

WHAT IS PARTNERING?

Partnering is defined as “a process of collaborative teamwork to achieve measurable results through agreements and productive working relationships.”



Under partnering, all parties agree from the beginning, in a formal structure, to focus on creative cooperation and work to avoid adversarial confrontation. Working relationships are carefully and deliberately built, based on mutual respect, trust, and integrity. Partnering provides all the participants with a win-win orientation toward problem resolution and fosters the synergistic teamwork.



**E & O.. ACA Insurance Trust, Inc
Professional Liability .. The Hartford**

PRINCIPLES OF PARTNERING

*Our Vision:
Achieve Partnering
Excellence!*



Road and Bridge Construction gets
Win/Win Results from Partnering

Common sense is instinct.
Enough of it is genius.
— George Bernard Shaw

PARTNERING AGREEMENT

The Partnering Agreement [PA] facilitates the process of collaboration. Candidates for partnering include aerospace program management, road & bridge construction, commercial and residential construction, large special events, municipalities or any diverse group needing to focus.

The PA consists of a Mission Statement and Goals for the areas of primary focus, i.e., Quality, Communication, Schedule, Issue Resolution, and Teamwork and Relationships. Each area It is developed in real-time by the partnering stakeholders, ratified and signed by all the partners.

Skilled facilitation gives your project focus and roll-out of a clearly defined set of goals that ALL Stakeholders hold as their commitment to promote a successful project. This process works extremely well for diverse groups. Our combined experience spans over 40 years and hundreds of projects - YOUR ASSET.



Partnering Agreements Facilitate Collaboration

Our Mission: Lead with vision and passion in providing stellar partnering services that are above industry standards, facilitating projects to achieve award-quality results.

CODE OF ETHICS

What are Your standards?
Goals - Actions, Behaviors?
How do YOU want to be treated?
How do you treat OTHERS?



Partnering brings project diversity to a single focus.

Best practices in project management include collaboration with all stakeholders. The process of partnering begins with the establishment of a code of ethics, built by the stakeholders in real-time, cooperatively.

OPTIMUM OPERATIONS

Key Benefits

- Create Working 'Partnering Agreement'
- Operational Anchor as 'Code of Ethics'
- Organizational Devotion to Vision/Mission
- Lead by Example Philosophy
- Reduced Litigation & Down-time
- Optimized Schedules
- Invites Value Engineering
- Communication Flows Effectively
- Relationships Reflect Trust
- Managers Become Leaders
- Substantial Cost Reduction

We succeed in enterprises which demand the positive qualities we possess, but we excel in those which can also make use of our defects.

— Alexis de Tocqueville

ECONOMIC PROTECTION

Every dollar is crucial today, so your plan has to meet or exceed your expectations. A mission-driven and vision-inspired partnership begins with a strategic plan that invites participation.

Partnering workshops also include sessions on championing, performance evaluation and, of course, issue resolution. The critical path is often marred by problems, with most of them known. A skilled facilitator crafts a plan to resolve them while flushing out other potential bottlenecks in the flow.



Partnering makes a big difference in your P & L, too!

REVIEWS FROM PARTNERS

- Very good. Kept us on task. Good control.
- Very open to ideas of all participants.
- Kept workshop pace on track.
- Strong structure of all procedures to plans



Be The Dream
Dreams Mold Future Realities

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