

SELECTION IS THE KEY

Take a fresh look at your business and your relationships. Together they can have an enormous beneficial impact on your Company's financial health, your future and your success rate in winning more work. Alliances and Partnerships are fast becoming the accepted ways of working and winning work. More and more Companies are realising that they can create mutual added value by joining forces and working together and so reap mutual benefits that could not easily be achieved alone.

In today's business life searching and finding partners with compatible and complimentary skills, resources and cultures is the key to success. Companies must be able to leverage their respective partners' business acumen, reputations and so bring the combined resources to the market in furtherance of the strategic goals of the respective companies.

Take a fresh look at your bidding record. Successful companies understand alliancing needs and the issues of business and culture compatibility. They know what it takes to be selected.

1. Does your Company understand what it takes to be a successful partner?
2. What is your success rate in winning business in these sectors?
3. How much money and energy do you have to expend to win or lose such business?
4. Do you want to win more business by knowing how others select the right business partners?
5. Do you want a better success rate by making more of and building on what your Company offers?

JCP Select can help. We have over the last four years built up a vast amount of experience helping clients select the right long term partners. We have advised and worked with a range of blue chip clients across the utility, nuclear, housing and transport sectors. Specifically we can:

- Give you access to our considerable database to enable you to better understand what your clients want. And what and how they look for the right partners.
- Offer our expertise, which will enable you to better understand what your clients are looking for, and how they go about choosing their business partners.
- Review your bid submissions and improve your chances of winning more work by giving you honest feedback on your bids and proposals and how they will have been received and perceived
- Advise you how to strengthen future bids and how well those bids relate to how others experience your company

- Comment upon the degree of fit between your bid strategy and your overall company strategy especially ensuring that your bid captures and promotes all the rich experiences of the company.
- Help you understand what the consequences are from your position on our Agility, Flexibility, Rapport scale.
- Ensure you differentiate your business from the “pack”
- Help you appreciate the bid submission as a start of a continuing dialogue about your Company, the alliance and your potential partners and the need to reply with a focus on “we” and not on “self and us”

Based on our considerable and extensive experiences and insights we can give you honest feedback on all aspects of alliancing and partnering and especially on the business, competencies and culture characteristics required by Clients and Partners.

Importantly we can help build on your current capabilities, reputation and record so that you can best prepare for the processes and presentation you will have to engage with in any modern day alliance, partnering, or supply chain procurement and selection programme.

JCP Select have a range of pragmatic questionnaires, toolkits, processes and activities to support your bid submission and to assist you with any internal changes and developments required.

For more information and to arrange a no charge presentation and discussion on what we can do to improve your business do contact Malcolm Newman on 07801299107 or Simon Vaughan on 07774430096. Alternatively look at the range of our work on www.alliancing.co.uk

The Blades Enterprise Centre- Bramall Lane- Sheffield · S2 4SW
Tel: +44 (0)114 2817300 · Fax: +44 (0)114 2922184 JCP Consultancy Limited
Sheffield, Brighton, Gloucestershire, Hong Kong
Registered in England No. 04569443 · VAT No. 679 0558 89