

ALLIANCE AND ALLIANCE FACILITATION

CATEGORIES

Agreement between people in a team is far stronger than any agreement your lawyer can write (Dr. W. Edwards Demming).

Mercor has assisted many clients in Western Australia in setting-up, developing and awarding public infrastructure alliance projects. Mercor is proud of its record in successfully assisting clients to establish alliance-style contracts, including a number of major road, water and wastewater infrastructure alliances.

Mercor Consulting has been integrally involved in relationship contracting over the last ten years, and particularly in Alliancing. Alliancing is a dynamic and collaborative management approach to contracting where the client and its chosen service provider establish an autonomous (virtual) organisation mutually sharing the project risk and rewards and controlling operational targets. It is critical for a client organisation to determine when to use Alliancing as a means of delivering a large project. Mercor has been at the forefront in contracting strategy development and has the expertise to assist with this and other Alliancing decisions.

Our service offer covers the areas of:

PROJECT PLANNING AND DEVELOPMENT

Early work that commences in the planning and development stage of a project is akin building the launch pad.

Launch Pad



- Workshopping
- Planning and Strategising
- Contracting Strategy Development
- Procurement Documentation
- Educating, Training and Coaching
- Documenting, Briefing and Evaluating

ALLIANCE COACHING AND FACILITATION

To achieve a rapid lift off and accelerate to become a high performing and agile team capable of sustained cruising.

Liftoff



- Relationship Health Check
- Joint Diagnostic & Alignment Plan
- Alignment Workshops
- Leadership Team Strategic Direction
- Develop High Performance Team
- Developing the Culture - Principles

ALLIANCE COACHING AND FACILITATION

To effectively maintain the momentum, the processes that are in place must be measured, monitored and improved.

Sustain Mission



- Process Measurement
- Thinksmart – “Creative Innovation”
- Team Building
- Risk Management
- Health Checks
- Management Reporting

Alignment Process
Alliance Charter (Values and Principles)
Alliance Management
Team Development
Business Excellence
Culture Footprint and Team Development
Direct Cost Target and Schedule
Governance (ALT/AMT)
Innovation and Breakthrough Thinking
KPI Development
Risk Mitigation Strategy
Risk Reward Regime
Stretch Goals and Targets
Structured Data Analysis and Review
Systems, Plans and Procedures Development
Team Alignment and Strategic Direction
Value Management



P.O. Box Z5522 St. Georges Terrace
Perth, WA, 6831
fax +61 8 9221 6663
email info@mercorgroup.com.au
www.mercorconsulting.com.au

ALLIANCE SELECTION PROCESS SUPPORT AND DEVELOPMENT

Once the launch pad is constructed it's time to select the team that will participate in the mission.

Current Situation



- Long and tiring selection process
- Two teams well prepared but apart
- Excitement, anticipation...anxiety...
- High expectations...
- The countdown has commenced...

ALLIANCE COACHING AND FACILITATION (ACCELERATION)

Rapid acceleration is achieved through creating the right systems, plans, policies and procedures.

Accelerate

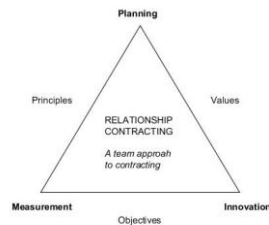


- Finalise, Endorse Management Plans
- Communicate Management Plans
- Establish Leadership Commitments
- Deploy Systems and Processes
- Establish "Business Excellence"

ALLIANCE FORMATION AND APPROACH DEVELOPMENT

The right processes and systems are required for establishing successful alliances.

Alliancing Approach



Key Support Processes

- Bid / Bid Evaluation Support
- Selection Process Facilitation
- Coaching and Mentoring

