



The value of establishing long-term relationships through Joint Procurement



Credentials

- Single Source Partnering
- Partnering Arrangement with Willmott Dixon
- 1998 – 2010
- 25 Projects
- Three – Way Partnership

Benefits

- Consistent Team
- Continuous Improvement
- Reduction in Disputes
- Additional Resources
- Research and Development
- Shared Initiatives
- Common Goal

Disadvantages

- Lack of Continuity
- Perception of Lack of Value
- Reliance on Individuals

The Opportunity

- All-Wales Approach
- Large Programme of Work
- Radical Approach Required
- Improving Standards
- Consistency

Barriers

- Competition
- Lack of Collaboration
- Lack of Innovation
- Individual Lack of Continuity

Solution

- Joint Procurement
- Collaboration
- Innovation

Mechanism

- Collaborative Groups
- 3 Main Groups
- Umbrella Group

Summary

- Need for Change
- Ready Solution
- Right Time



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