

## SCCI Ltd

We measure the performance of collaborative business relationships. We use a scientific technique – PartnerLink - that is both quick and highly cost-efficient. The process not only provides metrics that can be used to focus management action but also enables targets to be set and progress to be monitored for individual relationships and portfolios.

The diagnostics revealed invariably bring the partners closer together with a renewed understanding of their joint business, its objectives, its processes and its emerging opportunities. This turned into action plans that allow the potential of the relationship to be achieved. PartnerLink promotes an understanding of the importance of formal enterprise relationship management and an ethos of continuous improvement.

As a result, its use has secured bottom line and value for money benefits of at least 15% in public and private sector organisations, in project, manufacturing and supply chain settings including Defence, retail fashion, rail, construction, electronics, agri-food, IT, confectionery, automotive and supermarkets

We work with consultant associates who can deliver a complete change programme to clients. This means that PartnerLink now forms an integral part of a number of offerings, including marketing and logistics, to different sectors. .

PartnerLink continues to be developed with Cranfield School of Management where research is ongoing to extend the science underpinning our expertise.

***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, EDFEnergy

***We previously had a view of individual relationships with particular suppliers but PartnerLink allowed us for the first time to understand and manage the whole portfolio - this came as quite a 'shock'!***

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