# Answer Report

## Project Information

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|---|---|
| **Company:** | Nostics Digital |
| **Project:** | Construct Strategy |
| **Date Generated:** | 2026-06-24 17:50 |
| **Completion:** | 80.95% |
| **Questions Answered:** | 17 / 21 |

## Responses

### Department: Business Owner/s

#### *Category: (229) Strategy 'Construction' 'Seth Godin'*

| Question | Answer |
|---|---|
| (1400) 1. Who are we here to serve? | We serve company founders and company owners that faces structural changes in there view of the business they own, in order to improve the business outcomes of their ownership in their Company. Likewise, CEOs or MDs and CFOs are served to imrprove on business performance they want to drive. |
| (1401) 2. What is the change we seek to make? | We want to guide the leadership team to make improvements to the Operating Model in line with how the business owners wants to change the business. The change we drive follows our method where we can Diagnose various aspects of the business, launch Improvements, and help to business to Thrive by perpetuating the improvements and driving Profits. |

| Question | Answer |
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| (1402) 3. What are our resources? | Our resources includes the **Pulse! System** that includes: * **Nostics 7P Business Improvement** [Method or Framework](https://www.nostics.biz/#framework), which are grounded in recent literature on improving Operating Models. * 7P method documented in a work-breakdown structure of three levels, showing the steps to take as intervention of improvements. * A **questions bank** associated with the step in the 7P method, that can be send securely to respondents and analysed by AI-LLM to dete... |
| (1403) 4. What is the genre we're working in? a) When you choose your genre, you're sending a message. You're choosing your customers and the expectations they bring with them. b) You're also choosing (at some level) your staffing, funding, and production models. c) Genre is a signal that helps us be understood. Choosing a genre also helps us understand ourselves—the privileges and responsibilities that our choice comes with. | The **Genre** is somewhere between Consulting, where Business 'guides' assists leaders, with a new twist - where AI assists with the translations for steps to business success. It provides easily understood framework to improve business, with tools to speed up the work, and make it more affordable. |
| (1404) 5. Who has done something like this before me? | Similar business models are employed by the three below. All have written books on their method and provided practical steps, all have a method and consulting teams using the approach, only the TAB is present in Southern Africa. 1. [The Entrepreneurial Operating System - EOS](https://www.eosworldwide.com/what-is-eos) 2. [The Alternative Board - TAB](https://www.thealternativeboard.com) 3. [Pinnacle Business Guides](https://pinnaclebusinessguides.com) |
| (1405) 6. What systems are in play? | 1. **Funding systems**. Be that private equity / capital, owners capital, or banks loaning to the private companies. 2. **Boards & Corporate Governance Systems**. 3. **Management Teams**. the day-to-day 1st level managers, be that EXCO or the top3-5 member teams. |
| (1406) 7. Am I changing someone's status? | 1. **CEO/MD**. If boards and owners are approached, and want move forward, the CEO/MD is impacted. 2. Visa Versa? |

| Question | Answer |
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| (1407) 8. Why would anyone voluntarily choose to be part of this work? | We can create the **conditions** for Leadership Teams to become part of this voluntarily - by providing the 7P method as a choice they make - to improve / enhance the business before business owners gets involved. **TAB** has a mechanism where they put the CEO in a panel of non-competing CEO's - where they keep each other accountable. I am not sure if there is need for this in SA, but Nostics needs something similar. **AI Driven Assessment**. The Pulse! system's questions to employees, and par... |
| (1408) 9. What will they tell their colleagues? | 1. We are doing a **diagnostics / assessment** on our company using an online tool with AI to help guide our improvement. 2. The board & owners have identified a **modern consulting team** that can help us to fine-tune our company so we can outpace our competitors. 3. This company, Nostics Digital is versed in guiding us holistically towards better performance, and used AI with a method to help us. |
| (1409) 10. Who gains in status, affiliation and power by supporting this work? | 1. Business Owners & Investors 2. Funders, like banks if they proposed us to assist. 3. CEOs / MDs / CFOs |
| (1410) 11. Will early support translate into more support later? | Early support for Nostics Digital is important, as we could be seen to compete with a known business model, namely consulting, or Systems and AI consulting, where-as we are somewhere between these known models. We also need to prove that the use of AI to analyse the Questions can provide various approach and consulting effectiveness improvements above traditional models. |
| (1411) 12. Where is the network effect? | the answer to this is still alluding me. Reason? * Which markets has money, * and will give Nostics Digital the trust to try the Diagnoses approach, and the next steps? * Does the use of Questions with AI and a Method really give so much uplift that it outstrips the incumbents? * Which networks brings owners / MDs / CFOs together so that the network effect on early success will spread? |
| (1412) 13. What do I need to learn to make this work? | 1. Networking 2. Connecting with business owners 3. Making the approach palatable to CEOs, without making her leadership team feel threatened. |
| (1413) 14. Who do I need to work with? | 1. Business Owners 2. Banks |
| (1414) 15. Where is the dip and when should I quit? | The danger is that we do not get started. Or that we convince a few customers to sign-up for the once-off assessments, or een subscribe to Pulse! but does not get the value, and the hosting costs out-costs the income. |
| (1415) 16. What will I do if it doesn’t work out? | I need to shoot for Jobs that my Resume support, like Head of Services for implementation of software, or such. Or driving harder towards the IT / AI parts, and market that more, and the business improvement framework less. |

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| (1416) 17. How much is enough? | Annual turn-over of R5m to R10m is enough for now. |