

What is the PartnerLink Alliance Appraisal?

- The Alliance Appraisal is one of the SCCI PartnerLink tools.
- It is a powerful assessment service for collaborative relationships where a group of partners e.g. a consortium or alliance, is working together to achieve a common objective. The outcomes are presented in a focused, management-friendly report containing a range of both strategic pointers and detailed recommendations for change.
- It provides a framework for efficiently managing relationship networks, a tool for monitoring and driving performance and continuous improvement.
- The in-depth analysis uses the latest scientific thinking on collaborative business relationship management.

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 the alliance members.
- It transforms perceptions by promoting understanding of the way that the alliance members view each other.
- 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.
- 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 with minimal disruption and use of your resources.
- The report is presented to the alliance members for discussion and questions.
- After six months a review is carried out to discover the value achieved by all parties.

When is it used?

- It is used to validate the start-up capabilities of a multi-party alliance or for a relationship intensification or alliance performance benchmarking exercise e.g. at a new phase point.
- In an on-going alliance it can kick start a management review and performance improvement programme or a strategic assessment.
- It can provide essential information for re-negotiation of contracts.
- It can be used regularly as a key part of the ongoing monitoring and management process.
- It is an vital component of corporate governance arrangements



PARTNERLINK ALLIANCE APPRAISAL

Increasing the commercial value
of your business relationships



The Benefits

- Aligns partners into an effective, continuously improving collaboration where the value created is greater than the sum of its parts (Multiplier)
- Increases capability to satisfy end customer
- Increases cohesion of the supply chain
- Reduces administration and production costs and risk, by smarter utilisation
- Bridges the hidden gaps in teamwork (Team Spirit), thru more cohesion, integration and fulfilment, and increased transparency (Productivity)
- Recognises, encourages and enhances the ability to innovate
- Builds joint capability to seize future business opportunities
- Impresses stakeholders
- Builds collaborative capability (Positive Feedback Loop)

“We do important business through inter-agency working where the Council works alongside a whole range of organisations to develop policy and deliver social services. Performance of the team is crucial.”

Senior Relationships Manager, Milton Keynes Council

For Further information contact:

Telephone: +44 1 908 561892

Email: sales@sccindex.com

Website: www.sccindex.com