

> **advance**
BUSINESS GROWTH

PARTNERING AND ALLIANCING

We are recognised as having changed the approach, expectations and results in some of the most complex and messy Partnering and Alliancing projects



Confederation of British Industry 'Doing more with less' Excerpt: October 2009

“This year has been challenging both for government and for business... Nonetheless, it looks as though the worst of the recession may be behind us... Beyond the recession, the drivers of economic growth will almost certainly be different to the recent past, with consumer and government spending expected to be more constrained. So business investment... will need to make a much greater contribution to economic growth.”

Advance Business Growth

We help you to achieve growth in four key areas:

- Strategy, Brand and Culture
- Work Winning
- Improving Delivery
- Engaging People

Doing more from less by being better with less

Simply doing more is an assumption that businesses can actually achieve more without being better at what they do.

With less opportunity and greater competition, Advance Business Growth prepares your organisation for new market opportunities and challenges.

And you get?

- Clear direction and improved leadership
- Greater certainty from a growing and higher quality pipeline and order book
- Profit growth by reducing waste
- The hearts and minds of your people and your customers

Our influence in the alliancing and partnering deals we have been engaged in, is recognised as having changed the approach, industry expectations and results in their sectors.

We work with you to establish a successful partnership from day one and ensure sustainable working relationships.

What you get from working with Advance:

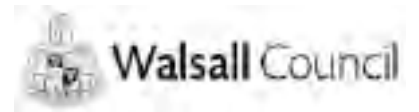
- 1 A wealth of committed experience and proven approaches from a number of sectors, from nearly 20 years of collaborative working.
- 2 Formal and informal evaluation (some web based) tools to assess the quality of the partnership.
- 3 A strong partnering relationship able to deal with adversity and use it to generate improvements.
- 4 A happier client and improved relationships able to accommodate the inevitable challenges and changes.
- 5 Minimised risk in the commercial and technical delivery.
- 6 The reputation of all the parties enhanced as a benchmark for collaborative delivery.
- 7 The improved capability of your business to work in an alliancing way in the future.

What's your situation?

- You have a major deal and need to demonstrate to the potential customer that you are truly collaborative.
- You have just selected or been selected on a major deal after a complex period of negotiation.
- You would like to independently validate your approach to partnering and its outcomes.
- You have a partnering deal that is under performing.

Talk to Advance

Some of our current clients who's partnering initiatives we support.



Advance joined forces with a government department to create an alliancing model and selection process to ensure that the supply chain ultimately selected, delivered and flexed their service to reflect the customers changing requirements.

Our customers tell us some of their problems:

- 1 Projects started on the wrong foot are very difficult to remedy
- 2 Your business may be exposed by the need for and your inability to operate in a transparent way
- 3 Concerns over the parties ability to partner at whatever level
- 4 Inability to quantify the benefits of a collaborative approach
- 5 Uncertain how to resolve issues when things inevitably go wrong and how the client and your delivery teams will react
- 6 How to collaborate against a back drop of a very commercial contract
- 7 How to work in partnership with other companies who in normal circumstance are competitors
- 8 On PFI, PPP and DBFO deals, how to collaborate flexibly when a number of parties are involved, from the customer and their advisers, the suppliers and their support team, to the banks and their own technical advisers.

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We work with shareholders, directors and operational leaders, at an organisational, team and individual level to bring clarity, direction and focussed programmes for partnering and alliancing.

Talk to us about how we can help you to support or build your business.

“All of the many challenges have been handled in a genuine and committed partnering relationship which is being held up as a model for other projects”

Ministry of Defence IPT Team Leader