

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 collaborate successfully is compatible with a chosen partner?

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

- Treats collaborative capability as a strategic resource to gain financial efficiency and competitive advantage
- A partnering due diligence technique which addresses areas that other pre-partnering activities do not.
- Gives organisations the knowledge to become ideal partners
- Increases transparency and trust and improves operational effectiveness
- 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

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