

# COLLABORATING FOR SUCCESS

**“How collaboration can add value and facilitate sound decision making”**

*Nicky Painter and Robert Shields*

*The Institute for Collaborative Working*

*4<sup>th</sup> February 2014*



The world's first national standard for collaborative relationship management



# Managements of Projects Today

- *Innovation* ✓
- *Network of expertise* ✓
- *Continuity of supply* ✓
- *Constant review* ✓

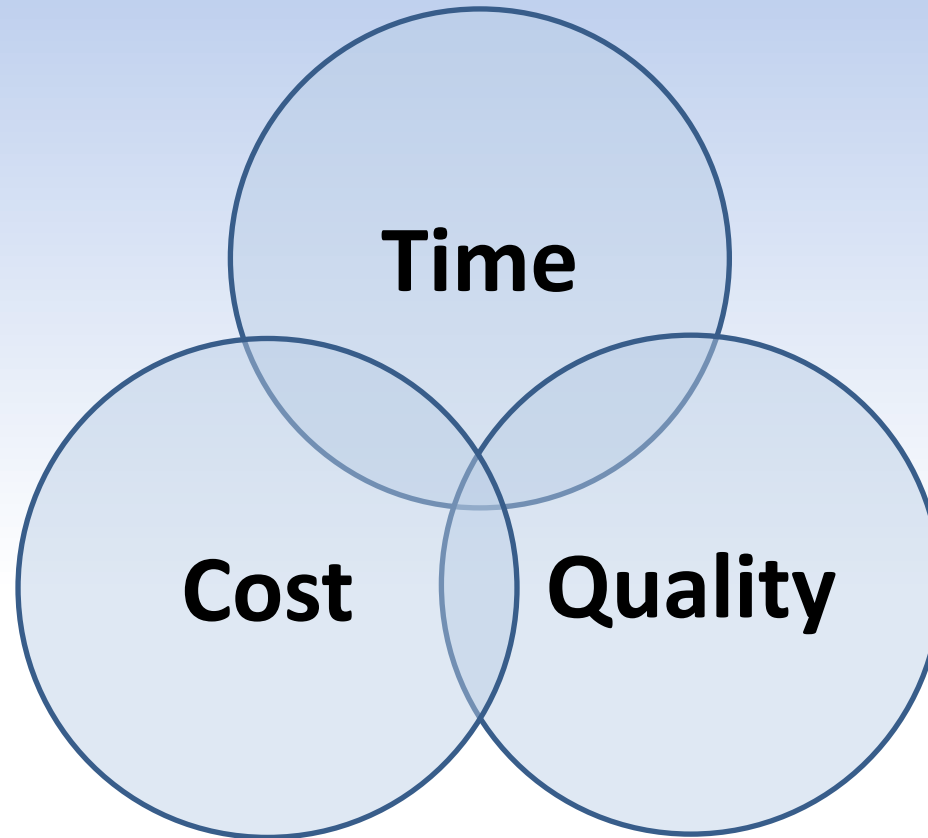
**Collaboration is Key**

# Risks inherent in working with others

- Work at the pace of the slowest
- Incompatible processes
- Poor communications
- Difficulty in coming to decisions
- Different 'cultures'

# Project Delivery

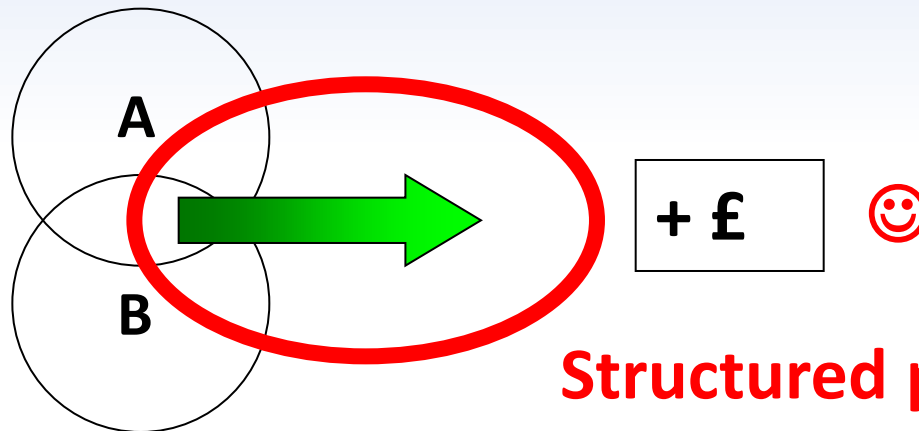
*(the absolute basics)*



# Collaboration

*(the absolute basics)*

- *Two or more discrete organisations*
- *Working together in a business relationship*
- *To create mutual value*



**Structured process for  
managing collaboration**



# Collaboration works best with a Structure!



The world's first national standard for collaborative relationship management

# Benefits of a Framework Standard

- *All singing from the same hymn sheet*
- *Saves 'reinventing the wheel' each time*
- *Not prescriptive: can be adapted to fit circumstances.*
- *Facilitates effective selection of partners*
- *Easier to integrate working methods, processes and procedures*
- *Provides a consistent (joint) platform to support and sustain relationships in the long term*
- *Helps to resolve disputes and facilitate smooth exit from relationship if/when needed*

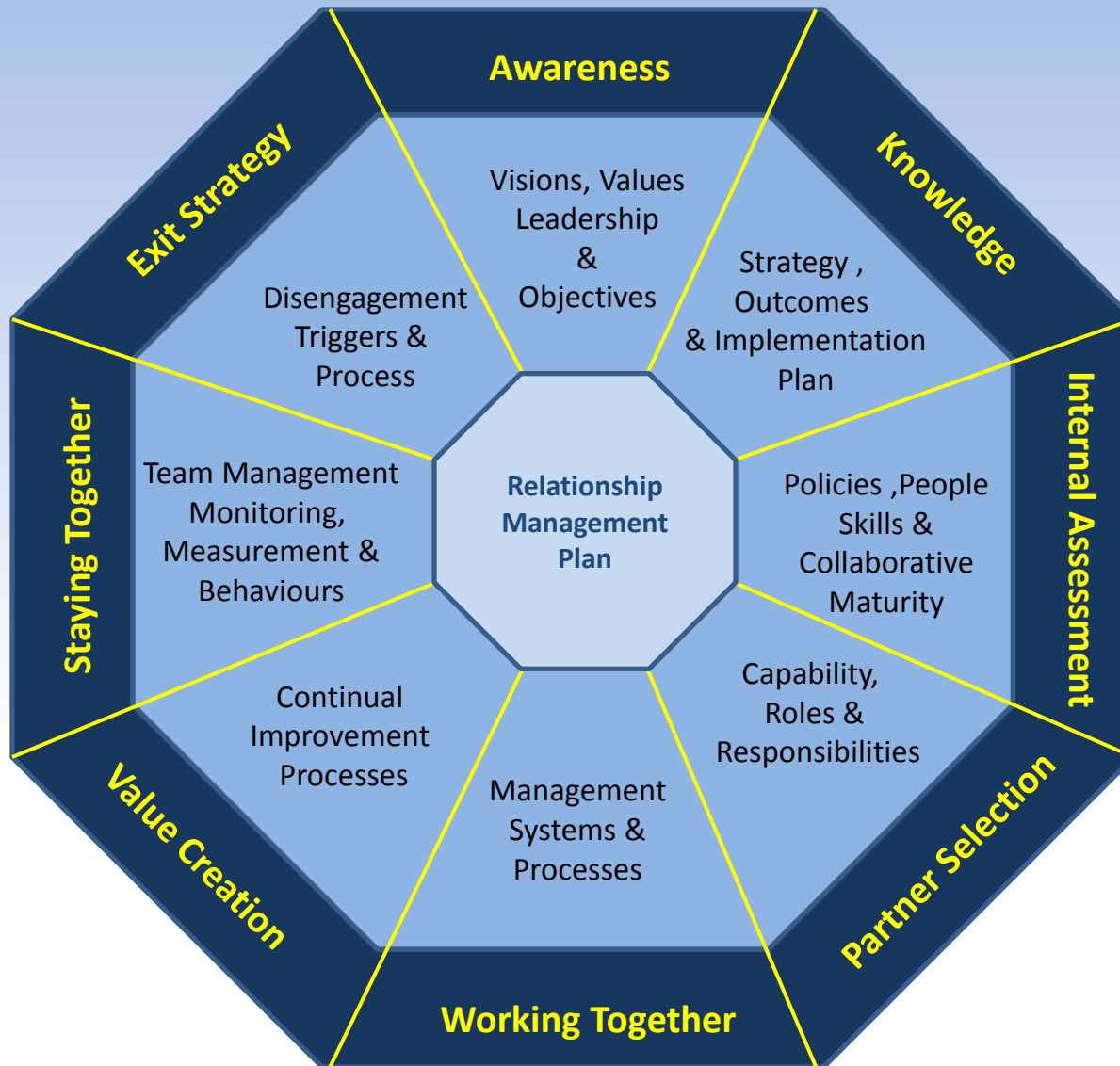


# BS 11000 provides a structure.....



.... and  
**BS 11000 will become  
ISO 11000  
in 2016!**

# Relationship Management Process

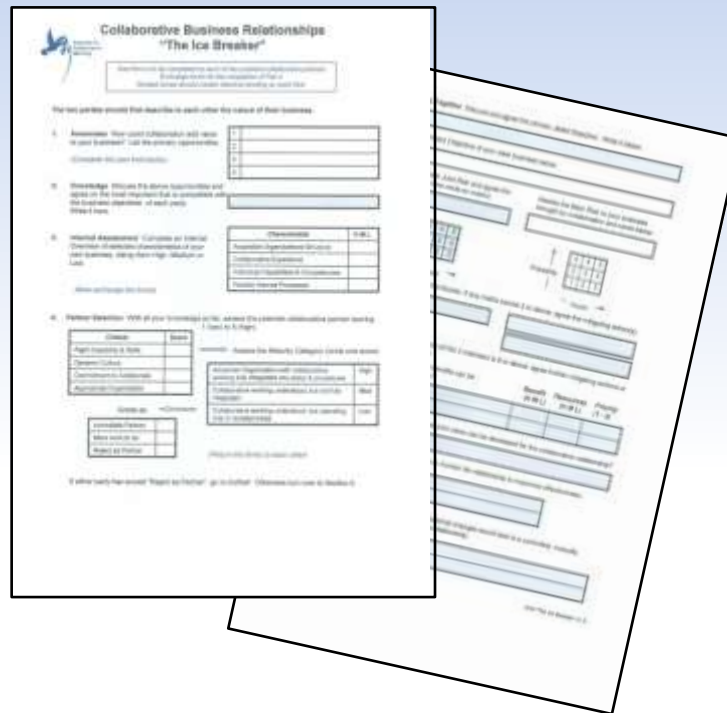


The world's first national standard for collaborative relationship management

# Do you want BS 11000 formal Certification?

- *Provides documented evidence that your organisation meets - and continues to meet - all the necessary requirements for successful collaboration*
- *Could be specified as a requirement for contract award where a partnering approach is fundamental to success*
- *Already an internationally recognised certificate – progress underway towards ISO status*

# Or – just a quick introduction to the standard?



**“Ice Breaker”**

a 59 minute  
**practical** exercise

# ***THANK YOU !***

***Nicky Painter***  
***Robert Shields***

[nicky.painter@virgin.net](mailto:nicky.painter@virgin.net)

[xmoor@xmoor.com](mailto:xmoor@xmoor.com)

[www.instituteforcollaborativeworking.com](http://www.instituteforcollaborativeworking.com)

