓
People can be fired	✓	✓
Ability to create a 'super specialist' to manage multiple projects, have dual chemistry profiles, etc		✓
People can temporarily leave a company		✓

features comparison (continued)

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Manage Company Structure		
Bank loans can be sought	✓	✓
Joint ventures can be created with other teams		✓
Bankrupt companies can re-enter the game		✓
Bankrupt teams can be reset	A.I. teams only	✓
Insolvent teams can put a proposal to the Coach/Facilitator		✓
Carry out mergers, acquisitions and take overs		✓
Company measures tangible and intangible measures based on Intangible Asset Monitor	✓	✓
Company manages tangible and intangible measures based on tailored reports such as Balance Score Card, Triple Bottom Line		✓
Markets can be segmented (e.g. Regional - Global)		✓
The Players / Teams		
Players can act as CEO	✓	✓
Players can take on individual roles in a team such as HR, Marketing, CEO, Manager (of a client group or market segment)		✓
Tailored reports for team members carrying out different roles		✓
Teams can exit and re-join (Artificial Intelligence takes over)	✓	✓
Teams can form a new company		✓
Teams can spin off a subsidiary		✓
The Coach / Facilitator		
Coach / facilitator can interact with teams and individuals online	partial	✓
Coach / facilitator can view teams online		✓
Coach / facilitator can change game parameters before and during play		✓
Coach / facilitator can create R&D projects and set the impact on company or companies		✓
Discretionary loans can be allowed		✓
Can approve mergers, acquisitions and take overs		✓
Can approve joint ventures		✓
Coach can view comparison data on all teams		✓
Coach can publish their own screen-view, with other teams		✓
The Administrator		
Can alter reporting to align to their actual organisation's formats		✓
Soft-skill metrics and behaviours such as Myers-Briggs, can be incorporated		✓
Client can change livery and terminology to suit their own environment		✓
More than four teams per session		✓
Prefixed scenarios can be inputted	partial	✓
The Technology		
Will integrate and interact with Microsoft applications		✓
Web-based		✓
Single play available	✓	✓
Can play against other "real" teams	limited	✓