

What is the PartnerLink Partnership Appraisal?

The Partnership Appraisal is one of the SCCI PartnerLink tools.

It provides a framework for efficiently managing your business relationships, a tool for benchmarking, monitoring and driving performance and, diagnostics which give instructions for continuous improvement.

It is a powerful assessment service for key collaborative business relationships with the outcomes presented in a focused, management-friendly report containing a range of both strategic pointers and detailed recommendations for change.

The in depth analysis uses the latest scientific thinking on collaborative business relationship management. It has been tried and tested in Public and Commercial organizations in both internal and external relationships.

What does it achieve?

It exposes in detail the strengths and weaknesses, areas of inefficiency and where wastage may be occurring in the functions and processes within and between both partner organizations.

It enables effective relationship management based on objective information.

Allows joint change programmes to be anchored in the aims and objectives and measured performance of the relationship.

It makes sense of 'messy'/complex situations which allows management to focus on the essential success factors.

Allows change joint change programmes to be anchored in the measured aims and objectives of the relationship.

It improves transparency by transforming perceptions of the way that the partners view each other thus, promoting understanding and trust.

How is it performed?

It is an efficient process, using short, online questionnaires and telephone interviews. It can take as little as 5 weeks, with minimal disruption and use of your resources.

The report is presented to both partners at a workshop where an action plan is formulated and agreed.

After six months a review is carried out to discover the value achieved by the parties.

When is it used?

To kick start a management review and performance improvement programme.

As a relationship intensification or benchmarking exercise e.g. at a new phase point.

As a strategic appraisal of key relationships.

As a part of re-negotiation of contracts especially evaluating in-house bids, assessing facilities management and outsourcing arrangements.

As a key part of an ongoing, in-depth review and improvement programme.



PARTNERLINK PARTNERSHIP APPRAISAL

Increasing the commercial value
of your business relationships



The Benefits

Defines opportunities to increase revenue and shareholder value (Growth).

Increases customer satisfaction from better product/service quality and delivery (CRM).

Strengthens the bond with your partner making you their first 'port of call' and locking out competitors.

Reduces administration and production costs (Margins).

Bridges the hidden gaps in teamwork (Team Spirit), thru more cohesion, integration and fulfilment, and increased transparency.

Builds joint capability to seize future business opportunities.

Impresses stakeholders with the seriousness of partner intentions.

“The current contract work is almost completed. We should now consider what we can do in the future to capitalise on our learning to work together.”

Project Director, Halcrow

For Further information contact:

Telephone: +44 1 908 561892

Email: sales@sccindex.com

Website: www.sccindex.com