



# PARTNERLINK PORTFOLIO REPORT

Increasing the commercial value  
of your business relationships



## What is the PartnerLink Portfolio Report?

It is a strategic tool designed to support the management of portfolios of collaborative business relationships.

It provides an overview of the relationship performance and characteristics of a portfolio of key relationships so that strategic decisions can be taken and corporate governance can be applied.

It is a summary of the findings of a number of PartnerLink Barometer and Partnership appraisals. The relationships are ranked in order of partnership performance and significant characteristics are analysed.

## What does it achieve?

It leads to identification and targeted spreading of best practice.

It allows strategic management of portfolio development through identification of key relationship performance trends so they can either be modified or developed.

It enhances a strategic review and allows improvement programmes to be established and managed.

## How is it produced?

Following the completion of a number of Barometer or Partnership appraisals, data collected is aggregated and analysed and key trends are highlighted. They are presented in a short, powerful report.

## When is it used?

It is used when a number of key relationships need to be managed efficiently.

It should be carried out regularly to highlight trends and keep the focus on best practice.

More infrequently, it is used to provide a regular strategic overview of the portfolio.

## The Benefits

A clear overview of key relationships affords power to the elbow of the corporate board. It permits informed decision making when consolidating strategic partnerships. It enables targeted action to improve the overall performance of your portfolio with results that will impress stakeholders.

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

Director General Commercial, UK Defence Logistics Organisation

## For Further information contact:

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