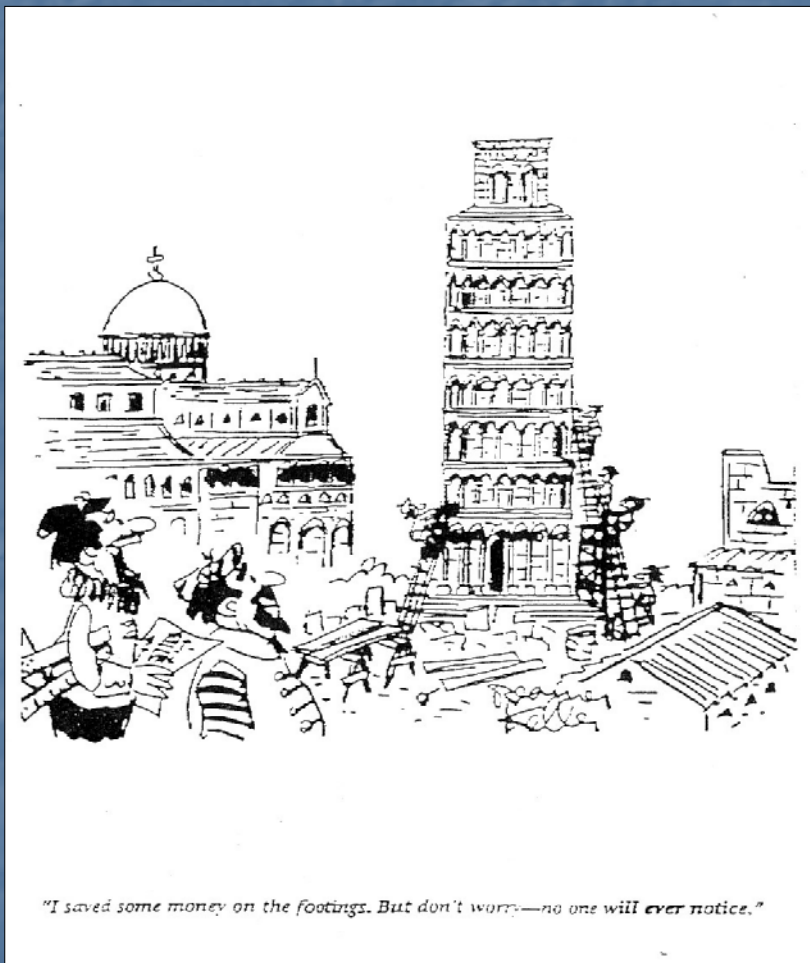


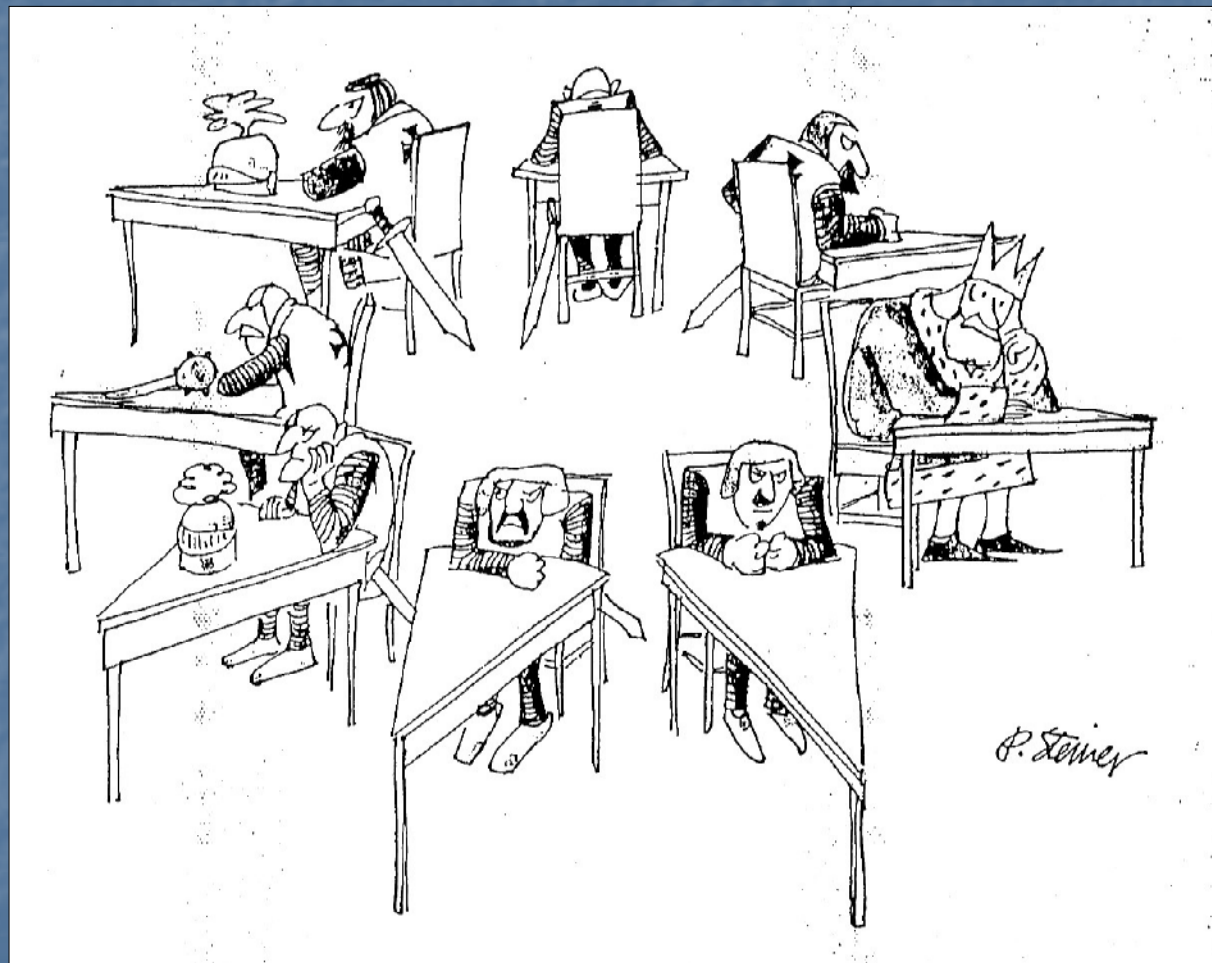
# Partnering as a Best Practice

- Ray Dupont- Seminar leader
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# Something's missing



# Something's Missing



# Our Objectives Today

- Less information on Partnering as a Best Practice
- More information on best practices of a Best Practice
- Discuss when to invest in partnering, absolute essentials, benefits, trends, and experiences

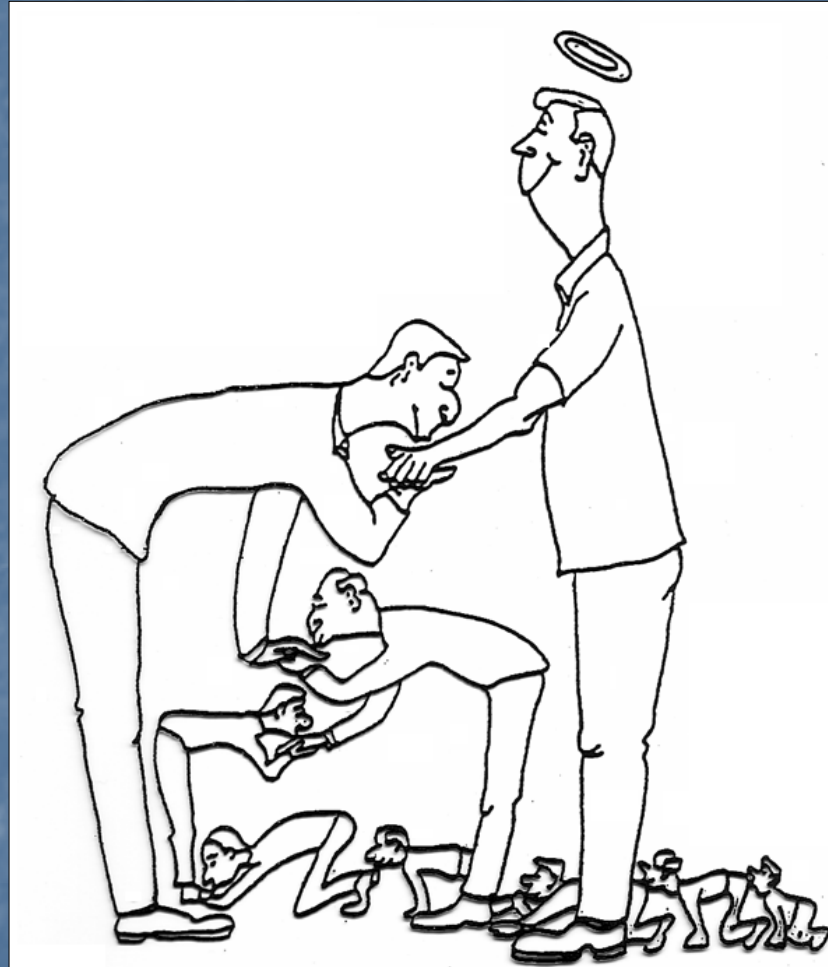
# Preconceptions



# Absolute Essentials for Partnering

- Establishment of partnering atmosphere
- Clear statement of expectations
- Open discussion of concerns
- Review of processes
- Development of performance measures

# “Organizational Chart”



# Investment in Partnering

- When there's a history of bad relationships or projects
- When the project is complex (project or people)
- When the timeframe is very long or short
- When someone's processes are unclear
- When more is hoped for
- When strong synergy is necessary



# Quality Problems?

## CLOSE TO HOME



"I *did* call the builder. He said it's normal for a new house to settle a bit and that he'll give us a 25 percent discount on all caulking supplies."

# Benefits of Partnering

- Instant first impressions
- Starting on the same page
- Hitting problems head on
- Avoiding the maze
- One yardstick for everyone- a vehicle for accountability

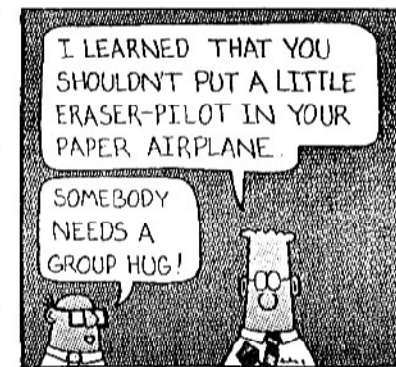
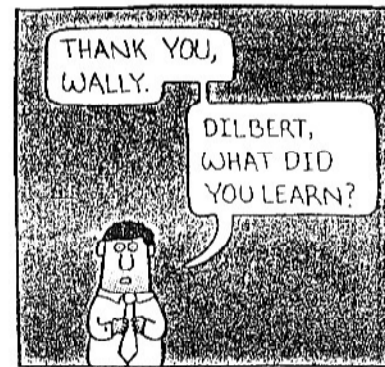
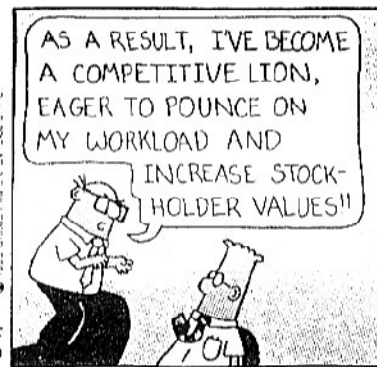
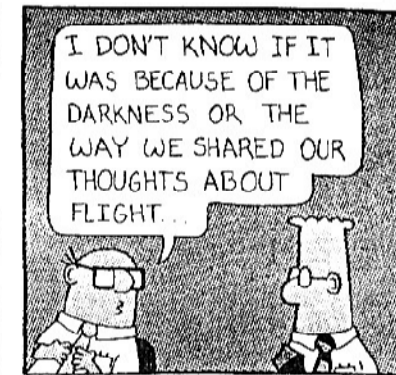
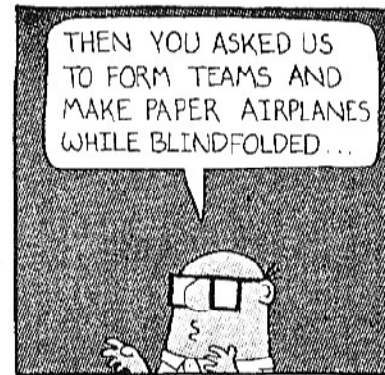
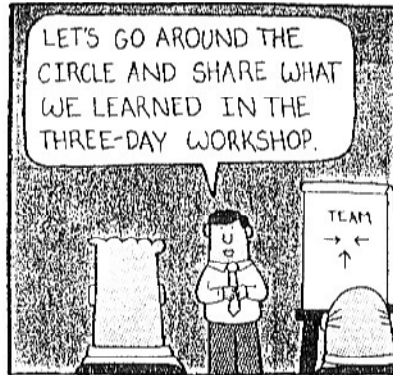
# Partnering Trends

- The shorter the better
- Less team, more project
- No nonsense
- Accountability- more or less
- Generational divide
- Field/ Office divide
- Qualifying systems

# Evaluation Time

**DILBERT**

**BY SCOTT ADAMS**



# The Good

- Good partners
- Frequent accountability
- Stick-to-itiveness

# The Bad

- Pre-poisoned
- Field/ management disconnect
- Over-capacity

# The Ugly

- Personalities
- One rotten apple

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