

Partners – Work Winning Event Output

Sponsors – Martin Brook, Andy Farrell

Open/honest/fair communication

Collaborative expectations – aligned strategies commercially – clear, realistic, achievable

Collaborative solutions rather than blame shifting

Accountability/responsibility – when things go wrong

Increase understanding of what they can do/provide how they can help us win work/introduce new customers

360 feedback

Closer to fewer – supply chain and consultants

Create work winning opportunities

Closer collaboration at pre construction

Building mutual trust through engagement

Critical friend to inform sector specific jobs

Alliance model with joint incentives

Build sector partners for our chosen sectors

Sharing analysis performance data

Vision alignment

Target markets together

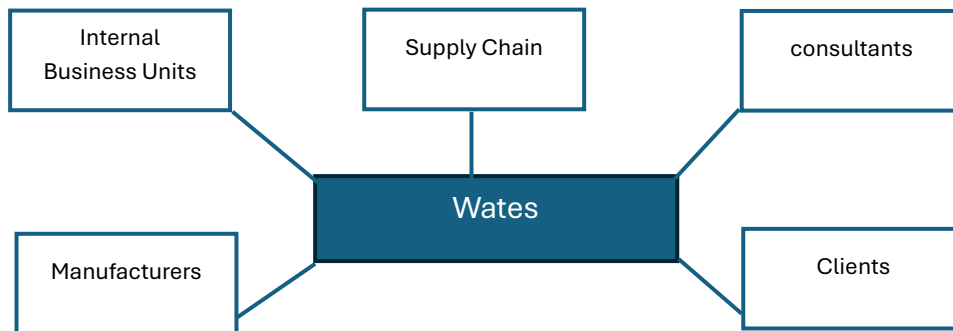
True 360 feedback with all consultants

Central approach forcing consultants of out the region i.e. DfE – regions need to be able to share pipeline opportunities

Proper supply chain engagement i.e go with 4 at bid stage and don't swap or consider unsolicited bids on award of tender

Proper supply chain family - strategic relationships – refresh constantly

Pipeline planning /better leads from partners by decent relationship management



Better leveraging supply chain

Meaningful feedback – both ways

Partnership outside of bids

Understanding limitations – how can we bridge the gap

Can we invest in our supply chain to grow

Who should hold the relationships

Understanding their growth strategy

Key sector partnerships

Earlier involvement in our SOPs

Partnership fact finding

Commitment / single sourcing

Communication > frequency

Commercial terms – do they approve

Closer to fewer partners

Forward thinking of maintaining relationships

Relationship owners

Shared responsibilities/greater

Collaborative culture with SES, SmartSpace etc

Remove blame culture

Pre-emptive relationships – early engagement, commercial modelling

Single governance stream

Clarity on roles and responsibilities

Building a wider network

Make it personal rather than transactional

Committed/honest/reliable

Building your brand

Admitting faults and resolving/correcting the issue

Have fun together

Customer requirements – supply chain strategy

Consultants – strategic partnerships

Innovation partners – decision makers – turner townsend

WIN portal

MOD

- Defence charities – charity partner
- Knowledge – ground base knowledge

Right people – right partners – expertise, influencers

Partners that think differently

Board – strategic partners – charity boards

Purposeful partnerships

Commit to continuous improvement

Elevate sustainability and social value

Share pipeline/intel to mutual benefit

Understand their innovations and promote them to win work

Standard/consistent approach – stop changing/regional differences

DFMA – encourage this

Increase conscious award of work across the group – what is the list

Leverage SES relationships

Make partners peers not reports

Reciprocal work for consultants – Quid Pro Quo

- Inward focus is to de-risk in delivery
- Issue with this, is we can turn off a lot of consultants who can feed us work
- All eggs in one basket
- Look at MOJ!

Should we be monitoring better what we get back from each consultant

Find ways to pay PQs's > give them work to get work back

Not enough SC rotation

Clarity on MEP – let's not completely turn off external market

Give more feedback to supply chain – work better together – Pre Con/Commercial/Ops

Create a gateway for feedback survey

Preferred S/C should be giving better service at Pre Con stage

1. Mutual benefit with consultants – risk management – see MOJ model
2. Supply chain:
 - a. Act with respect
 - b. Proper feedback
 - c. Reward assistance at bid
3. Internal JV's > stronger proposition