



JCP CONSULTANCY NEWS

NOVEMBER 2007

JCP
CONSULTANCY

INSIDE THIS ISSUE:

TEAM BUILDING THE JCP WAY 2

SKILLING & COACHING 2

CULTURE CHANGE IN SOUTH AFRICA 2

INTERNATIONAL UPDATE 3

PARTNER SELECTION & WINNING WORK 3

BUILDING BUSINESS TRUST 3

ABOUT JCP 4

JCP CLIENT WINS TWO EXCELLENCE AWARDS

Rhondda Cynon Taf / Glamorgan Engineering Consultancy / Costain have this month been awarded both the IHT Award for Effective Partnerships and the Constructing Excellence Wales Judges' Special award for their work on the Porth Relief Road. The Judges summed up the success of the project: "This project and the integrated team that led the scheme have demonstrated collaborative working, overcome some major challenges and initiated changes in products and process that have left a long lasting positive impression within the client and construction organisations. Not only that, the project has improved the quality of life of the local community, stimulated the involvement and growth of small and medium sized enter-

prises and encouraged individual skills development that has resulted in the creation of a sustainable work force. It is a testimony to the relationships developed in the team."

JCP is proud to have worked with the alliance on its partnership strategies throughout the lifecycle of the project.

In addition we have recently helped this highly successful team tender for, and win, more work at nearby Church Village.



Views of the Rheola bridge—part of the award winning Porth Relief Road project

CREDIBLE COMMUNICATIONS: THE KEY TO SUCCESSFULLY MEETING YOUR GOALS

How often does a lack of credible communication get in the way of getting your organisation to where it needs to be? A strong, credible communications network your workforce can rely upon is vital when you have tough changes to make or messages to deliver.

We are currently working with

HPUK Felixstowe (the UK's largest and busiest container port facility) to audit their existing processes for communication and suggest improvements and strategies in preparation for a major culture change programme..

The challenge is to better en-

gage a workforce of over 2,000 people, ranging from the quayside to the boardroom. Work began in may and is progressing well.

TEAM BUILDING THE JCP WAY

The SEESA Electricity Alliance has recently kicked off with an innovative JCP Team building event. The SEESA sub-station alliance involving National Grid, Areva, Skanska and Mott MacDonald is aiming to more effectively deliver National Grid's £135m per annum capital programme in the South East.

The alliance wanted a n event to quickly bring a team together and to high-

light and work on team strengths and weaknesses. JCP Suggested an innovative two day event based upon a sailing exercise run by our sister company JCPii.

JCP has also begun work with the SEESA top team in terms of a behavioural and objective setting session to help set the desired culture for the alliance right from the top with a committed and role-modelling leadership team .



Attendees on a JCPii team building event.

LEADERSHIP DEVELOPMENT AND ALLIANCE SKILLING

The Electricity Alliance West includes National Grid, Babcock, Mott MacDonald and Amec. We are working with both the leadership and wider team helping with alliance development and the acquisition of key skills for cooperative working.

A number of different work strands are taking place— expect a fuller update in our next issue.

CHAIRING FOR QUALITY

In January one of our directors, Diarmid de Burgh-Milne will be chairing the International Quality and Productivity Center's 2nd Annual Alliances and Partnering Forum.

The event will take place at the Café Royale in London on the 22-23 January 2008.

For more information visit www.iqpcevents.com

Our experience in skilling and coaching for better alliance performance is second to none.

CULTURE CHANGE IN SOUTH AFRICA

Gautrain Culture Change Programme. The Gautrain Rapid Rail Link is a state-of-the-art rapid rail network planned in South Africa. The rail connection comprises of two links, namely a link between Tshwane (Pretoria) and Johannesburg and a link between OR Tambo International Airport and Sandton. Apart from the

three anchor stations on these two links, seven other stations will be linked by approximately 80 kilometres of rail along the proposed route. JCP is helping with culture change across the project to help it meet its goals in time for the 2010 World Cup.



Artist's Impression of Gautrain train

JCP WINS MORE INTERNATIONAL WORK

Upcoming JCP Projects in Abu Dhabi. JCP is currently involved in a number of exciting projects in Abu Dhabi. These include:

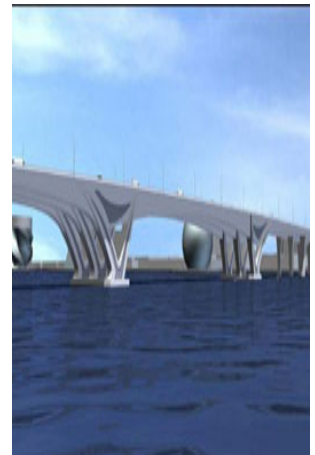
The Al Raha Beach Development is an 8 year project worth \$17.5bn US. Its aim is to build a new city, complete with landmark buildings (designed by Sir Norman Foster amongst others) on the edge of Abu Dhabi. JCP is the Partnering consultants to the Aldar/Laing O'rourke

Joint venture carrying out the work and is has begun work with clients on initial infrastructure projects.

The Abu Dhabi National Exhibition Centre. JCP is the Partnering Consultant to ADNEC. The exhibition centre is currently in the first of eight phases with a total planned cost of \$3bn US.

We are also helping with work on the **Saadiyat Bridge.** When completed the Saadiyat

bridge will be the longest in the Middle East, 1455m long, linking Abu Dhabi with Saadiyat island. The bridge will be ready for the 2009 Formula one Grand Prix



An artist's impression of the Saadiyat Bridge

AMEYSECO WIN NETWORK RAIL TRACK RENEWAL CONTRACT

AmeySECO. We are actively supporting the Western Track Senior management team in the development of integrated alliance, collaborative behaviours.

Network Rail have just announced that AmeySECO has been chosen to be one of their four track renewals partners. The contract for plain line and switches and crossing track renewals is worth in the region of £95m per annum and stretches

from the west country through to the Thames Valley (including Marylebone) and up into the West Midlands (including Birmingham New Street).

This contract builds on the success of the AmeySECO joint venture, which has been in operation for ten years, delivering plain line track renewals in the West Region. As part of the review process AmeySECO were measured across a number

of key areas including safety records, volumes achieved, finishing jobs on time, unit costs and business behaviours.

JCP is proud to be part of AmeySECO's continuing success.

We have a lengthy and proven track record in not only advising people on partner selection but also on winning work

HELPING SELECT THE RIGHT PARTNERS FOR GROUNDBREAKING PROJECTS

JCP is working with **ALSTOM Power** to select partners for a number of prestigious and groundbreaking projects in the UK.

Alstom has recently signed a long-term service agreement with E.ON for a twelve year period and as part of this will be constructing and operating a new, state-of-the-art 1650MW power sta-

tion at Staythorpe in Nottinghamshire.

In conjunction with our sister company JCPii we have designed and carried out a number of selection workshops at which the successful proponents Kier/Shaws/Balfour Kirkpatrick were identified.

The new alliance has already begun work on the

£600 million project whose benefits will include 80 permanent jobs at the station and lasting investment in the local economy. In total, the new power station will bring around £10 million into the local economy every year.



JCP Consultancy Ltd
PO Box 4064
Sheffield
S101 0BL
Phone: +44 (0)114 2817300
Web: www.jcpcooperation.co.uk

To learn more about how we help our clients—either the projects mentioned here or our general approach and work please contact us.

ABOUT JCP

Way back in the early 90's, JCP was designing and running programmes to change the organisational culture towards one of empowerment, results driven and profitable cooperation. JCP blazed the trail of cooperative working through the oil and construction industries and beyond, so that others could follow. We give our clients the full benefit of this unparalleled experience.

Our total focus is on developing collaboration within and between teams and organisations. Nothing we do for our clients is 'off the peg', all our services are specifically tailored to our clients needs in order to enable them to get the absolute most from the work we

do with them.

Working alongside you, JCP will:

- Provide focused facilitation and consultancy in the development of alliances, partnering arrangements, and fully integrated teams and joint ventures. Support leaders and managers in the enrichment of their skills to manage in a collaborative environment.
- Enhance everyone's skills, competencies and processes in applying cooperation in negotiation, procurement, mergers, and team development scenarios.
- Enable a coherent and strategic approach to alliance selection, formation, management and development. Co-create an agile environment where organisational change is effectively implemented. And cross-organisational teams build trust and proactively manage risk together.

JCP are about to launch-launch the website for our new sister-company .

www.BuildingBusinessTrust.com will be there to help businesses build individual and organisational capacity to trust. The site will include_____

