

Key Questions

- How do you know that your organisation has the capability to work in partnership (e.g. outsourcing/alliances/consortia/PFI)?
- How do you understand the key features of this capability?
- How do you know what you have to do to develop these capabilities?
- How do you know if your ability to partner successfully is compatible with a chosen collaborator?

What is the PartnerLink Profile?

PartnerLink Profile comes in two parts:

Partnering Potential – summarises the distinctive features or characteristics that define the partnering potential of one or more companies.

Partnering Compatibility – a comprehensive view of the capability of organisations to operate efficiently and effectively in harmonious integration with others.

When is it used?

- If you are going to commit to a long term collaborative relationship such as outsourcing (minimum 3 years to 10 years or more) then time invested will pay dividends by ensuring you select the right partner.
- Prior to entering an alliance, an organisation wishes to discover how their whole operation is able to successfully mesh with a partner's.
- When two organisations are at the start of a collaborative relationship and they wish to understand what they need to do to improve their ability to work smoothly together.
- Where an organisation in a collaborative relationship is experiencing problems and wishes to identify and remedy its internal issues prior to facing their partner.

The Benefits

- By treating collaborative capability as a strategic resource you will gain financial, efficiency and competitive advantages. Recent studies have indicated that “untrusting” Buyers pay 6 times the administration costs when sourcing.
- It provides a partnering due diligence technique which considers areas that other pre-partnering activities do not address.
- Gives organisations the knowledge of themselves which enables them to become ideal partners.
- Changes perceptions of the partners' views of each other and strengthens the bond between them.
- Increases transparency which increases trust and improves operational effectiveness.
- It broadly points out the good areas, the poor areas, the inefficiencies and where wastage may be occurring.
- Builds stronger commitment and focus on practical improvement initiatives.

How it's done?

Presented in a short, management-friendly report based upon an on-line survey of the knowledgeable staff and reinforced by a small number of short telephone interviews.

The analysis uses the latest scientific thinking on collaborative business relationship management and makes sense of complex situations.

“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

For Further information contact:

Telephone: +44 1 908 561892

Email: sales@sccindex.com

Website: www.sccindex.com