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NEWS LETTER NO. 59

PARTNERING (Contn.....)

Objective of Partnering

To create a virtual company of all players including owner for establishing the principles of Partnering in the worksite, working together to achieve goals, solve problems, make decision, resolve disputes amicably, maintain open communication and training others in Partnering skills.

The virtual Company can assert its usefulness by drawing up a moral agreement of dos and donts duly signed by all players.

They can go on to establish its own Goals, Vision and mission.

All to emphasize that all will collaborate together to improve their own performance and eventually the entire project

It is “WIN WIN “ with no losers

Benefits Of Partnering

Good Partnership truly benefits all-owners, consultants, sub contractors, site personnel ---

Partnering nurtures commitment, ownership, trust, cooperation, communication, common goals, objectives, win win philosophy.

The benefits are so many but to enumerate a few

- 1, Better working Relationship
2. Better Cost, Time, Quality control
3. Enhanced Communication
4. Better productivity for each player
5. Continuous improvement
6. Potential for Innovation
7. Potential for crashing time of Construction
8. Reduced litigation/disputes

9.Improved Culture

10.Win-Win attitude amongst the players

11.Lower Administrative Costs

12.Increased satisfaction

13.Enhancement of Reputation

With so much benefits, just for the taking and that too without costs it would just be tragic not to adopt “Partnership”

RELEVANCE OF PARTNERSHIP

Owner/Client

The biggest beneficiary.

His aspirations, his vision, his business interest met with all players playing a focused role for same.

All this without any hassles, litigations, disputes

Architects/Consultants

Their vision ensured even enhanced by inputs from all players.

Changes(inevitable as it is always)accepted and solutions found without much issues.

Lower administrative costs

Contractors/Sub Contractors

Optimization of Resources –smooth flow of work-enhancement of productivity-lower costs, time---

Ambience for happy working with each player continuous support

The Way forward

Partnership is not rocket science-you can make a start whatever your position is, whatever stage of the project is.

Only a mindset change and a very positive outlook.

Should Shun statements “In India partnership is not possible” “I want to do but my bosses will not permit”

To help you books are plenty in the market.

Some Books : 1.Profitable Partnering :Clive Thomas Cain

2.Relational Contracting: Albert P.Chan

3:Partnering:Associated General Contractors of America

ILCE main objective is to promote Partnership and its ever readiness to help you

Towards promoting Partnership in Industry, ILCE is now bringing to your door step World renowned Speaker and Trainer on “Partnering”

WISHING YOU BEST IN YOUR JOURNEY IN “PARTNERING”

Continued in next news **letter** –High lights of Mr. Rob Reaugh Program “Collaborative Partnering”

ANNOUNCEMENT

ILCE has great pleasure to invite you to workshop

“COLLABORATIVE PARTNERING”

Principal Speaker :Mr. Rob Reaugh ,Executive Director ,International Partnering Institute (USA)

On 7th,9th,11th,14th October 2013 at Delhi,Chennai,Goa,Mumbai

Details will follow