

Collaborative Working CAPABILITY PROVIDERS



Elysium EPL Deploying Collaborative Working to deliver value

Hargraves Institute Innovative Collaborative Working tools

Knowledge Perspectives Discovering and exploiting Collaborative Working opportunities

Metaphic Transforming infrastructure through Collaborative Working

Stratosform Collaborative Working to unlock potential

TransformX Consulting Collaborative Working and empowering change

True / False Consulting Collaborative Working in organisational context

Collaborative Working Capability Providers are Institute for Collaborative Working Australia's formal partner practitioners. These organisations provide thought leadership and expertise.

They are highly engaged in the Collaborative Working Community of Practice and experts in the design and implementation of the business discipline of Collaborative Working frameworks.

What is Collaborative Working?

Collaborative Working refers to **business relationships** formed by committed organisations to **maximise joint performance** to achieve mutual objectives and **create additional value**.

Collaborative Working is a business discipline that puts human beings and their behaviours in the centre of organisations - and works out from that centre to derive greater value through collaboration, and people working together.

The principles of Collaborative Working are reflected in the International Standard *ISO 44001 Collaborative business relationship management systems – Requirements and framework*, which provides detail on how Collaborative Working can be put in place, measured, assessed and assured. ISO 44001 outlines the tools and concepts used to build a collaborative framework.

Collaborative Working as a business discipline is about both 'hard' and 'soft' systems. Collaborative culture, values, behaviours and relationships effectively combined together with collaborative business systems, processes, contracts and measures **places people at the centre of organisational excellence**.



Institute for Collaborative Working Australia

Objectives:

1. Promote the adoption of Collaborative Working as a business discipline - including but not limited to the ISO 44000 family.
2. Build the Australian Collaborative Working Community of Practice. Represent Australia in the global Collaborative Working community.
3. Build awareness of Collaborative Working and capability and capacity in its application within Australia.
4. Contribute to the development of the Collaborative Working body of knowledge both locally and globally.

Supporting development and growth of Collaborative Working practices domestically and globally.

Building a Community of Practice that contributes to the global body of knowledge on Collaborative Working.

Institute for Collaborative Working Australia is a not-for-profit membership based organisation, aligned with Institute for Collaborative Working - ICW UK.

Services & assistance across the collaborative framework continuum

SUCCESS
replication
& new
applications

ACHIEVE
evaluate,
learn lessons
& transition

REALISE
benefits &
CREATE
extra value

IMPLEMENT
improve &
innovate

DEVELOP
collaborative
culture

BUILD
business
systems

SELECT
collaborators

SEE
opportunities

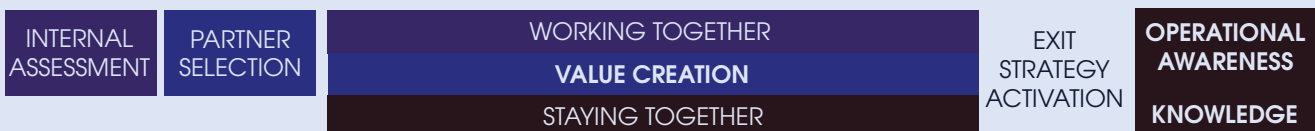
- See how and where Collaborative Working can add value and lead to innovations and improvements
- See the benefits Collaborative Working can bring to your organisation, and where it can better meet goals
- Identify Collaborative Working solutions to problems

- Project or program implementation
- Feedback from delivery experience to system design
- Monitor and measure outcomes
- Refine and improve business practices
- Resolve issues and intervene in failing collaborations

- Assess potential partners
- Establish relationships and open up possibilities
- Select suitable collaborators with shared goals
- Journey from concept to formalising joint intentions
- Negotiate contracts and partnership documents

- Establish value creation processes
- Realise benefits and maximise flow-on effects of successful delivery
- Identify and capture further additional value
- See innovations arise from collaborative practice

ISO 44001 COLLABORATIVE RELATIONSHIP LIFECYCLE



- Develop Joint Relationship Management Plan (JRMP)
- Establish internal Collaborative Business Relationship Management System (CBRMS)
- Align CBRMS and broader business systems
- Establish Executive Sponsorship and business priority
- Allocate resources and reaffirm or redistribute effort
- Maintain and improve the CBRMS
- Establish ongoing Internal Audit program

- Achieve goals and objectives
- Complete projects
- Create additional value for the business
- Leverage to enhance competitiveness
- Manage contract completions and terminations
- Evaluate the collaborative relationship performance
- Create in-house champions and external leaders
- Achieve ISO 44001 Certification with BSI

- Cultivate collaborative culture
- Build thriving teams
- Build staff competencies, knowledge and skills
- Manage the transition to Collaborative Working as a business discipline

- Larger-scale deployments
- Application in complex endeavours
- Niche opportunities and emerging markets
- Industry-wide benefits, and economy-wide flow-on effects for competitiveness and growth

Collaborative Working CAPABILITY PROVIDERS

Collaborative Working Capability Providers are Institute for Collaborative Working Australia's formal partner practitioners.

We provide thought leadership and expertise. We are highly engaged in the Collaborative Working Community of Practice and experts in the design and implementation of the business discipline of Collaborative Working frameworks.

We work together in a spirit of collaboration to promote and support the adoption and effective implementation of Collaborative Working.



We offer services and assistance across the collaborative framework continuum.

Elysium EPL Deploying Collaborative Working to deliver value

Elysium's Collaborative Working Practice comprises a dedicated, highly experienced team. Elysium delivers advice and business management solutions to deploy Collaborative Working to ensure successful outcomes and deliver value. Elysium can help you build effective collaborations between and within organisations, enabling effective business integration to deliver increased value.

Practice Lead Brett Akroyd specialises in design and implementation of effective supplier engagement agreements, building collaborative commercial working relationships to deliver value from complex outcomes, and designing Collaborative Working organisations to deliver strong commercial outcomes.

Elysium's practice includes advice on:

- Implementation of Collaborative Working Business Management Systems within organisations and in multi-party enterprises,
- How to apply Collaborative Working principles as a business discipline to deliver outcomes in complex projects,
- Collaborative Working in bids and pitches, and
- Design of multi-party collaborative enterprises, and as a key element of organisational design.



Alliance and Joint Venture Kick-Offs: Collaborative Working Capability Providers are experts in alliances and joint-ventures, and can assist to establish and deploy multi-party collaborative enterprises. We can help you understand and implement appropriate contracts, systems and governance to deliver your multi-party project or venture - and align each party's internal business relationship management system.

Hargraves Institute **Innovative Collaborative Working tools**

Hargraves Institute was founded in 2006 by 12 leading public and private sector organisations to create a collaborative forum and source of knowledge for innovation. Our 'People-First' innovation and tools approach puts people at the core of innovation rather than ideas. That means creating healthy collaboration habits in and across teams, exploring practical tools and techniques to boost performance, and understanding your role in making innovation happen.

We have studied how to build systems, processes and cultures to create healthy and diverse teams that can make change happen. Our team has worked with organisations from a wide range of industries and sectors, big and small. We have the capability to quickly grasp and frame challenges and create solutions, while understanding what's unique to each client. Our services include:

- Program design & delivery: we research, develop and deliver customised programs in innovation, collaboration, diversity, facilitation and leadership,
- Project delivery & execution: we work with teams to define problems, generate ideas and implement solutions,
- Workshop facilitation: we use unique group conversation methods to explore issues and make decisions, and
- Team & individual guidance: to develop skills to achieve.

Hargraves
I N S T I T U T E

Knowledge Perspectives **Discovering and exploiting Collaborative Working opportunities**

Knowledge Perspectives has worked in the collaborative business space for nearly two decades. Its offerings have emerged over that time with continual input from completed assignments and ongoing research.

Through our own long standing collaborative relationships, we are able to undertake assignments at scale, knowledgeably operate with all levels of government and in most industries, and assist change management processes.

We can:

- Help you identify opportunities that exist for business building or improvement through collaboration with other firms,
- Help build the collaborative competencies to executable strategy status,
- Facilitate the formation and operation of collaborative working relationships including your own, purpose built collaborative relationship framework,
- If needed, guide you through the ISO 44001 accreditation pathway, and
- Provide input to the relationship continual improvement process and participate in operational reviews as required.



SME Services and Support: Collaborative Working Capability Providers have extensive experience supporting Australian SMEs. We can help you to understand and engage in complex supply chains, and to effectively leverage Collaborative Working to enhance value. We can assist SMEs to work collaboratively to integrate effectively through supply chains and networks, and with majors and primes.

Metaphic Transforming infrastructure through Collaborative Working

Metaphic is a visionary, yet practical, consultancy with extensive experience working with governments and industry. With over 30 years' experience implementing collaborative contracts and integrated delivery frameworks, we have achieved global recognition as a trusted partner and problem solver. Our experience spans 17 countries and 12 diverse infrastructure classes from health, ports and power to roads, wastewater and telecommunications. We ensure effective delivery of complex infrastructure projects.

We enable contractors and their partners to win and deliver major contracts through:

- Tailored business development and market positioning strategies to align with market demands and government expectations,
- Bid development and strategy grounded in systematic and disciplined frameworks,
- Collaborative contract mobilisation including aligning objectives, streamlining processes, managing risks, and fostering a collaborative culture, and
- Project/program oversight to navigate complex governance structures, manage multi-disciplinary teams, and maintain focus on delivering value for all stakeholders.

Metaphic assists government clients with integrated modern delivery models through every stage of the project lifecycle to efficiently deliver critical infrastructure.



Stratosform Collaborative Working to unlock potential

Stratosform's purpose is to generate and create value for your business by using our knowledge and experience to deliver collaborative and innovative solutions. We specialise in developing and providing customised solutions for your business context. We translate strategy into tangible outcomes, leveraging best practice methodologies, benchmarking and our global industry experience to maximise responsiveness and improve solutions for the lowest possible engagement costs.

We focus on transforming your business by unlocking the potential within - taking you from strategy to transformation success to get your mission accomplished.

Our services include:

- Strategy Development and Implementation, including organisational alignment between company vision and strategies and the people who deliver tangible outcomes,
- Business Transformation, including aligning your value chains to deliver improved outcomes and create value for your customers, and
- Digital Transformation, including identifying opportunities and implementing technology solutions underpinned by new capabilities.



Collaborative Contracting: Collaborative Working Capability Providers have expertise in the collaborative contracting procurement method to foster a cooperative environment among all parties involved in a major project - clients, contractors, subcontractors, suppliers, and other stakeholders. By aligning the goals of all stakeholders, focusing on mutual benefits, and joint problem-solving, collaborative contracting reduces the likelihood of disputes and litigation.

TransformX Consulting Collaborative Working and empowering change

TransformX Consulting (TXC) is a dynamic consulting firm that specialises in driving transformation and innovation for businesses across industries. We are seasoned experts and industry professionals and offer a wide range of capabilities to help organisations navigate complex challenges and achieve their strategic objectives. From organisational design and change management to risk management and process optimisation, TXC provides tailored solutions that deliver exceptional results and drive sustainable business growth.

TXC understands the trends and methodologies shaping the business landscape. Whether implementing Collaborative Working solutions, optimising business processes, or developing innovative strategies, TXC has the expertise and resources to drive impactful change and business success. Above all, TXC prides itself on its collaborative approach and client-centric focus. Our solutions are:

- customised and tailored to our client's specific needs,
- developed closely with our client, to understand and address their unique challenges and goals, and
- delivered as a strong and enduring partnership, so our client receives support throughout the transformation journey.



True / False Consulting Collaborative Working in organisational context

True / False Consulting was established by John King in 2007 to provide governance and assurance, strategy and business development, collaborative working and B2B relationships, project management and execution and client engagement services. John combines executive management experience and a passion for true collaboration, with technical expertise, change leadership and strategy development.

True / False Consulting provides practical collaboration and change and transition management, focussed on creating sustainable business relationships and ensuring successful project execution and implementation. This includes:

- identifying, developing and implementing new business opportunities,
- business transformation and improving existing business performance,
- helping remediate underperforming business relationships, and
- client engagement and new business capture.

We successfully take businesses across the winning business continuum: from capture planning & bid development, through negotiations, to transitioning new capabilities.



Interventions in Failing Collaborations: Collaborative Working Capability Providers are skilled at interventions in failing or at-risk collaborations. We can identify and assess risks or failings in contracts, business systems and governance, or in team culture, knowledge and skills. We can advise and assist you to develop solutions tailored to the needs and problems specific to the multi-party project or joint venture.



Institute for
Collaborative
Working
Australia

Collaborative Working CAPABILITY PROVIDERS

*Services & assistance across the
collaborative framework continuum*

SEE opportunities

SELECT collaborators

BUILD business systems

DEVELOP collaborative culture

IMPLEMENT, improve & innovate

REALISE benefits & CREATE extra value

ACHIEVE, evaluate, learn lessons, transition

SUCCESS replication and new applications



icwaus.com.au/capabilityproviders

**ENQUIRE
HERE**