

*Appendix Seventeen – Aspects
Questionnaire Results*

Key

QS – Quantity Surveyor

Des – Designer

Eng – Engineer

Ed – Educator

PM – Project Manager

Sol - Solicitor

Oth - Other

Cli – Client

Con – Contractor

Ind – Independent

1-3 – 1-3 Years' experience

4-6 – 4-6 Years' experience

7-10 – 7-10 Years' experience

11-15 – 11-15 Years' experience

15+ - 15+ Years' experience

	QS 1-3 Con	QS 1-3 Con	Des 1-3 Cli	Eng 4-6	QS 7-10 Ind	Cli 11-15 Cli	QS 7-10 Cli	QS 7-10 Cli
Aspect	180160	180161	996158	102407	149563	143278	142295	135237
Open dialogue environment	3	3	2	3	3	3	2	3
A common aim for all contributors	3	3	3	3	3	3	3	3
Early warning systems to identify any problems	3	3	3	3	3	3	2	3
A problem solving environment.	1	3	2	3	3	3	3	3
Environment of mutual trust	1	3	2	3	3	3	2	2
All team members contribute	2	3	3	3	3	3	2	3
Team spirit between all personnel	3	3	2	3	3	3	2	3
Understanding the other team member's roles and responsibilities	3	2	2	3	2	2	2	1
Contract supporting collaboration.	3	3	3	3	3	3	3	3
Non-adversarial environment	2	3	3	3	3	3	3	3
Regular meetings between the parties (client and supply chain)	3	3	3	3	2	1	3	3
Effective information sharing	3	3	3	3	3	3	3	2
Risks allocated fairly	2	3	2	3	3	3	3	3
Pain share gain share mechanism fair to both the client and the contractor	2	3	1	3	3	3	2	2
Relationships between the parties are managed	3	2	2	3	3	2	2	2
Respects for the input of the other team members	2	3	2	3	1	2	2	2
Supply chain more closely involved	3	2	2	3	2	2	2	2
Aim for a win / win outcome	3	3	2	3	2	3	3	3
Long term relationships develop	3	3	3	2	1	3	2	2
Participants achieve a reasonable profit margin	1	2	2	3	1	2	3	3
Regular workshops held	3	2	3	3	3	3	2	2
Open book environment	1	1	3	1	3	2	3	3
Subcontractors involved in core team	3	3	3	3	3	2	3	2
Few to zero claims	2	2	3	2	3	3	3	1
Client leads project	1	1	2	1	2	3	3	2
Value engineering utilised	3	3	3	3	2	2	3	1
Team members are allowed to develop skills and extend traditional role input	3	2	2	2	2	3	2	1
Performance is measured using KPI's	3	2	2	1	3	3	3	2
Projects are brought in on time	1	3	3	2	2	2	2	1
Formal quality control assurance mechanism utilised	3	3	2	2	2	2	2	1
Repeat business encouraged	1	2	1	3	2	2	3	2

QS QS Des Eng QS Cli QS QS

	1-3 Con	1-3 Con	1-3 Cli	4-6 Scon	7-10 Ind	11-15 Cli	7-10 Cli	7-10 Cli
Aspect	180160	180161	996158	102407	149563	143278	142295	135237
Early involvement of key members of the supply chain	3	3	2	3	3	2	3	2
Holistic view of party's positions	2	2	1	3	2	2	2	2
Innovation encouraged	2	3	2	3	2	2	3	1
Efficiency in design produced	3	2	2	3	2	2	2	1
Continuity of work for the supply chain.	3	1	1	2	1	2	2	1
Projects brought in on initial budget	1	3	2	1	3	2	2	1
Close supervision of the contractor and subcontractor	3	3	1	2	3	1	2	1
Streamlining of common administrative processes	1	2	1	2	1	2	2	1
The projects delivered in less time than a traditional procurement approach	3	2	3	1	2	3	2	1
Health and safety improved from benchmark	2	1	1	1	1	1	3	1
Low turnover of personnel	1	3	1	1	1	1	2	1
Waste reduced	3	1	1	2	2	2	2	1
Sustainability improved from benchmark	2	1	2	1	1	1	2	1
Team members have a record in collaboration	1	1	3	2	2	3	1	2
Opportunities for further funding	1	1	1	1	1	1	2	1
The rates renegotiable over time	2	2	2	1	3	1	1	1
Projects similar in nature.	1	1	1	1	1	1	2	1
	107	112	101	112	108	109	113	89

	Ed 15+ Ind	Oth 15+ Ind	Oth 4-6 Ind	PM 15+ Con	Eng 1-3 Scon	Oth 11-15 Con	Des 4-6 Con
Aspect	86107	868838	540711	212991	356510	754749	602190
Open dialogue environment	3	3	3	3	3	3	3
A common aim for all contributors	2	1	3	3	3	2	2
Early warning systems to identify any problems	2	3	2	3	3	3	3
A problem solving environment.	3	3	3	3	3	3	3
Environment of mutual trust	3	3	3	3	3	3	3
All team members contribute	3	3	3	3	3	3	3
Team spirit between all personnel	3	3	3	3	2	3	3
Understanding the other team member's roles and responsibilities	3	3	3	3	2	3	3
Contract supporting collaboration.	3	3	3	3	2	2	3
Non-adversarial environment	3	2	3	3	2	3	2
Regular meetings between the parties (client and supply chain)	3	3	3	3	3	3	3
Effective information sharing	3	3	2	3	2	3	3
Risks allocated fairly	3	3	2	3	2	3	3
Pain share gain share mechanism fair to both the client and the contractor	3	3	3	3	2	2	3
Relationships between the parties are managed	2	2	3	2	2	3	2
Respects for the input of the other team members	3	2	3	1	2	3	3
Supply chain more closely involved	2	3	2	2	2	3	2
Aim for a win / win outcome	3	2	3	2	2	2	3
Long term relationships develop	3	3	2	2	3	3	2
Participants achieve a reasonable profit margin	3	3	3	3	2	2	3
Regular workshops held	1	3	2	2	2	3	1
Open book environment	2	1	1	2	3	2	3
Subcontractors involved in core team	2	2	1	1	2	3	2
Few to zero claims	2	2	2	2	2	3	3
Client leads project	2	2	1	3	2	2	2
Value engineering utilised	2	2	2	2	2	2	1
Team members are allowed to develop skills and extend traditional role input	2	2	2	2	3	3	2
Performance is measured using KPI's	2	2	2	2	3	2	1
Projects are brought in on time	2	3	2	2	2	3	2
Formal quality control assurance mechanism utilised	2	2	2	3	3	2	2
Repeat business encouraged	3	3	2	2	2	3	3

	Ed 15+ Ind	Oth 15+ Ind	Oth 4-6 Ind	PM 15+ Con	Eng 1-3 Scon	Oth 11-15 Con	Des 4-6 Con
Aspect	86107	868838	540711	212991	356510	754749	602190
Early involvement of key members of the supply chain	2	2	2	2	1	2	2
Holistic view of party's positions	3	3	2	2	1	2	2
Innovation encouraged	2	1	2	2	1	2	1
Efficiency in design produced	1	1	2	1	1	2	2
Continuity of work for the supply chain.	2	3	3	2	2	2	2
Projects brought in on initial budget	2	2	3	2	2	2	1
Close supervision of the contractor and subcontractor	2	2	1	2	2	2	2
Streamlining of common administrative processes	2	2	2	1	2	2	1
The projects delivered in less time than a traditional procurement approach	2	1	2	1	2	2	1
Health and safety improved from benchmark	1	1	1	1	2	3	1
Low turnover of personnel	1	1	1	1	2	2	1
Waste reduced	1	1	1	1	1	2	1
Sustainability improved from benchmark	2	2	1	1	2	2	1
Team members have a record in collaboration	1	2	1	2	1	2	1
Opportunities for further funding	3	3	3	1	2	2	2
The rates renegotiable over time	2	2	2	2	2	1	2
Projects similar in nature.	1	1	1	1	1	1	1
	108	108	104	102	101	116	101

	PM 7-10 Cli	QS 11-15 Ind	QS 11-15 Con	QS 7-10 Cli	Eng 11-15 Cli	QS 7-10 Cli	Ed 1-3 Con
Aspect	427050	295885	201007	255546	306211	207849	733331
Open dialogue environment	3	3	3	3	3	3	1
A common aim for all contributors	3	3	3	3	3	3	3
Early warning systems to identify any problems	3	2	3	3	2	2	3
A problem solving environment.	3	2	3	3	2	2	3
Environment of mutual trust	3	2	3	2	3	3	2
All team members contribute	3	3	3	3	2	3	3
Team spirit between all personnel	3	2	3	2	3	2	2
Understanding the other team member's roles and responsibilities	3	3	3	3	2	3	3
Contract supporting collaboration.	3	3	3	3	2	3	3
Non-adversarial environment	3	2	3	3	2	3	2
Regular meetings between the parties (client and supply chain)	3	2	3	3	3	2	3
Effective information sharing	3	2	3	3	2	2	2
Risks allocated fairly	3	2	2	3	3	2	2
Pain share gain share mechanism fair to both the client and the contractor	3	3	2	3	3	2	2
Relationships between the parties are managed	3	2	1	3	3	3	3
Respects for the input of the other team members	3	2	3	3	3	2	2
Supply chain more closely involved	3	2	3	3	3	3	3
Aim for a win / win outcome	2	2	2	1	3	3	2
Long term relationships develop	3	1	3	2	3	2	2
Participants achieve a reasonable profit margin	3	3	2	3	3	2	3
Regular workshops held	3	2	3	3	2	1	1
Open book environment	2	2	3	1	1	3	2
Subcontractors involved in core team	3	2	3	2	2	3	2
Few to zero claims	3	2	3	2	3	3	2
Client leads project	2	3	2	2	3	3	1
Value engineering utilised	2	2	2	2	3	1	3
Team members are allowed to develop skills and extend traditional role input	3	2	3	3	1	1	2
Performance is measured using KPI's	3	1	2	3	2	2	3
Projects are brought in on time	3	2	2	3	2	2	2
Formal quality control assurance mechanism utilised	3	2	2	3	1	2	2
Repeat business encouraged	3	2	3	3	3	1	2

	PM 7-10 Cli	QS 11-15 Ind	QS 11-15 Con	QS 7-10 Cli	Eng 11-15 Cli	QS 7-10 Cli	Ed 1-3 Con
Aspect	427050	295885	201007	255546	306211	207849	733331
Early involvement of key members of the supply chain	2	2	2	2	2	2	2
Holistic view of party's positions	3	1	2	2	2	1	1
Innovation encouraged	3	2	2	3	2	1	2
Efficiency in design produced	3	2	2	2	2	3	3
Continuity of work for the supply chain.	3	2	3	3	3	1	2
Projects brought in on initial budget	2	2	2	3	1	2	2
Close supervision of the contractor and subcontractor	1	3	3	3	1	1	2
Streamlining of common administrative processes	3	2	2	2	2	1	2
The projects delivered in less time than a traditional procurement approach	2	3	3	3	3	1	2
Health and safety improved from benchmark	3	2	3	2	2	2	3
Low turnover of personnel	3	1	3	2	2	1	1
Waste reduced	2	2	1	2	2	2	2
Sustainability improved from benchmark	3	2	2	1	2	2	1
Team members have a record in collaboration	1	1	1	2	2	1	2
Opportunities for further funding	3	1	1	2	2	1	2
The rates renegotiable over time	2	2	1	1	1	1	2
Projects similar in nature.	2	2	2	1	1	1	1
	130	100	117	118	108	96	103

	QS 7-10 Con	QS 7-10 Con	QS 11-15 Con	Sol 15+ Ind	QS 1-3 Cli	Oth 11-15 Con	Des 7-10 Cli
Aspect	568933	549235	444933	433663	398309	376091	374796
Open dialogue environment	3	3	3	3	3	3	3
A common aim for all contributors	3	2	3	3	3	3	2
Early warning systems to identify any problems	3	3	3	3	2	2	2
A problem solving environment.	3	3	2	1	2	3	3
Environment of mutual trust	3	3	3	2	2	3	3
All team members contribute	3	3	3	3	2	2	2
Team spirit between all personnel	3	3	2	3	1	3	2
Understanding the other team member's roles and responsibilities	3	3	3	3	2	3	3
Contract supporting collaboration.	3	3	2	2	3	3	3
Non-adversarial environment	3	3	2	1	2	3	2
Regular meetings between the parties (client and supply chain)	3	3	3	2	2	3	3
Effective information sharing	2	3	2	3	2	3	2
Risks allocated fairly	3	2	2	3	3	3	2
Pain share gain share mechanism fair to both the client and the contractor	3	3	3	3	3	3	2
Relationships between the parties are managed	3	3	3	3	1	2	2
Respects for the input of the other team members	3	3	3	2	2	3	3
Supply chain more closely involved	2	3	2	1	3	3	3
Aim for a win / win outcome	3	3	2	2	1	3	2
Long term relationships develop	3	3	2	1	2	2	2
Participants achieve a reasonable profit margin	3	3	2	3	1	3	3
Regular workshops held	3	3	3	2	3	3	2
Open book environment	3	2	1	1	3	2	2
Subcontractors involved in core team	2	3	1	1	2	3	2
Few to zero claims	2	3	2	1	1	1	3
Client leads project	1	2	2	2	3	1	2
Value engineering utilised	3	3	3	1	2	1	2
Team members are allowed to develop skills and extend traditional role input	3	3	2	2	2	2	2
Performance is measured using KPI's	2	3	2	1	1	2	2
Projects are brought in on time	3	3	1	1	1	1	2
Formal quality control assurance mechanism utilised	3	3	2	1	1	2	2
Repeat business encouraged	3	2	2	1	2	1	2

	QS 7-10 Con	QS 7-10 Con	QS 11-15 Con	Sol 15+ Ind	QS 1-3 Cli	Oth 11-15 Con	Des 7-10 Cli
Aspect	568933	549235	444933	433663	398309	376091	374796
Early involvement of key members of the supply chain	2	3	1	2	3	3	1
Holistic view of party's positions	3	2	2	1	1	3	2
Innovation encouraged	3	3	2	1	2	3	2
Efficiency in design produced	3	2	2	1	1	3	2
Continuity of work for the supply chain.	2	3	1	1	3	1	2
Projects brought in on initial budget	3	2	1	1	1	1	2
Close supervision of the contractor and subcontractor	3	3	1	2	3	1	2
Streamlining of common administrative processes	3	2	2	1	1	3	1
The projects delivered in less time than a traditional procurement approach	2	2	2	1	1	1	2
Health and safety improved from benchmark	2	3	1	1	1	1	2
Low turnover of personnel	3	3	2	1	1	2	3
Waste reduced	2	2	1	1	1	2	1
Sustainability improved from benchmark	2	3	1	1	1	2	2
Team members have a record in collaboration	2	2	1	1	2	2	1
Opportunities for further funding	3	2	1	1	1	1	2
The rates renegotiable over time	1	2	1	1	1	2	2
Projects similar in nature.	2	2	1	1	1	1	2
	127	129	94	80	88	107	103

	PM 7-10 Cli	Oth 7-10 Cli	Oth 1-3 Cli	QS 7-10 Cli	QS 1-3 Cli	QS 4-6 Cli	Oth 7-10 Cli
Aspect	363038	989061	988573	988459	988109	987688	982104
Open dialogue environment	3	3	3	3	3	3	3
A common aim for all contributors	3	3	2	3	3	3	3
Early warning systems to identify any problems	3	2	3	3	3	3	3
A problem solving environment.	3	2	3	3	3	2	3
Environment of mutual trust	3	3	3	3	3	2	3
All team members contribute	3	3	3	3	3	3	2
Team spirit between all personnel	3	3	3	3	3	3	3
Understanding the other team member's roles and responsibilities	3	3	3	3	3	3	3
Contract supporting collaboration.	1	3	3	2	3	3	3
Non-adversarial environment	3	3	3	3	3	1	3
Regular meetings between the parties (client and supply chain)	2	2	3	2	3	2	3
Effective information sharing	3	2	3	3	3	2	3
Risks allocated fairly	3	2	2	3	3	2	3
Pain share gain share mechanism fair to both the client and the contractor	3	3	3	3	3	1	3
Relationships between the parties are managed	3	2	3	2	3	3	3
Respects for the input of the other team members	3	2	2	2	3	2	3
Supply chain more closely involved	2	3	3	2	3	2	3
Aim for a win / win outcome	3	2	3	3	3	2	2
Long term relationships develop	3	3	3	2	3	2	2
Participants achieve a reasonable profit margin	3	2	2	2	3	1	1
Regular workshops held	3	2	1	1	3	3	3
Open book environment	1	3	3	3	3	2	2
Subcontractors involved in core team	3	2	3	2	3	2	2
Few to zero claims	3	2	3	3	3	2	3
Client leads project	2	2	2	1	3	2	3
Value engineering utilised	2	2	1	2	2	2	2
Team members are allowed to develop skills and extend traditional role input	3	2	2	2	3	2	1
Performance is measured using KPI's	1	2	2	2	2	2	3
Projects are brought in on time	2	2	2	2	3	3	3
Formal quality control assurance mechanism utilised	2	2	3	2	3	1	2
Repeat business encouraged	3	2	2	2	3	1	1

	PM 7-10 Cli	Oth 7-10 Cli	Oth 1-3 Cli	QS 7-10 Cli	QS 1-3 Cli	QS 4-6 Cli	Oth 7-10 Cli
Aspect	363038	989061	988573	988459	988109	987688	982104
Early involvement of key members of the supply chain	3	2	3	2	3	1	2
Holistic view of party's positions	2	2	3	2	3	2	3
Innovation encouraged	2	2	2	2	2	1	2
Efficiency in design produced	2	2	1	2	3	2	2
Continuity of work for the supply chain.	2	2	3	2	2	2	2
Projects brought in on initial budget	1	2	2	2	3	3	3
Close supervision of the contractor and subcontractor	2	2	3	1	3	2	1
Streamlining of common administrative processes	2	2	2	2	3	1	2
The projects delivered in less time than a traditional procurement approach	1	2	2	2	2	2	2
Health and safety improved from benchmark	2	2	3	2	3	1	1
Low turnover of personnel	2	2	2	3	3	1	2
Waste reduced	1	2	3	2	3	1	1
Sustainability improved from benchmark	1	2	3	2	3	1	1
Team members have a record in collaboration	2	2	2	2	2	2	3
Opportunities for further funding	1	2	2	2	2	1	1
The rates renegotiable over time	1	2	2	2	3	1	1
Projects similar in nature.	1	1	2	1	2	1	1
	109	107	120	108	136	92	110

	Eng 15+ Cli	QS 11-15 Cli	PM 15+ Con	PM 11-15 Cli	QS 4-6 Cli	PM 15+ Cli	Cli 4-6 Cli
Aspect	983356	444497	398805	180101	180102	180103	180104
Open dialogue environment	3	3	3	3	2	3	2
A common aim for all contributors	3	3	3	3	3	1	2
Early warning systems to identify any problems	3	3	3	3	3	3	3
A problem solving environment.	3	3	3	3	3	3	2
Environment of mutual trust	3	3	3	3	2	2	2
All team members contribute	3	3	3	2	1	3	2
Team spirit between all personnel	3	3	2	2	1	3	3
Understanding the other team member's roles and responsibilities	2	3	2	3	2	3	2
Contract supporting collaboration.	3	3	3	2	2	1	3
Non-adversarial environment	3	3	3	3	3	3	1
Regular meetings between the parties (client and supply chain)	3	3	1	3	1	1	3
Effective information sharing	3	2	3	3	2	3	1
Risks allocated fairly	3	3	3	2	2	3	1
Pain share gain share mechanism fair to both the client and the contractor	3	3	3	2	3	1	1
Relationships between the parties are managed	3	3	3	3	2	1	3
Respects for the input of the other team members	3	3	3	3	1	3	3
Supply chain more closely involved	3	2	3	2	1	2	2
Aim for a win / win outcome	3	2	3	2	3	1	1
Long term relationships develop	3	2	3	2	2	1	2
Participants achieve a reasonable profit margin	3	2	2	2	2	1	2
Regular workshops held	3	2	3	2	1	1	2
Open book environment	3	3	3	2	3	3	2
Subcontractors involved in core team	3	2	2	3	1	1	2
Few to zero claims	3	2	1	2	2	2	1
Client leads project	3	3	3	3	3	2	3
Value engineering utilised	3	1	3	1	3	3	1
Team members are allowed to develop skills and extend traditional role input	3	2	3	2	2	2	1
Performance is measured using KPI's	3	1	2	3	3	2	1
Projects are brought in on time	2	1	1	3	2	3	1
Formal quality control assurance mechanism utilised	2	1	3	1	2	2	1
Repeat business encouraged	3	2	2	1	2	1	2

	Eng 15+ Cli	QS 11-15 Cli	PM 15+ Con	PM 11-15 Cli	QS 4-6 Cli	PM 15+ Cli	Cli 4-6 Cli
Aspect	983356	444497	398805	180101	180102	180103	180104
Early involvement of key members of the supply chain	3	2	1	3	1	1	2
Holistic view of party's positions	2	3	2	2	3	2	1
Innovation encouraged	3	3	3	2	2	2	1
Efficiency in design produced	3	2	2	2	2	1	2
Continuity of work for the supply chain.	3	2	2	2	1	1	1
Projects brought in on initial budget	2	2	1	3	2	1	1
Close supervision of the contractor and subcontractor	3	2	2	2	1	1	1
Streamlining of common administrative processes	1	2	2	3	3	2	1
The projects delivered in less time than a traditional procurement approach	2	1	1	1	3	2	1
Health and safety improved from benchmark	3	1	1	1	2	1	2
Low turnover of personnel	3	2	2	2	1	1	2
Waste reduced	3	2	3	2	2	1	2
Sustainability improved from benchmark	2	1	2	1	2	1	2
Team members have a record in collaboration	2	1	1	2	2	1	2
Opportunities for further funding	2	2	3	1	1	1	1
The rates renegotiable over time	3	1	2	3	1	1	1
Projects similar in nature.	1	1	1	1	1	1	2
	131	105	112	107	95	85	83

	QS 11-15 Con	PM 7-10 Con	QS 4-6 Con	Oth 1-3 Ind	PM 11-15 Cli	PM 7-10 Cli	Oth 15+ Ind
Aspect	180151	180152	180153	180131	180105	180106	180132
Open dialogue environment	3	3	3	3	3	3	2
A common aim for all contributors	3	2	3	3	3	3	3
Early warning systems to identify any problems	3	3	3	3	3	2	1
A problem solving environment.	3	3	3	3	3	3	2
Environment of mutual trust	3	3	3	3	3	3	3
All team members contribute	3	3	2	2	3	3	2
Team spirit between all personnel	3	3	2	3	3	3	3
Understanding the other team member's roles and responsibilities	3	2	2	3	3	3	3
Contract supporting collaboration.	3	3	2	2	3	3	2
Non-adversarial environment	2	2	3	3	3	3	3
Regular meetings between the parties (client and supply chain)	3	3	3	2	3	3	3
Effective information sharing	3	2	2	3	3	3	2
Risks allocated fairly	3	2	3	3	3	3	3
Pain share gain share mechanism fair to both the client and the contractor	3	2	2	2	3	3	2
Relationships between the parties are managed	3	3	3	3	3	3	3
Respects for the input of the other team members	3	2	3	3	3	3	1
Supply chain more closely involved	3	3	3	3	3	1	3
Aim for a win / win outcome	2	2	3	2	3	2	3
Long term relationships develop	3	2	3	2	3	2	2
Participants achieve a reasonable profit margin	2	2	2	2	3	2	3
Regular workshops held	2	2	2	1	3	3	2
Open book environment	3	1	1	3	3	3	2
Subcontractors involved in core team	3	2	2	2	2	3	2
Few to zero claims	2	2	2	2	2	2	2
Client leads project	1	2	2	3	1	3	3
Value engineering utilised	3	3	2	3	2	3	2
Team members are allowed to develop skills and extend traditional role input	2	2	2	2	3	2	1
Performance is measured using KPI's	2	2	1	2	3	2	2
Projects are brought in on time	2	2	3	2	1	3	2
Formal quality control assurance mechanism utilised	2	2	2	2	2	2	2
Repeat business encouraged	2	2	3	2	1	2	2

	QS 11-15 Con	PM 7-10 Con	QS 4-6 Con	Oth 1-3 Ind	PM 11-15 Cli	PM 7-10 Cli	Oth 15+ Ind
Aspect	180151	180152	180153	180131	180105	180106	180132
Early involvement of key members of the supply chain	2	2	2	1	2	2	2
Holistic view of party's positions	1	2	2	2	3	3	1
Innovation encouraged	2	2	2	2	3	2	1
Efficiency in design produced	2	3	2	1	1	3	2
Continuity of work for the supply chain.	2	3	2	1	1	2	2
Projects brought in on initial budget	2	2	2	2	3	3	2
Close supervision of the contractor and subcontractor	3	1	1	3	1	2	1
Streamlining of common administrative processes	2	2	2	2	3	2	1
The projects delivered in less time than a traditional procurement approach	2	3	2	2	2	1	1
Health and safety improved from benchmark	2	2	3	1	1	2	3
Low turnover of personnel	1	2	2	1	3	2	1
Waste reduced	2	2	2	1	1	3	2
Sustainability improved from benchmark	2	2	3	1	1	2	2
Team members have a record in collaboration	2	2	1	1	3	2	1
Opportunities for further funding	2	2	1	1	1	2	2
The rates renegotiable over time	3	1	2	1	1	2	1
Projects similar in nature.	1	1	1	1	1	2	1
	114	106	107	101	114	119	97

	PM 15+ Con	Cli 15+ Cli		
Aspect	180154	180107	Total	
Open dialogue environment	3	3	149	E
A common aim for all contributors	3	3	144	E
Early warning systems to identify any problems	3	3	143	E
A problem solving environment.	3	3	142	E
Environment of mutual trust	3	3	142	E
All team members contribute	3	2	141	E
Team spirit between all personnel	3	3	140	E
Understanding the other team member's roles and responsibilities	3	2	139	E
Contract supporting collaboration.	2	1	138	E
Non-adversarial environment	3	2	137	E
Regular meetings between the parties (client and supply chain)	3	2	137	E
Effective information sharing	3	3	136	E
Risks allocated fairly	3	2	136	E
Pain share gain share mechanism fair to both the client and the contractor	3	3	134	E
Relationships between the parties are managed	3	3	134	E
Respects for the input of the other team members	3	3	131	E
Supply chain more closely involved	3	3	129	E
Aim for a win / win outcome	3	3	126	E
Long term relationships develop	3	2	123	D
Participants achieve a reasonable profit margin	3	2	122	D
Regular workshops held	2	2	118	D
Open book environment	3	3	117	D
Subcontractors involved in core team	2	2	117	D
Few to zero claims	2	2	116	D
Client leads project	3	3	114	D
Value engineering utilised	3	2	114	D
Team members are allowed to develop skills and extend traditional role input	3	1	112	D
Performance is measured using KPI's	3	3	111	D
Projects are brought in on time	3	3	111	D
Formal quality control assurance mechanism utilised	3	3	109	D
Repeat business encouraged	3	1	109	D

PM
15+
Con

Cl
15+
Cl

Aspect	180154	180107	Total	
Early involvement of key members of the supply chain	2	1	108	D
Holistic view of party's positions	3	1	107	D
Innovation encouraged	2	2	107	D
Efficiency in design produced	2	2	104	D
Continuity of work for the supply chain.	2	2	103	D
Projects brought in on initial budget	2	3	103	D
Close supervision of the contractor and subcontractor	2	2	100	D
Streamlining of common administrative processes	2	2	97	D
The projects delivered in less time than a traditional procurement approach	2	1	96	D
Health and safety improved from benchmark	2	3	93	D
Low turnover of personnel	2	1	91	D
Waste reduced	2	2	90	D
Sustainability improved from benchmark	2	2	88	D
Team members have a record in collaboration	2	2	88	D
Opportunities for further funding	2	1	84	N
The rates renegotiable over time	2	1	84	N
Projects similar in nature.	1	1	63	N
	123	105	5577	