



PARTNERLINK BAROMETER

Increasing the commercial value
of your business relationships



What is the PartnerLink Barometer?

The Barometer is one of the SCCI PartnerLink tools.

It is a short, management-friendly report containing a powerful, high level performance overview of a business relationship or a group of relationships.

It is a structured enquiry process based upon an on-line survey of the knowledgeable staff from each of the organisations within the relationship.

It can be requested with a phone call or an email and delivered within a week.

The analysis uses the latest scientific thinking on collaborative business relationship management and is also able to make sense of complex situations.

It has been tried and tested in Public and Commercial organisations in both internal and external relationships.

What does it achieve?

It broadly points out the good areas, the poor areas, the inefficiencies and where wastage may be occurring.

It provides metrics for measuring, benchmarking and setting performance targets.

Due to the joint/multi-party nature of the survey, the result is greater mutual understanding, stronger commitment and joint focus on practical improvement initiatives.

Indicates where more in-depth evaluation may be necessary

When is it used?

As a routine 'health check'.

As an initial performance check of a relationship or group of relationships to provide visibility and governance.

As an efficient way of managing a portfolio of key contracts or alliance multi-party relationships.

The Benefits

Changes perceptions of the partners' views of each other and strengthens the bond between them.

Increases transparency which increases trust and improves operational effectiveness.

Provides a powerful tool for relationship management and corporate governance.

"The quality of the relationship became a talking point and belief in its excellence was a huge incentive to do better and better".

T5 Director, EDF Energy

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