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## Two Minute Interview

This month's two minute interview is with **Thomas O'Gallagher.**



### When did you join Perspective?

*Very Recently – The start of May.*

### What did you do before joining?

*I studied Environmental Economics at the University of Birmingham.*

### What are your typical working hours?

*Not quite Dolly Parton, 9 till 5:30.*

### What does your role entail?

*I am a sales executive for Sunesis. This role involves demonstrating our product to a wide range of clients. There is a good mix of customer interaction and office based work, and due to the amount of travelling, organisation is pretty paramount.*

### What do you like to do at the weekend?

*I enjoy socialising with friends and garden cricket. Mixing both is ideal!*

### Favourite sport?

*I have an uncanny ability to watch any game of cricket, but playing wise it would have to be futsal or hockey.*

### What team do you support?

*The people's club, Everton FC.*

### Favourite band?

*Claude VonStroke, Caspa, Bon Iver.*

### Favourite TV program/film?

*Up or Love Actually.*

### Dream car?

*In keeping with my environmental background, a Range Rover.*



## Changes to Provider Online

August 2011 will see the Information Authority phase out their Provider Online, or POL, data collection service, in favour of a new, single ILR submission system using the XML format. The move to a single ILR for 2011/12 means that providers will be able to use only one method for returning data to the Data Service. This is where Perspective can help.

Our learner management product Sunesis will enable a seamless transition from the old to new reporting method. Furthermore, once built, Sunesis allows in depth learner tracking, extensive qualifications structure and framework analysis, and full funding reviews.

For more information about the changes or to request a free Sunesis demonstration please contact Richard Thom on 07590 099665 or send an email to [richard.thom@perspective-uk.com](mailto:richard.thom@perspective-uk.com).

## New Clients:

Superdrug

Mid Kent College

JML Dolman have purchased the Recruitment Module

## ALP Conference, London

Perspective will be in attendance at the Association of Learning Providers conference on the 21st and 22nd of June. Come and see the team and find out about our learner management solution Sunesis.

## Sub-Contracting Confusion

As the Department for Business, Innovation and Skills (BIS) continues to encourage colleges to sub-contract, and with the introduction of the Minimum Contract Level policy, it is no wonder that sub-contracting is the buzz word on everyone's lips. Analysing aspects such as regulations, due diligence, contracts, auditing and profitability can be a real minefield, but fear not help is at hand.

Whether you are the prime contract holder or the sub-contractor, Perspective's learner management tool Sunesis will guide you through the process in a simple, hassle-free manner. Encompassing all facets of tracking, funding, recruitment, and contract management, Sunesis offers a single point of reference for every aspect of learner management. With the ability for Contracts and sub-contracts to be managed simultaneously, this depth of reporting has already proved invaluable to numerous training providers that we currently work with.

For more information about the product please contact Richard Thom on 07590 099665 or send an email [richard.thom@perspective-uk.com](mailto:richard.thom@perspective-uk.com). Furthermore, we recommend LSECT's Sub-Contracting Funding Summits which give a comprehensive insight into this contentious issue.

## Website Changes

The screenshot shows the Perspective website homepage. At the top is a navigation bar with the Perspective logo and links for Home, Our Products, Our Team, Clients, Consultancy, Update, and Contact Us. Below the navigation are four service tiles: Qualification Manager, Tracker, Funding Manager, and Sunesis. Each tile includes a brief description and a 'Find out more...' link. The main content area features a section titled 'Management tools and services for the learning environment' with a paragraph describing the company's work with local authorities and SMEs. Below this are two featured case studies: 'Jill' and 'Glostershire Local Authority'. At the bottom, there is a support section with the text 'Our dedicated customer support teams are waiting to help you -' and links for 'CLM Support', 'Sunesis Support', and 'Folio Support'.

We have recently upgraded our website to fit in with our new image. Have a look at [www.perspective-uk.com](http://www.perspective-uk.com).