

# Partnerships and Alliances



## How We Can Help

- Build your capability to deliver sustainable growth
- Reduce spend to grow margins this financial year – we typically reduce purchasing spend by 15% + per annum
- Rapidly diagnose and mobilise to address issues and opportunities
- Identify, implement and operate strategic alliances and partnerships
- Craft and implement the right outsourcing/insourcing solutions
- Reengineer processes to realise Green/Sustainability opportunities
- Operate IT Support and Purchasing on an interim managed service basis
- Provide Green IT enabling products

## About Pathfinders

- Founded in 2002, Pathfinders has delivered recognised value to clients in industries as diverse as Oil & Gas, Lifesciences, Financial Services, Chemicals, Telecoms, Household Products, Textiles and Public Sector
- In 2009, SVT Australia won a WA Rising Stars Award for achieving sustainable growth with our support
- Networked consulting model, deploying highly experienced advisers and practitioners (including interim senior managers) using a consistent toolkit of methodologies, approaches and processes
- Close working with partner firms to deliver highly tailored solutions

With challenging financial market conditions, the illusion of synergy and a history of destroying shareholder value, the M&A approach to growth is risky and expensive. Although growth through partnerships and alliances appears to be a better option, approx. 70-80% of partnerships and alliances will fail. Organisations that get it right can expect a 6 to 8 fold ROI, those that get it wrong can endanger their business. Observations from 27,000 partnerships have taught us that there are discrete elements contributing to success or failure, broadly around alignment, trust and clarity. These elements, or best practice principles, can be modelled by relating their importance relative to each other.

Our relationship improvement and management tools, including Enterprizer<sup>®</sup> modelling software, are used in several ways :

**Partnership Development** – identification, evaluation and implementation of partnerships and alliances.

**Maximising Benefits from Partnerships** – modelling elements of current relationships to understand areas of misalignment - the potential causes of failure - and to turn failure into success. We engage all parties to explore the issues and resolve.

**Relationship Diagnostic** – allows clients to understand why a relationship with a supplier or partner firm is not working, before deciding whether to address or not. Can be wide ranging or specific, such as focused on the level of trust in a relationship.

**Benchmarking Best Practice** – comparison of internal and external best practice to improve relationships both within your company and/ or with external partners.

**Strategic Sourcing** – comparison of bidding suppliers against a model of the ideal relationship, thereby enabling upfront clarity on the best aligned supplier and heads-up on elements of the relationship that need addressing early on, BEFORE the contract is signed.

**Why Seek External Help ?** Research of 2,500 corporate relationships over a 2 year period showed that companies using proven best practice principles were 7x more successful than those using ad hoc internal practices. This translated into ROI being 4x higher than for those using in-house programmes.

## To Contact Us for an initial discussion :-

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