

with lots of time after work trying different solutions to the concept.

It was important that I didn't 'bend the truth'. I needed to be very honest and very accurate with projections, time frames and the whole model to deliver the outcomes. Most of the time the outcomes wouldn't work as well as I wanted, till one day Karen suggested a possible thought to do with ownership of the nets by the regional franchises.

I tried this concept and it worked. It worked well enough immediately for me to appraise the whole model for its true worth.

For Greg himself, I venture to state this would be the biggest model he has ever written, and I am so happy he took the time to stick it out with me.

I can now use this model in any parameter and get a desired result. I can work with different material costs, labour costs, amounts of franchises, speed and efficiencies of operations, locations, currencies and data of all sorts. This model will correlate all the inputs and deliver its verdict in any given area and scale of operation.

What a piece of gear. What a truly remarkable tool to have, because I can now analyse a country such as Fiji, in its own right and not as a thought from Australia. I can decipher costs and parameters and then get real values of Fijian regional franchise. I still talk to Greg intermittently as I still continue with this model in different formats. Incidentally it is 28Mbyte.

I will be forever grateful to Greg for his patience and tenacity to pursue this model. We both worked so hard for so long but the resultant model is amazing. It baffles people with its remarkable accuracy and size. The good thing about this model is, it doesn't lie. If you're thinking is wrong, or you're trying to impress, it shows by way of resultant figures that the input was incorrect.

So, if I think that a council will order 4,000 nets each month, the model will show a trend of production that misaligns with the labour to install.

After we got this model sorted out I was on the trail of capital raising and this also required a Financial Summary and the Business Plan or Information Memorandum.

So, back to Greg I went, asking for help to formulate a document that captured the finances, and 'how' we got to the valuations (using two different accounting practices).

He really did do his end well, and I wrote the Information Memorandum and started to 'knock' on doors with investment houses, venture capital groups, PDF's (Pooled Development Funds) and Government advisors.

I really didn't do this for long though because I had big problems with Armflame's turnover, and this diverted my attentions till I sorted it out, late in 2003/4 and so I really went halfway into this capital raising episode.

As Armflame started to swing back into a better standing I became more convinced that I was going to fund the developing