

BS 11000: Collaborative Relationship Management:

Is an eight-phase framework providing guidance and an auditable process that organisations can adopt, without major investment, to improve their collaborative relationships:

Key Points to Note

- BS 11000 framework forces an organisation to critically examine its approach to collaboration
- It offers gems in terms of a process framework and tools that are of immediate benefit to any practicing project manager
- Trialled and adopted in industry and now appearing on MoD contracts
- Don't introduce it as a British Standard ... it is a Framework that sits on the Project Lifecycle
- Pera is approved to consult on BSI's Associate Consultant Programme (BSI + ILM)

Features:

- Neutral framework for project gap analysis
- Codified into a process that can be audited + replicated in your company



Advantages:

- Use of common language speeds communication
- Focuses on key issues that drive close collaborative working
- Quantitative approach to selecting partners

Benefits:

- Removes hidden agendas + quickly gives confidence to both sides
- Helps keep a collaborative project team together
- True, strategic collaboration helps you defeat the competition

Target Customer Profile

- Framework is likely to evolve 'top down from Tier 1 companies': the most receptive people will be strategic decision makers who can influence supply chain and contract conditions
- Actively examined by a wide range of industries including construction, facilities management, local government, transport and defence.

Previous Customers

- BT Global Services, TNT, Raytheon Systems, Siemens, EADS, Toshiba, Lockheed Martin UK, VT Group, EMCOR Group, NATS, the MoD.