



**Telaugos Solutions.** Telaugos operates from offices with the Cody Technology Park, Farnborough, a venue which lies conveniently at the heart of our client base and offers good meeting and lecture room facilities. True to our name (Telaugos is a Greek word meaning “clear-sighted”) we specialise in the provision of evidence-based and insightful advice to support significant decisions. Our approach blends sound systems engineering principles, rigorous analysis, and hard-won experience to address a client’s need with insight and precision. Our experience has been honed on multiple projects, largely in the public sector, including significant engagement with:

- **NITENETWORKS** where we have had significant and enduring representation in Niteworks providing us with a firm grasp of the issues affecting MOD decision making.
- **bluelightworks** where we have providing Enterprise Architect consultancy to BLW projects.

We seek to be flexible and responsive in our relationship with clients; we can form an integrated team of consultants to address an issue, but we also provide individual consultants to work within a client team, and often of our clients prefer to engage on this basis.

The skills, knowledge, and experience our consultants possess largely fall into one of four areas.

**Problem Structuring.** For clarification of situations where no-one has the whole picture but many have a perspective, we employ techniques drawn from academic best practice that provide a facilitative, group-based approach to understanding, mapping, and prioritising issues. The consensus understanding that emerges enables clear-sighted decisions that are shared and endorsed by all participants. Our consultants are well-versed in:

- **Facilitation.** Providing support in managing workshops and meetings, particularly those with a diverse range of stakeholders, complex aims, or where difficult decisions need to be addressed.
- **Modelling ‘Soft’ Issues.** Conducting systematic modelling of complex situations with industry standard methodologies such as Soft System Methodology (SSM) or Interpretative Structured Modelling (ISM) to support decision making.
- **Visualisation.** Developing visualisation outputs to support decision making, with particular focus on visualisations that make complex, numeric, and possibly uncertain information more easily understandable. We provide visualisations in different forms, from hand-drawn diagrams to bespoke computer graphics.

**Modelling, Simulation, and Analysis** We build bespoke models to specification, allowing visualisation of complex, inter-related situations over time and thus giving the client the objective evidence needed to make good decisions. We have experience of modelling using a range of techniques, including System Dynamics, discrete event simulation within Python, and also with Excel, using its embedded programming language VBA to create custom analyses. We also provide mathematical analysis and/or Operational Research services to enable effective decision support, particularly when managing complex quantitative data.

In past engagements our models have addressed a wide range of application areas, from business process modelling, to physics-based models of sensor coverage interacting with a simple automated wargame, through to issues which are not often considered quantifiable. Perhaps the best example of this is the Hybrid Conflict Context Model (HCCM), developed by Telaugos for the UK Land Warfare Centre through Niteworks. The HCCM addresses the issue of population consent in Afghanistan, giving insights into the way different policies (both ‘soft’ and ‘hard’) might play out over time. To achieve this, it condenses military judgement and human sciences into mathematical algorithms which describe the general behaviour of groups of people who have something in common, and tracks

changes in attitudes and behaviour in response to military, political or economic actions. (for those interested more details are available online, in the Sandhurst Academy magazine [Sensor<sup>1</sup>](#)).

**Domain and Management Experience.** In the course of multiple engagements we have assembled a pool of consultants possessing experience and expertise within the defence sector. Our network gives strong coverage of the Land Environment, with particular focus on C2, ISTAR, and CSS in the context of A2020 and contingent operations; and a significant presence in other areas including Intelligence and Cyber. Our track record includes:

- **Shaping and supporting large acquisition programmes.** Telaugos have both led and provided expert consultancy to a long-running series of projects which defined the framework for the provision of A400M in-service support solution, and modelled the options available in order to provide objective evidence for MoD decisions.
- **Development of future army concepts:**

**Experimentation.** The Urban Warrior series of experiments provided evidence to support decisions concerning the future training, equipment, and doctrine appropriate to Infantry operations in challenging environments. Niteworks conducted the Urban Warrior live and virtual experiments at company level; Telaugos provided data collection and analytic support to both, and designed the virtual simulation experiment which engaged some 200 players in a set of real-time virtual scenarios - the largest experiment of its type conducted in the UK.

**Concept Development.** Telaugos both lead and provide expert consultancy and facilitation skills to a series of projects which address information superiority in contingent operations, conducting a variety of experimentation activities to inform development of a Brigade C4ISTAR CONEMP.

**Observation, Modelling and Analysis.** Telaugos provide analytic support to develop and enrich the Concept of Use for proposed A2020 force components, developing models derived from workshops and observation of Army training events in order to evaluate capabilities, estimate mobility and CSS requirements, validate assumptions and de-risk anticipated issues.

**Support to Army Training.** Telaugos have applied problem structuring and visualisation techniques to the development of requirements for new training capabilities, and provided expert advice to the development of scenarios, training objectives and learning points for collective training in the British Army.

**Support to Army Headquarters Change Management.** Telaugos consultants have formed an integral part of the recent design and implementation of a Programme Support Function for Army Headquarters.

**Project/Programme Management.** We are able to provide good managers with a proven track record of delivering successful projects and programmes. We recognise that no two projects are alike; neither are our managers. Their collective experience ranges from project leadership to the management of lengthy and complex programmes, meaning that we are well placed to match individual project needs with an appropriate manager.

For further information, please contact Lawrence Dack (MD), [lawrence@telaugos.co.uk](mailto:lawrence@telaugos.co.uk); 07962 266509

---

<sup>1</sup> [http://www.niteworks.net/workspace/website-files/sensordec2012\\_20130121.pdf](http://www.niteworks.net/workspace/website-files/sensordec2012_20130121.pdf)