

## **FIT LIKE, CHINA?**

COSL Drilling, the major subsidiary of COSL (China Offshore Service Limited), have followed their Norwegian colleagues COSL Drilling Europe (CDE, formerly AWILCO) as users of PROMANADE ADVANCED management system software from Aberdeen-based management systems experts MandOS. CDE already use PROMANADE ADVANCED for the management of their document and process-based management system.

The project is being led by Wenbo Jiang, Senior Consultant at LR Scandpower in Beijing. The contract is a significant development for MandOS and reflects the growing importance of the international market as companies from the North-east spread their wings.

It also highlights the flexibility of PROMANADE which can be adapted to virtually any business in any country in any language - as will be demonstrated at the MandOS stand at Offshore Europe where system customisation (in Doric) will be on show for foreign visitors. PROMANADE is already in use in four continents and there is increasing interest from the Americas (including USA, Mexico and Brazil) and the Far East in particular.

The contract reflects the growing importance of good business process management in light of changing legislation and compliance requirements, and the ultimate possibility of a business owner or director facing corporate manslaughter charges. According to research carried out for MandOS by Stirling University's Marketing Department earlier this year, more than half of business managers don't understand the fundamentals of business process management which are basic to increasing productivity, highlighting risks and reducing costs.

The research was carried out to evaluate understanding of Business Process Management (BPM). Peter Fraser, Managing Director of MandOS, wanted an independent assessment to clarify just how knowledgeable or confused managers were about a fundamental concept which is at the heart of every successful business. Unfortunately, the research has confirmed the alarming lack of knowledge about BPM.