



set of all the above printed material for the student and tutor, a set of games and a CD containing all electronic versions, including the necessary print files in a format that is easy for printers to produce copies of materials for students.

The Grove courseware is regularly reviewed and updates are sent to all licensees at least once a year. Whilst we pride ourselves on the quality of our training materials we are constantly seeking ways to improve them and welcome additional ideas and comments at any time from our licensees.

All licensees are invited to attend a free annual meeting where Grove present any changes to the materials. This is also an opportunity for everyone to discuss the use of materials, any new ideas or other issues. The meetings are a great opportunity for everyone to discuss aspects of the course amongst like minded people.

## How it works

Upon request, we will send you a draft license agreement for you to consider. The agreement sets down the detailed terms and conditions along with the pricing structure. Once we have received a signed agreement and the appropriate licensing fee, we will send you the licensee pack. You are then free to use these materials as they stand, or make minor modifications to them within the terms of the licensing agreement, such as adding you company logo.

For the certification courses you will need to obtain accreditation from the appropriate certification body, as they will also want to check the status of your company, knowledge and experience of those who will do the training. But you can be secure in the knowledge the materials themselves are already accredited by ISEB and this will expedite your own accreditation.

## What does it cost?

There is an initial licensing fee to get started; thereafter royalty fees are applicable for each student trained using our licensed materials. These fees are paid in arrears once a quarter.

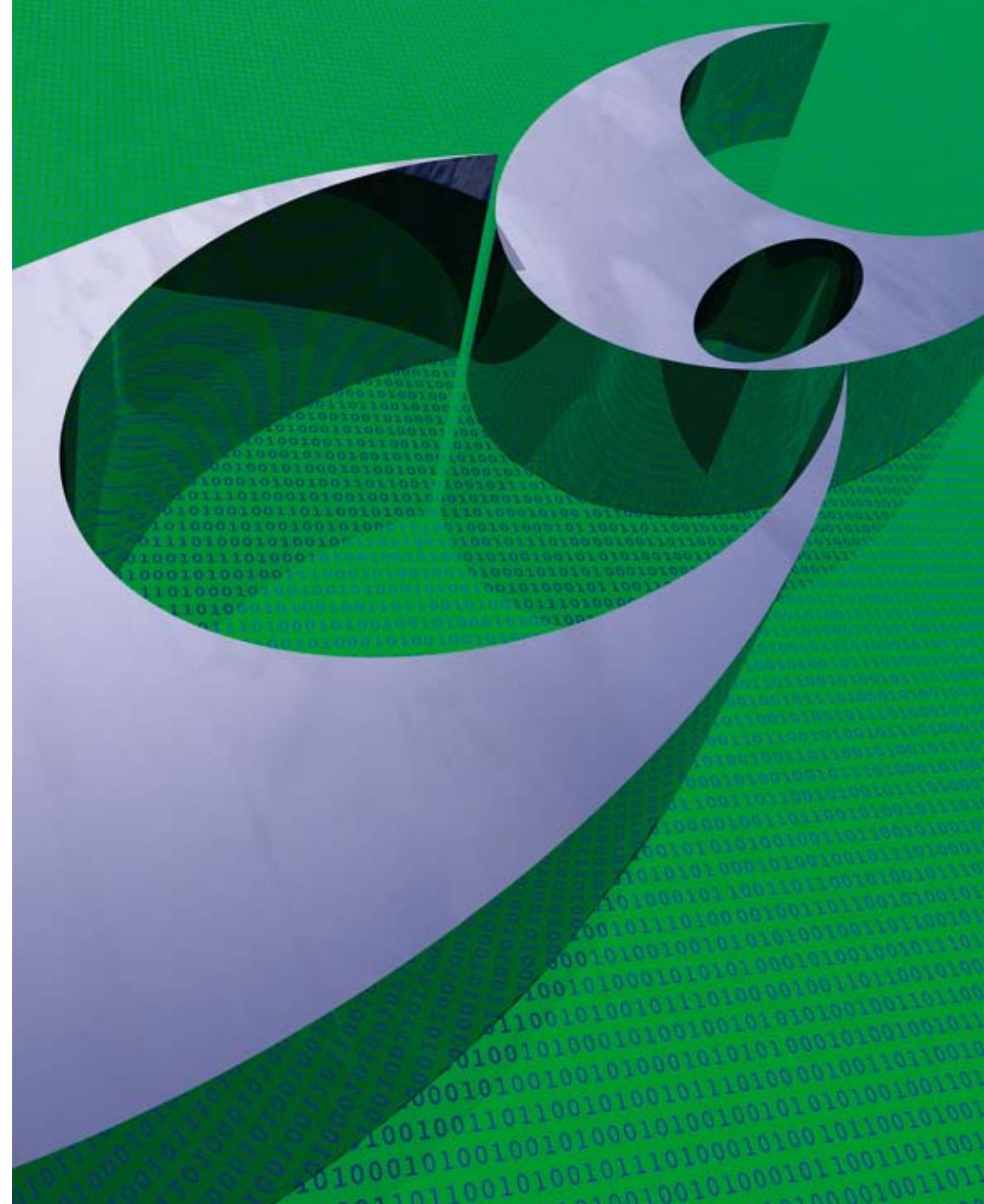
## What to do next?

Contact Grove Consultants by email to [licensing@grove.co.uk](mailto:licensing@grove.co.uk). We will then contact you to discuss any aspect of the licensing with you at a mutually convenient time.

Grove Consultants

[www.grove.co.uk](http://www.grove.co.uk)

08702 406172



licensing opportunities



# Why license courseware?

Training is becoming increasingly important with a growing number of people wishing to improve their skills and gain an internationally recognised qualification in testing.

Producing high quality course material takes a significant amount of time. Licensing a Grove course ensures that you achieve a high standard of courseware without spending time within your organisation on courseware development and maintenance. Licensing will enable you to begin presenting courses much sooner, and if you run them as public courses they can generate revenue for your company.

## Why license courseware from Grove Consultants?

If you have experts in your organisation capable of presenting courses but limited time to develop and maintain courseware, take advantage of the expertise from leaders in software testing, license a course from Grove.

## Our licensees

Grove have many licensees in a variety of countries. Some licensees are large corporations who use the materials for in-house training. Others include training companies who present public as well as in-house courses.

## Features of the Grove courseware

There are features and styles of the Grove courseware that have been developed over the years that attract positive feedback from students, lecturers and other licensees. As an example, the ISTQB/ISEB Software Testing Foundation course pack includes the slides for presentation, student and tutor notes, exercises, learning games, over 100 practice exam questions, generic student joining instructions, instructions for production of student materials, checklist for lecturers, and a “story book” of anecdotes and jokes to help liven the presentations and illustrate some specific testing lessons. We provide a boxed licensee pack that contains a sample

