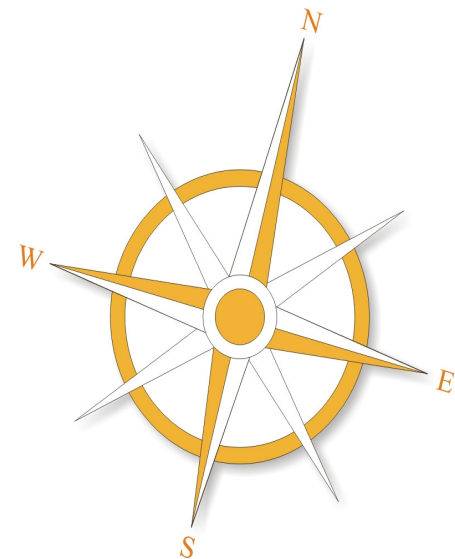


an introduction to **Telic**

.....
our approach and value contributions

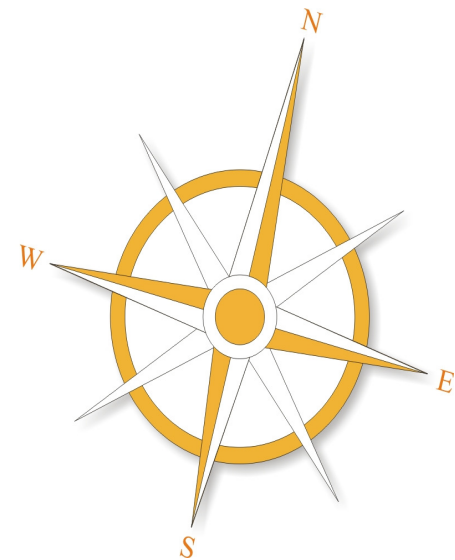


Telic

Directed or tending toward a goal or purpose; purposeful.

[Greek *telikos*, from *telos*, end.]

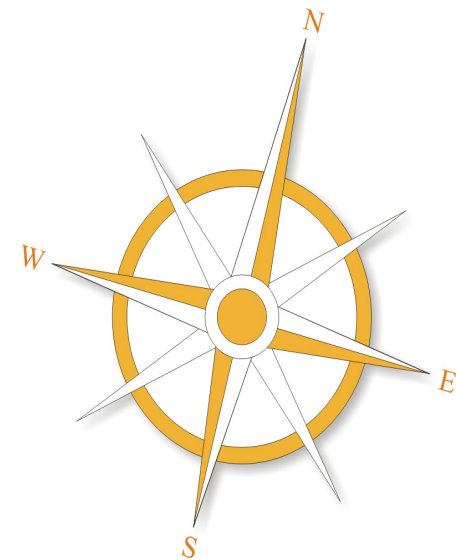
Driven by a strong sense of purpose and desire to make a difference in the marketplace, Telic strives to bring freshness, energy and inspiration into all our client engagements.



what we do

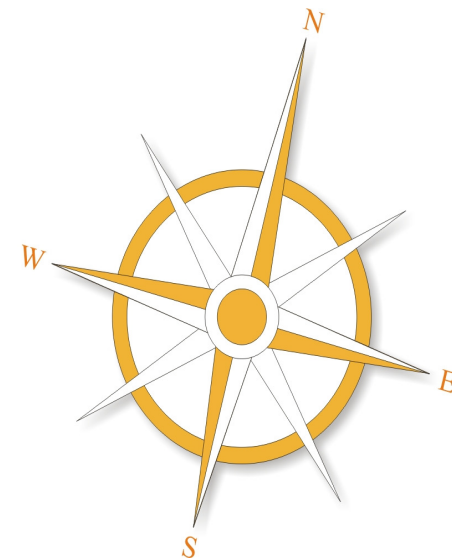
Telic is a regional management consulting and development organisation based in Singapore.

We help leaders, teams and organisations raise their level of effectiveness and performance through effective delivery and provision of high quality **organisation consulting, training and development**, and **executive coaching** solutions.



We pride ourselves in having the following:

- **International experiences and mindset** - given our combined experiences in Asia, Europe and US, we are able to embrace an 'international' approach and mindset in the solutions we offer
- **Unique and proven tools** - being the Preferred Partner of Insights, we are able to incorporate the use of Insights' extensive range of proven consulting and development solutions in our engagements
- **Multiple delivery methods** - because of our combined management consulting, project management, training, facilitation and coaching experiences, we are able to offer our clients the most effective delivery method for each engagement



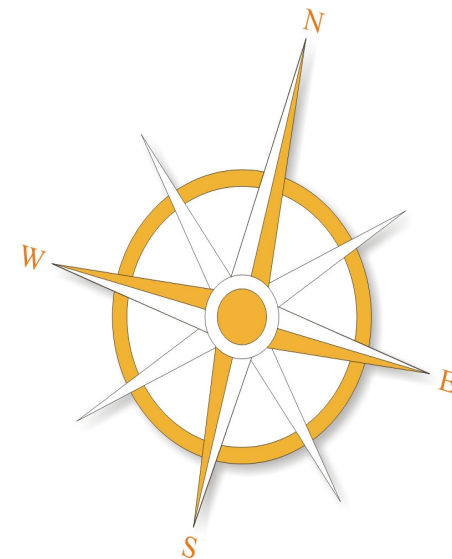
our partnership with Insights



Telic is the appointed Preferred Partner of Insights Learning & Development (www.insights.com) for the Asia region.

Insights is one of the fastest growing and leading management and organisation development organisations based in Europe and US.

They are the developers of the highly reputable *Insights Discovery*, *Insights Transformational Leadership*, *Insights Effective Selling* and *Insights Team Effectiveness* development solutions that are used by many leading global organisations to aid in their internal developmental efforts and interventions.



endorsement from our client

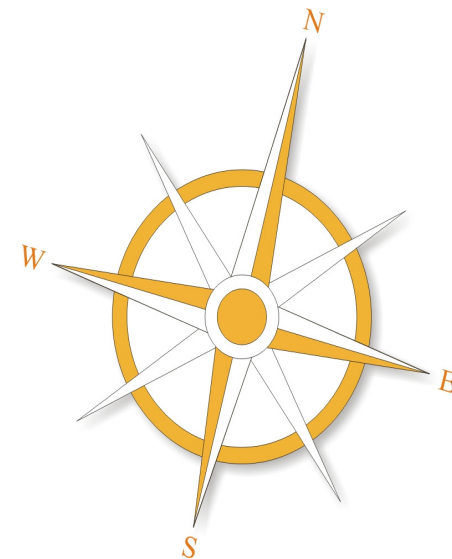
“The Coca-Cola Company recently bought the remaining 65% stake in Coca-Cola Bottlers Philippines from San Miguel Corp. With this, a new leadership team was installed for Coca-Cola Bottlers Philippines with the aim to bring the organisation to a new level of growth in the Philippines market. To help the new leadership team collaborate and work even more effectively together, we engaged Telic (Asia) to lead us in a team development workshop based around the Insights Discovery solution.

The overall workshop was very successful. All of my team members felt the session was very well run and highly beneficial. It has helped each of us understand and appreciate each other's work styles, strengths and preferences, and has provided us with a highly effective communication framework to relate and connect with one another. This common understanding and framework will serve us well in the months ahead as we work together as a team. For leadership team building, I highly recommend Telic (Asia) and the Insights Discovery solution.”

David Lyons, President & CEO

Coca-Cola Bottlers Philippines, Inc (www.coca-cola.com), Manila, Philippines – the premier soft beverage corporation and one of the largest corporations in the Philippines.

Coca-Cola Bottlers Philippines engaged Telic to deliver a team development session for their leadership team as part of their planning meeting in 2007.



endorsement from our client

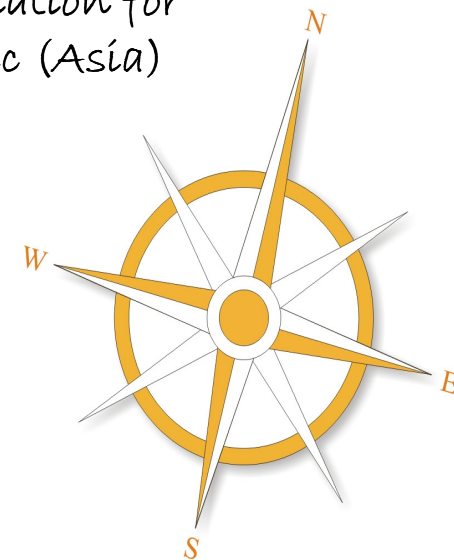
“ It was a pleasure to partner with Telic (Asia) for our inaugural Strategic Plan meeting at Trivandrum. SunTec is currently at an unprecedented growth phase and has added senior managers to the team to provide leadership and direction to the organisation. The leadership has very good experience with different multinational organisations; from different nationalities and is based around the globe. It was our endeavor to integrate this leadership together to share a common goal and mission.

We are happy that we chose Telic (Asia) and Insights Discovery System to achieve the objective of this integration. The session was well managed and professionally conducted. Considering the team is fairly experienced and had been to many similar exercises; it still brought in a freshness and novelty in the approach. The facilitation skills were suited to the context of the team and overall effectiveness was highly appreciated. The session's structure, facilitation and effectiveness were very good. We would like to confirm our appreciation for the session and hope that there will be other opportunities to work together with Telic (Asia) in the future.”

Nanda Kumar, President & CEO

SunTec Business Solutions (www.suntecgroup.com), India – one of the fastest-growing technology companies in India and Asia Pacific (Deloitte Technology Awards 2006).

SunTec engaged Telic to facilitate a team development session for their global leadership team at their headquarters in Trivandrum, India.



endorsement from our client

“ The team development session facilitated by Telic (Asia) was immensely helpful, especially with the introduction of the Insights Discovery System to our leadership team.

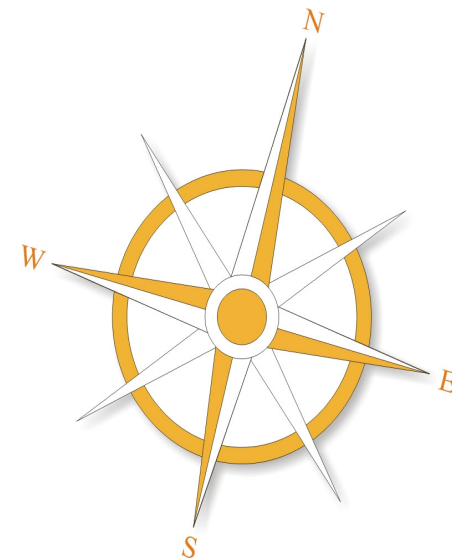
The session was interactive and energetic, and there was a good mix of theory and hands-on practice. All of us thoroughly enjoyed the session and felt that the session was very beneficial.

The leadership team seems to have developed a more empathetic style of communication with one another, demonstrating more respect for individual personality and preferences, and making effort to adjust their communication style to better meet the needs of others.”

Raymund Chua, HR Manager

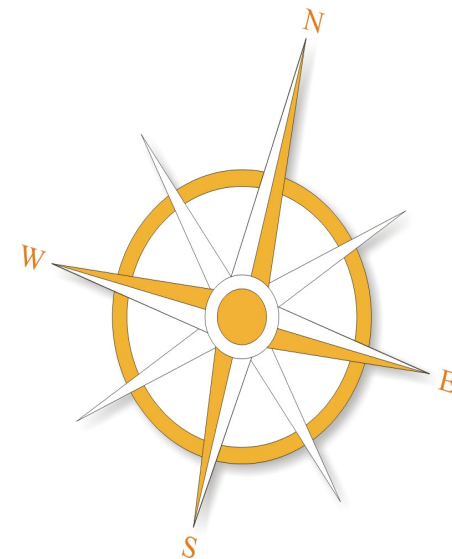
Hamilton Sundstrand Pacific Aerospace (www.hamiltonsundstrandcorp.com) - a United Technologies company, Singapore

Hamilton engaged Telic to facilitate an Insights Discovery team development session for their leadership team in Singapore



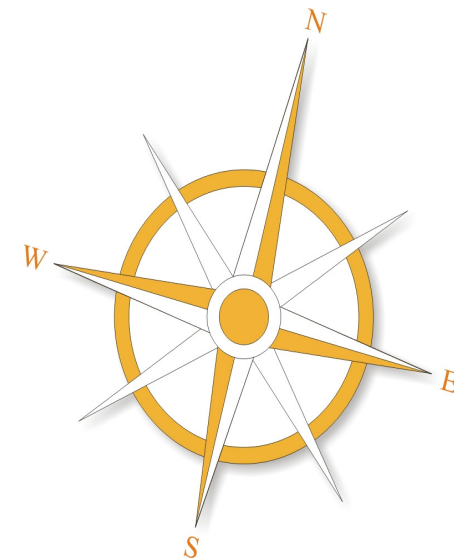
We provide expert opinion and advisory services to senior management and take on management of ad-hoc projects / assignments in the following areas:

- Design and implementation of leadership development framework and programs
- Leading and management of large-scale organisation changes and transitions
- Development of an engaging and high performance corporate culture
- Review and improvement on existing internal work processes
- Alignment of organisation to agreed goals, vision and corporate strategy



We design and deliver customized facilitated workshops and training solutions in the following areas:

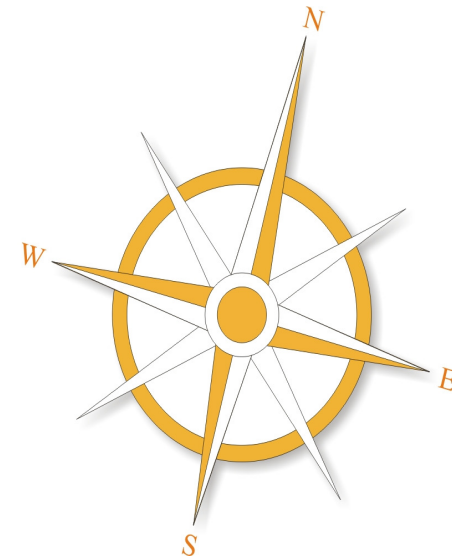
- Team effectiveness and teambuilding
- Leadership and management skills (from supervisory to senior management levels)
- Leading and managing organisation change
- Coaching and mentoring
- Personal effectiveness
- Communications, influencing and interpersonal skills
- Strategy, alignment and effective execution
- Creating inspiration and impact
- Creativity and innovation
- Inter-cultural awareness
- Effective sales and customer relationship management



what we do: executive coaching

We help executives increase their level of effectiveness by engaging them in a one-to-one coaching relationship over a period of time. The expected outcomes include:

- Increase in their level of self-awareness as a leader
- Deepen their understanding and appreciation of their strengths, personal preferences, blind-spots, leadership style, communication needs and developmental areas
- Generation of workable ideas and solutions to address the challenges they face at the workplace
- Improvement in effectiveness and confidence as a leader through a greater expression of personal convictions, values and belief systems
- Formulation of and accountability to a personal development plan for the individual



endorsement from our client

“ I am very glad to confirm that our experience with the Insights tool has been extremely useful for the team dynamic and help us to achieve a new stage in the collaboration between people.

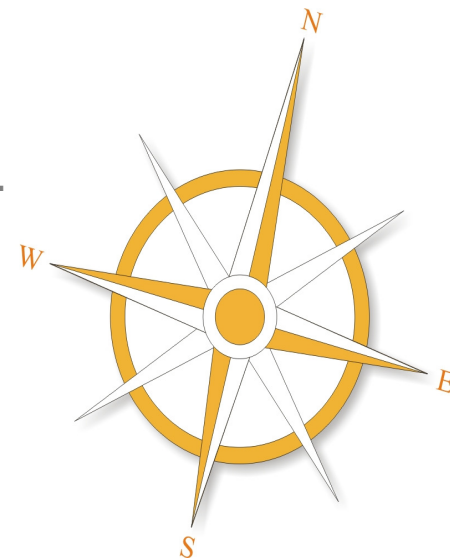
The interactive and open way the session has been handled did make it very effective and people keep referring to this tool and meeting. The style of the facilitator, their energy as well as the rhythm has been perfectly well managed, and it all went above our expectation.

We consider you as strong partner and we will keep leveraging you across Asia to support our team building session. Thanks again for the fruitful work.”

Jean-Luc Giraud, Global Head - Human Resources, Commercial Operations & Corporate Functions

Sandoz International GmbH (www.sandoz.com) - a Novartis Company, Holzkirchen, Germany.

Jean-Luc organized a planning meeting in Singapore for his global HR team. He engaged Telic to facilitate a half-day Insights session for the global team.



endorsement from our client

“ Working in industry for many years, I have attended many courses. Most courses you already know the syllabus and others have no real effect on the way you perform in the workplace. Insights is different.

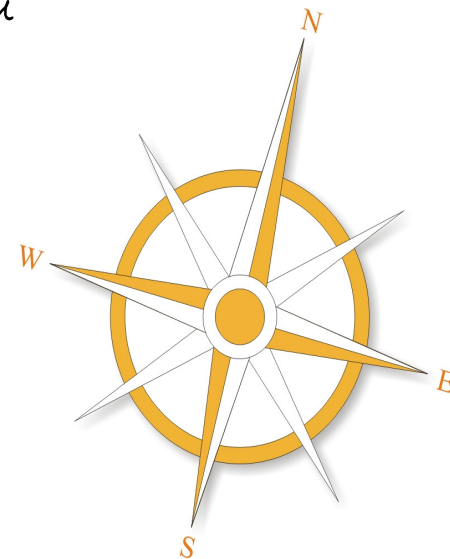
Firstly the course facilitators Daniel and Rina are fantastic; they bring fun into learning and make the entire experience fresh and exciting. They engage even the most skeptical of people and give them a window into an opportunity to change their lives. With Insights, everyone came into the classroom as individuals, but left as a dynamic team, appreciating more each person's personality and way of work to make the team more effective.

I for one have seen the difference this course has had on me, and I would wholeheartedly recommend this to anyone. This is a chance to change the way you work forever. No lies, it was that good. ”

Ian Condie, QHSSE - Europe, West Africa & CIS

Weatherford Pipeline and Specialty Services (www.weatherford.com). Ian attended the Weatherford global QHSSE planning meeting in Singapore.

Weatherford engaged Telic to facilitate a one-day team development session for the global team based around the Insights Discovery solution.



endorsement from our client

“As a multinational company, bioMérieux China has a management team made up of personnel from different cultural background. To facilitate more effective teamwork, we engaged Rina and Daniel to lead us in a Team Development workshop in March 2007 in Shanghai.

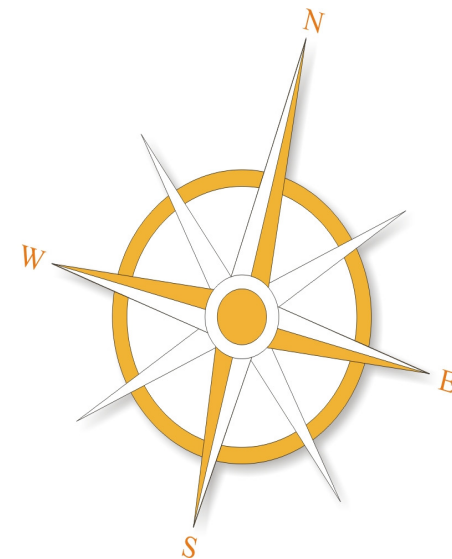
With their solid and reliable expertise, they took a positive and progressive approach to provide our team with a creative, open and innovative platform to better perceive ourselves and understand each other.

We appreciate their time with us and their efforts, more importantly the fruitful and helpful output from the session. I hereby recommend Telic (Asia) with absolute confidence.”

Pascal Vincelot, President

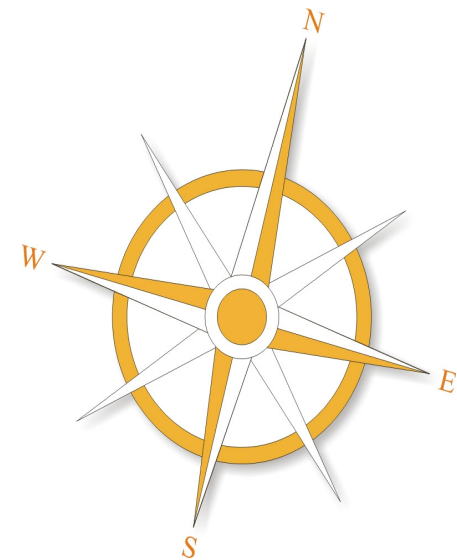
bioMérieux China (www.biomerieux.com) - bioMérieux is a global multinational, specializing in the *in vitro* diagnostics sector. They design, develop, produce and market diagnosis systems for medical or industrial applications.

Telic was engaged by Pascal to spend a few days with his leadership team in Shanghai, China in a team development / coaching session.



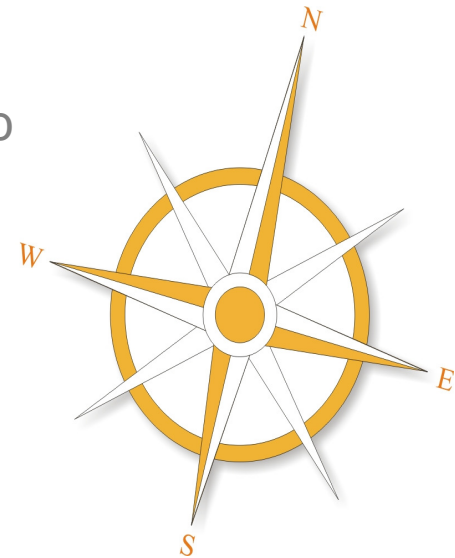
We embrace the following values:

- High quality
- Authenticity
- Bringing real value
- Delivering tangible and lasting results
- Courage
- Independent thinking



The following governs our approach:

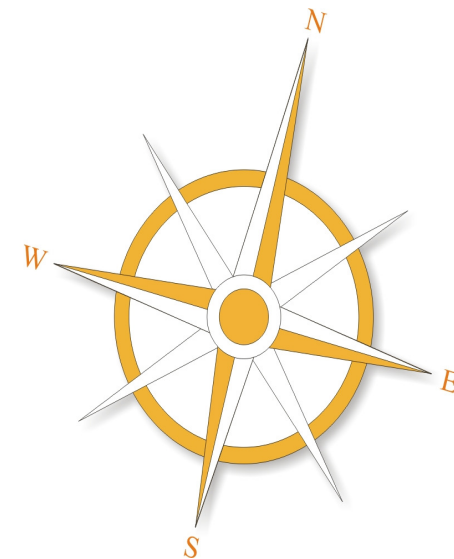
- Building a long-term partnering relationship with our clients
- Delivery of high quality output
- Achieving quick wins and tangible results
- Facilitating growth and innovation
- Working alongside clients' leadership team to effect lasting change and facilitate ownership
- Flexibility yet underpinning engagements with well thought-through methodology
- Where appropriate, injecting fun and good humour into engagements to make it an enjoyable experience



our valued clients

The following are some of the clients we have recently worked with:

- Corning International
- The Timberland Company (Asia Pacific)
- GSK
- Weatherford
- Hamilton Sundstrand Aerospace
- Bloomberg LP
- EMC
- The Royal Bank of Scotland (RBS)
- Deutsche Bank (Asia Pacific)
- Microsoft
- Coca-Cola Bottlers Philippines
- Sandoz (a Novartis company)
- bioMerieux China
- SunTec Business Solutions India
- Schawk Asia Pacific



our contact details



To discuss how **Telic** can partner you in achieving your organisational goals, please contact us at:

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websites: www.telic-asia.com and www.insights.com

