

*Appendix Twenty – List of Correlations  
between Aspects*

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| <b>Aspect 1</b>  | <b>r</b>   | <b>Sig.</b> | <b>Aspect 2</b>  |
|--|------------|-------------|--|
| All team members contribute                                      | -<br>0.324 | M-          | Client leads project   |
| Open dialogue environment  | -<br>0.276 | W-          | Health and safety improved from benchmark                                    |
| Regular meetings between the parties (client and supply chain)   | -<br>0.267 | W-          | Client leads project   |
| Relationships between the parties is managed                     | -<br>0.259 | W-          | Open book environment  |
| A common aim for all contributors                                | -<br>0.257 | W-          | Opportunities for further funding  |
| Risks allocated fairly   | -<br>0.249 | W-          | Projects similar in nature   |
| Understanding the other team member's roles and responsibilities | -<br>0.244 | W-          | Client leads project   |
| Regular meetings between the parties (client and supply chain)   | -<br>0.240 | W-          | Open book environment  |
| Environment of mutual trust                                      | -<br>0.239 | W-          | The projects delivered in less time than a traditional procurement approach  |
| Team spirit between all personnel                                | -<br>0.239 | W-          | Client leads project   |
| Open book environment  | -<br>0.232 | W-          | Continuity of work for the supply chain                                      |
| Client leads project   | -<br>0.229 | W-          | Team members are allowed to develop skills and extend traditional role input |
| Risks allocated fairly   | -<br>0.217 | W-          | The projects delivered in less time than a traditional procurement approach  |
| Regular workshops held   | -<br>0.211 | W-          | Open book environment  |
| Early warning systems to identify any problems                   | -<br>0.209 | W-          | Participants achieve a reasonable profit margin                              |
| Projects are brought in on time                                  | 0.200      | W+          | The projects delivered in less time than a traditional procurement approach  |
| Repeat business encouraged                                       | 0.200      | W+          | innovation encouraged  |
| Effective information sharing                                    | 0.201      | W+          | Aim for a win / win outcome  |
| Projects are brought in on time                                  | 0.201      | W+          | Continuity of work for the supply chain                                      |
| Risks allocated fairly   | 0.201      | W+          | Aim for a win / win outcome  |
| Risks allocated fairly   | 0.201      | W+          | Early involvement of key members of the supply chain                         |
| Long term relationships develop                                  | 0.202      | W+          | Performance is measured using KPI's  |
| Open dialogue environment  | 0.202      | W+          | Continuity of work for the supply chain                                      |
| Regular meetings between the parties (client and supply chain)   | 0.202      | W+          | Sustainability improved from benchmark                                       |
| A problem solving environment                                    | 0.203      | W+          | The rates are renegotiable over time   |
| Environment of mutual trust                                      | 0.203      | W+          | Relationships between the parties is managed                                 |
| Holistic view of party's positions                               | 0.203      | W+          | Projects brought in on initial budget  |
| Participants achieve a reasonable profit margin                  | 0.203      | W+          | Streamlining of common administrative processes                              |
| Performance is measured using KPI's                              | 0.203      | W+          | The rates are renegotiable over time   |
| Projects are brought in on time                                  | 0.203      | W+          | Repeat business encouraged   |
| Long term relationships develop                                  | 0.204      | W+          | The rates are renegotiable over time   |
| A common aim for all contributors                                | 0.207      | W+          | Projects brought in on initial budget  |

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|--|-------|----|--|
| Participants achieve a reasonable profit margin                            | 0.207 | W+ | Low turnover of personnel  |
| Early involvement of key members of the supply chain                       | 0.208 | W+ | team members have a record in collaboration                                  |
| Participants achieve a reasonable profit margin                            | 0.208 | W+ | Health and safety improved from benchmark                                    |
| A problem solving environment  | 0.209 | W+ | Participants achieve a reasonable profit margin                              |
| Early warning systems to identify any problems                             | 0.209 | W+ | Formal quality control assurance mechanism utilised                          |
| Formal quality control assurance mechanism utilised                        | 0.209 | W+ | Holistic view of party's positions   |
| Contract supporting collaboration  | 0.210 | W+ | innovation encouraged  |
| Open dialogue environment  | 0.210 | W+ | Low turnover of personnel  |
| Continuity of work for the supply chain                                    | 0.211 | W+ | Low turnover of personnel  |
| Environment of mutual trust  | 0.211 | W+ | Formal quality control assurance mechanism utilised                          |
| Pain share gain share mechanism fair to both the client and the contractor | 0.211 | W+ | The rates are renegotiable over time   |
| Performance is measured using KPI's  | 0.211 | W+ | Waste reduced  |
| Projects brought in on initial budget                                      | 0.211 | W+ | Close supervision of the contractor and subcontractor                        |
| Aim for a win / win outcome  | 0.212 | W+ | Subcontractors involved in core team   |
| Formal quality control assurance mechanism utilised                        | 0.212 | W+ | The projects delivered in less time than a traditional procurement approach  |
| Pain share gain share mechanism fair to both the client and the contractor | 0.212 | W+ | Team members are allowed to develop skills and extend traditional role input |
| All team members contribute  | 0.213 | W+ | Formal quality control assurance mechanism utilised                          |
| Risks allocated fairly   | 0.213 | W+ | Participants achieve a reasonable profit margin                              |
| Team spirit between all personnel  | 0.213 | W+ | Aim for a win / win outcome  |
| Low turnover of personnel  | 0.214 | W+ | Waste reduced  |
| Relationships between the parties is managed                               | 0.216 | W+ | Health and safety improved from benchmark                                    |
| Understanding the other team member's roles and responsibilities           | 0.216 | W+ | Team members are allowed to develop skills and extend traditional role input |
| Efficiency in design produced  | 0.217 | W+ | Projects similar in nature   |
| Open dialogue environment  | 0.217 | W+ | Close supervision of the contractor and subcontractor                        |
| Continuity of work for the supply chain                                    | 0.218 | W+ | Projects similar in nature   |
| Effective information sharing  | 0.218 | W+ | Regular workshops held   |
| Environment of mutual trust  | 0.218 | W+ | Projects are brought in on time  |
| A common aim for all contributors  | 0.219 | W+ | Regular workshops held   |
| Environment of mutual trust  | 0.219 | W+ | The rates are renegotiable over time   |
| Relationships between the parties is managed                               | 0.219 | W+ | Aim for a win / win outcome  |
| Contract supporting collaboration  | 0.221 | W+ | Continuity of work for the supply chain                                      |
| Formal quality control assurance mechanism utilised                        | 0.221 | W+ | Projects similar in nature   |

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| Long term relationships develop   | 0.221 | W+ | The projects delivered in less time than a traditional procurement approach  |
| Non adversarial environment   | 0.221 | W+ | Repeat business encouraged   |
| Subcontractors involved in core team  | 0.221 | W+ | Projects are brought in on time  |
| Supply chain more closely involved  | 0.221 | W+ | Low turnover of personnel  |
| A common aim for all contributors   | 0.222 | W+ | innovation encouraged  |
| Participants achieve a reasonable profit margin                             | 0.222 | W+ | Projects similar in nature   |
| Regular meetings between the parties (client and supply chain)              | 0.222 | W+ | The rates are renegotiable over time   |
| The projects delivered in less time than a traditional procurement approach | 0.222 | W+ | Health and safety improved from benchmark                                    |
| Close supervision of the contractor and subcontractor                       | 0.223 | W+ | Waste reduced  |
| Opportunities for further funding   | 0.223 | W+ | Projects similar in nature   |
| Relationships between the parties is managed                                | 0.223 | W+ | Respects for the input of the other team members                             |
| Formal quality control assurance mechanism utilised                         | 0.225 | W+ | Continuity of work for the supply chain                                      |
| Environment of mutual trust   | 0.226 | W+ | Participants achieve a reasonable profit margin                              |
| Understanding the other team member's roles and responsibilities            | 0.226 | W+ | Streamlining of common administrative processes                              |
| Understanding the other team member's roles and responsibilities            | 0.228 | W+ | Respects for the input of the other team members                             |
| Regular meetings between the parties (client and supply chain)              | 0.229 | W+ | Projects similar in nature   |
| Respects for the input of the other team members                            | 0.229 | W+ | Repeat business encouraged   |
| Supply chain more closely involved  | 0.229 | W+ | innovation encouraged  |
| Supply chain more closely involved  | 0.230 | W+ | Waste reduced  |
| Few to zero claims  | 0.231 | W+ | Efficiency in design produced  |
| Performance is measured using KPI's   | 0.231 | W+ | Health and safety improved from benchmark                                    |
| Few to zero claims  | 0.232 | W+ | Formal quality control assurance mechanism utilised                          |
| Respects for the input of the other team members                            | 0.232 | W+ | Team members are allowed to develop skills and extend traditional role input |
| Aim for a win / win outcome   | 0.234 | W+ | Efficiency in design produced  |
| Long term relationships develop   | 0.234 | W+ | Value engineering utilised   |
| Regular meetings between the parties (client and supply chain)              | 0.234 | W+ | Health and safety improved from benchmark                                    |
| Aim for a win / win outcome   | 0.235 | W+ | Few to zero claims   |
| Continuity of work for the supply chain                                     | 0.235 | W+ | The projects delivered in less time than a traditional procurement approach  |
| Subcontractors involved in core team  | 0.235 | W+ | Team members are allowed to develop skills and extend traditional role input |
| Regular workshops held  | 0.236 | W+ | Continuity of work for the supply chain                                      |
| Streamlining of common administrative processes                             | 0.236 | W+ | Sustainability improved from benchmark                                       |

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| Team members are allowed to develop skills and extend traditional role input | 0.236 | W+ | The rates are renegotiable over time   |
| A common aim for all contributors  | 0.237 | W+ | Pain share gain share mechanism fair to both the client and the contractor   |
| All team members contribute  | 0.237 | W+ | Understanding the other team member's roles and responsibilities             |
| Contract supporting collaboration  | 0.237 | W+ | Close supervision of the contractor and subcontractor                        |
| A problem solving environment  | 0.238 | W+ | Pain share gain share mechanism fair to both the client and the contractor   |
| Environment of mutual trust  | 0.238 | W+ | All team members contribute  |
| Open dialogue environment  | 0.238 | W+ | Team members are allowed to develop skills and extend traditional role input |
| Projects brought in on initial budget  | 0.238 | W+ | The rates are renegotiable over time   |
| Team spirit between all personnel  | 0.239 | W+ | Regular meetings between the parties (client and supply chain)               |
| All team members contribute  | 0.240 | W+ | Effective information sharing  |
| Health and safety improved from benchmark                                    | 0.240 | W+ | Opportunities for further funding  |
| Long term relationships develop  | 0.240 | W+ | innovation encouraged  |
| Streamlining of common administrative processes                              | 0.240 | W+ | Opportunities for further funding  |
| A problem solving environment  | 0.242 | W+ | Team members are allowed to develop skills and extend traditional role input |
| Team spirit between all personnel  | 0.242 | W+ | Respects for the input of the other team members                             |
| Waste reduced  | 0.242 | W+ | Opportunities for further funding  |
| A problem solving environment  | 0.243 | W+ | Few to zero claims   |
| innovation encouraged  | 0.243 | W+ | Close supervision of the contractor and subcontractor                        |
| Contract supporting collaboration  | 0.244 | W+ | Opportunities for further funding  |
| Environment of mutual trust  | 0.245 | W+ | Supply chain more closely involved   |
| Pain share gain share mechanism fair to both the client and the contractor   | 0.245 | W+ | Continuity of work for the supply chain                                      |
| A common aim for all contributors  | 0.246 | W+ | Aim for a win / win outcome  |
| Pain share gain share mechanism fair to both the client and the contractor   | 0.246 | W+ | Close supervision of the contractor and subcontractor                        |
| Projects brought in on initial budget  | 0.248 | W+ | Low turnover of personnel  |
| A common aim for all contributors  | 0.249 | W+ | Relationships between the parties is managed                                 |
| Performance is measured using KPI's  | 0.250 | W+ | innovation encouraged  |
| Understanding the other team member's roles and responsibilities             | 0.250 | W+ | Effective information sharing  |
| A problem solving environment  | 0.251 | W+ | Open book environment  |
| Aim for a win / win outcome  | 0.251 | W+ | Early involvement of key members of the supply chain                         |
| Value engineering utilised   | 0.251 | W+ | Efficiency in design produced  |
| Respects for the input of the other team members                             | 0.252 | W+ | Supply chain more closely involved   |

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| Team spirit between all personnel  | 0.252 | W+ | Relationships between the parties is managed                                 |
| Contract supporting collaboration  | 0.253 | W+ | Efficiency in design produced  |
| All team members contribute  | 0.254 | W+ | Contract supporting collaboration  |
| Non adversarial environment  | 0.254 | W+ | Team members are allowed to develop skills and extend traditional role input |
| Contract supporting collaboration  | 0.255 | W+ | The rates are renegotiable over time   |
| Few to zero claims   | 0.255 | W+ | Projects similar in nature   |
| Repeat business encouraged   | 0.255 | W+ | Close supervision of the contractor and subcontractor                        |
| Value engineering utilised   | 0.255 | W+ | Projects are brought in on time  |
| Non adversarial environment  | 0.256 | W+ | Projects are brought in on time  |
| Regular meetings between the parties (client and supply chain)               | 0.256 | W+ | Relationships between the parties is managed                                 |
| Non adversarial environment  | 0.257 | W+ | Pain share gain share mechanism fair to both the client and the contractor   |
| Open dialogue environment  | 0.258 | W+ | Regular workshops held   |
| Regular meetings between the parties (client and supply chain)               | 0.258 | W+ | Opportunities for further funding  |
| Relationships between the parties is managed                                 | 0.258 | W+ | Projects brought in on initial budget  |
| Low turnover of personnel  | 0.260 | W+ | Opportunities for further funding  |
| Non adversarial environment  | 0.260 | W+ | Long term relationships develop  |
| Projects are brought in on time  | 0.260 | W+ | Streamlining of common administrative processes                              |
| Repeat business encouraged   | 0.260 | W+ | Projects similar in nature   |
| Contract supporting collaboration  | 0.261 | W+ | Regular workshops held   |
| Early involvement of key members of the supply chain                         | 0.261 | W+ | Continuity of work for the supply chain                                      |
| Projects brought in on initial budget  | 0.261 | W+ | team members have a record in collaboration                                  |
| Team spirit between all personnel  | 0.262 | W+ | Risks allocated fairly   |
| Projects are brought in on time  | 0.263 | W+ | Sustainability improved from benchmark                                       |
| Regular meetings between the parties (client and supply chain)               | 0.263 | W+ | Supply chain more closely involved   |
| A problem solving environment  | 0.264 | W+ | Performance is measured using KPI's  |
| Long term relationships develop  | 0.265 | W+ | Holistic view of party's positions   |
| Non adversarial environment  | 0.265 | W+ | Projects brought in on initial budget  |
| Team members are allowed to develop skills and extend traditional role input | 0.265 | W+ | Performance is measured using KPI's  |
| Team spirit between all personnel  | 0.265 | W+ | Understanding the other team member's roles and responsibilities             |
| Early warning systems to identify any problems                               | 0.266 | W+ | All team members contribute  |
| Early warning systems to identify any problems                               | 0.267 | W+ | team members have a record in collaboration                                  |
| Non adversarial environment  | 0.267 | W+ | Performance is measured using KPI's  |
| Few to zero claims   | 0.269 | W+ | Sustainability improved from benchmark                                       |
| Formal quality control assurance mechanism utilised                          | 0.269 | W+ | Projects brought in on initial budget  |

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| Pain share gain share mechanism fair to both the client and the contractor   | 0.269 | W+ | Early involvement of key members of the supply chain                         |
| Non adversarial environment  | 0.270 | W+ | Low turnover of personnel  |
| Team members are allowed to develop skills and extend traditional role input | 0.270 | W+ | Opportunities for further funding  |
| Early warning systems to identify any problems                               | 0.271 | W+ | A problem solving environment  |
| Environment of mutual trust  | 0.271 | W+ | Projects brought in on initial budget  |
| Few to zero claims   | 0.271 | W+ | Continuity of work for the supply chain                                      |
| Few to zero claims   | 0.271 | W+ | Projects brought in on initial budget  |
| Opportunities for further funding  | 0.271 | W+ | The rates are renegotiable over time   |
| Performance is measured using KPI's  | 0.271 | W+ | Streamlining of common administrative processes                              |
| Long term relationships develop  | 0.272 | W+ | Few to zero claims   |
| Environment of mutual trust  | 0.273 | W+ | Risks allocated fairly   |
| Non adversarial environment  | 0.273 | W+ | Open book environment  |
| Understanding the other team member's roles and responsibilities             | 0.273 | W+ | Holistic view of party's positions   |
| Efficiency in design produced  | 0.274 | W+ | Low turnover of personnel  |
| Early involvement of key members of the supply chain                         | 0.275 | W+ | Efficiency in design produced  |
| Aim for a win / win outcome  | 0.276 | W+ | Sustainability improved from benchmark                                       |
| Aim for a win / win outcome  | 0.276 | W+ | Waste reduced  |
| Non adversarial environment  | 0.276 | W+ | Early involvement of key members of the supply chain                         |
| Open book environment  | 0.276 | W+ | Client leads project   |
| Formal quality control assurance mechanism utilised                          | 0.277 | W+ | The rates are renegotiable over time   |
| Long term relationships develop  | 0.277 | W+ | Streamlining of common administrative processes                              |
| Repeat business encouraged   | 0.277 | W+ | Sustainability improved from benchmark                                       |
| Value engineering utilised   | 0.278 | W+ | Team members are allowed to develop skills and extend traditional role input |
| Efficiency in design produced  | 0.279 | W+ | Sustainability improved from benchmark                                       |
| Contract supporting collaboration  | 0.280 | W+ | Subcontractors involved in core team   |
| Formal quality control assurance mechanism utilised                          | 0.280 | W+ | Streamlining of common administrative processes                              |
| Regular workshops held   | 0.280 | W+ | Early involvement of key members of the supply chain                         |
| Regular workshops held   | 0.281 | W+ | Efficiency in design produced  |
| Performance is measured using KPI's  | 0.282 | W+ | Projects are brought in on time  |
| Respects for the input of the other team members                             | 0.282 | W+ | Holistic view of party's positions   |
| Few to zero claims   | 0.283 | W+ | Performance is measured using KPI's  |
| Supply chain more closely involved   | 0.284 | W+ | Formal quality control assurance mechanism utilised                          |
| Waste reduced  | 0.285 | W+ | Projects similar in nature   |
| Aim for a win / win outcome  | 0.286 | W+ | Formal quality control assurance mechanism utilised                          |

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| Continuity of work for the supply chain                                      | 0.286 | W+ | Waste reduced   |
| Regular meetings between the parties (client and supply chain)               | 0.286 | W+ | Respects for the input of the other team members      |
| Performance is measured using KPI's  | 0.287 | W+ | team members have a record in collaboration           |
| Team members are allowed to develop skills and extend traditional role input | 0.288 | W+ | Holistic view of party's positions                    |
| Few to zero claims   | 0.289 | W+ | Repeat business encouraged                            |
| Long term relationships develop  | 0.289 | W+ | Regular workshops held                                |
| Non adversarial environment  | 0.290 | W+ | Subcontractors involved in core team                  |
| Holistic view of party's positions   | 0.291 | W+ | Opportunities for further funding                     |
| Projects are brought in on time  | 0.291 | W+ | Health and safety improved from benchmark             |
| Close supervision of the contractor and subcontractor                        | 0.292 | W+ | Projects similar in nature                            |
| Pain share gain share mechanism fair to both the client and the contractor   | 0.292 | W+ | Opportunities for further funding                     |
| A common aim for all contributors  | 0.293 | W+ | Efficiency in design produced                         |
| Formal quality control assurance mechanism utilised                          | 0.293 | W+ | Low turnover of personnel                             |
| Regular workshops held   | 0.293 | W+ | Low turnover of personnel                             |
| Repeat business encouraged   | 0.294 | W+ | Low turnover of personnel                             |
| Subcontractors involved in core team   | 0.294 | W+ | innovation encouraged                                 |
| Effective information sharing  | 0.295 | W+ | Projects are brought in on time                       |
| Open dialogue environment  | 0.295 | W+ | All team members contribute                           |
| Regular meetings between the parties (client and supply chain)               | 0.296 | W+ | Continuity of work for the supply chain               |
| Regular meetings between the parties (client and supply chain)               | 0.296 | W+ | Long term relationships develop                       |
| Regular meetings between the parties (client and supply chain)               | 0.296 | W+ | Repeat business encouraged                            |
| Aim for a win / win outcome  | 0.297 | W+ | Holistic view of party's positions                    |
| Effective information sharing  | 0.297 | W+ | The rates are renegotiable over time                  |
| Environment of mutual trust  | 0.297 | W+ | Repeat business encouraged                            |
| Formal quality control assurance mechanism utilised                          | 0.297 | W+ | Waste reduced   |
| Pain share gain share mechanism fair to both the client and the contractor   | 0.297 | W+ | Formal quality control assurance mechanism utilised   |
| All team members contribute  | 0.298 | W+ | Opportunities for further funding                     |
| Respects for the input of the other team members                             | 0.299 | W+ | Long term relationships develop                       |
| Risks allocated fairly   | 0.299 | W+ | innovation encouraged                                 |
| Repeat business encouraged   | 0.301 | M+ | Holistic view of party's positions                    |
| A problem solving environment  | 0.302 | M+ | Opportunities for further funding                     |
| Effective information sharing  | 0.303 | M+ | Close supervision of the contractor and subcontractor |
| Pain share gain share mechanism fair to both the client and the contractor   | 0.304 | M+ | Repeat business encouraged                            |



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| A problem solving environment  | 0.305 | M+ | Respects for the input of the other team members                            |
| Team spirit between all personnel  | 0.306 | M+ | Holistic view of party's positions  |
| Value engineering utilised   | 0.306 | M+ | Performance is measured using KPI's   |
| Contract supporting collaboration  | 0.307 | M+ | Projects similar in nature  |
| Effective information sharing  | 0.307 | M+ | Performance is measured using KPI's   |
| Projects brought in on initial budget  | 0.307 | M+ | Streamlining of common administrative processes                             |
| Open dialogue environment  | 0.308 | M+ | Effective information sharing   |
| Open dialogue environment  | 0.308 | M+ | Risks allocated fairly  |
| Early warning systems to identify any problems                               | 0.309 | M+ | Effective information sharing   |
| Environment of mutual trust  | 0.309 | M+ | Aim for a win / win outcome   |
| Subcontractors involved in core team   | 0.309 | M+ | Projects similar in nature  |
| Formal quality control assurance mechanism utilised                          | 0.310 | M+ | Opportunities for further funding   |
| Open dialogue environment  | 0.311 | M+ | Holistic view of party's positions  |
| A problem solving environment  | 0.313 | M+ | Formal quality control assurance mechanism utilised                         |
| Long term relationships develop  | 0.313 | M+ | Health and safety improved from benchmark                                   |
| Effective information sharing  | 0.314 | M+ | Early involvement of key members of the supply chain                        |
| Team members are allowed to develop skills and extend traditional role input | 0.314 | M+ | Continuity of work for the supply chain                                     |
| A problem solving environment  | 0.316 | M+ | Low turnover of personnel   |
| innovation encouraged  | 0.316 | M+ | Waste reduced   |
| Sustainability improved from benchmark                                       | 0.316 | M+ | The rates are renegotiable over time  |
| Continuity of work for the supply chain                                      | 0.317 | M+ | Close supervision of the contractor and subcontractor                       |
| Early involvement of key members of the supply chain                         | 0.318 | M+ | innovation encouraged   |
| Few to zero claims   | 0.318 | M+ | Low turnover of personnel   |
| Team members are allowed to develop skills and extend traditional role input | 0.319 | M+ | The projects delivered in less time than a traditional procurement approach |
| Early involvement of key members of the supply chain                         | 0.322 | M+ | Waste reduced   |
| Effective information sharing  | 0.322 | M+ | Few to zero claims  |
| Effective information sharing  | 0.322 | M+ | Pain share gain share mechanism fair to both the client and the contractor  |
| A problem solving environment  | 0.323 | M+ | Effective information sharing   |
| A problem solving environment  | 0.323 | M+ | Risks allocated fairly  |
| Regular meetings between the parties (client and supply chain)               | 0.323 | M+ | Subcontractors involved in core team  |
| Subcontractors involved in core team   | 0.324 | M+ | Low turnover of personnel   |
| Contract supporting collaboration  | 0.325 | M+ | Early involvement of key members of the supply chain                        |
| Environment of mutual trust  | 0.325 | M+ | Few to zero claims  |
| Environment of mutual trust  | 0.326 | M+ | Opportunities for further funding   |

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|--|-------|----|--|
| Non adversarial environment  | 0.326 | M+ | Few to zero claims   |
| Effective information sharing  | 0.327 | M+ | Holistic view of party's positions                             |
| Environment of mutual trust  | 0.327 | M+ | Long term relationships develop                                |
| Environment of mutual trust  | 0.327 | M+ | Streamlining of common administrative processes                |
| innovation encouraged  | 0.327 | M+ | Efficiency in design produced                                  |
| Environment of mutual trust  | 0.329 | M+ | Respects for the input of the other team members               |
| Formal quality control assurance mechanism utilised                          | 0.329 | M+ | Close supervision of the contractor and subcontractor          |
| Team spirit between all personnel  | 0.330 | M+ | Effective information sharing                                  |
| Supply chain more closely involved   | 0.332 | M+ | Subcontractors involved in core team                           |
| Environment of mutual trust  | 0.333 | M+ | Holistic view of party's positions                             |
| Continuity of work for the supply chain                                      | 0.335 | M+ | Sustainability improved from benchmark                         |
| Supply chain more closely involved   | 0.335 | M+ | Sustainability improved from benchmark                         |
| Regular meetings between the parties (client and supply chain)               | 0.338 | M+ | Low turnover of personnel                                      |
| Regular workshops held   | 0.338 | M+ | innovation encouraged  |
| Contract supporting collaboration  | 0.340 | M+ | Regular meetings between the parties (client and supply chain) |
| Waste reduced  | 0.342 | M+ | The rates are renegotiable over time                           |
| Early involvement of key members of the supply chain                         | 0.343 | M+ | The rates are renegotiable over time                           |
| Pain share gain share mechanism fair to both the client and the contractor   | 0.343 | M+ | Participants achieve a reasonable profit margin                |
| Regular workshops held   | 0.343 | M+ | Subcontractors involved in core team                           |
| Pain share gain share mechanism fair to both the client and the contractor   | 0.345 | M+ | Streamlining of common administrative processes                |
| Environment of mutual trust  | 0.346 | M+ | Team spirit between all personnel                              |
| Team members are allowed to develop skills and extend traditional role input | 0.347 | M+ | Streamlining of common administrative processes                |
| Value engineering utilised   | 0.348 | M+ | Formal quality control assurance mechanism utilised            |
| Open dialogue environment  | 0.349 | M+ | Team spirit between all personnel                              |
| Formal quality control assurance mechanism utilised                          | 0.350 | M+ | Health and safety improved from benchmark                      |
| Team members are allowed to develop skills and extend traditional role input | 0.351 | M+ | Repeat business encouraged                                     |
| Pain share gain share mechanism fair to both the client and the contractor   | 0.353 | M+ | Aim for a win / win outcome                                    |
| Early involvement of key members of the supply chain                         | 0.355 | M+ | Close supervision of the contractor and subcontractor          |
| Non adversarial environment  | 0.355 | M+ | Formal quality control assurance mechanism utilised            |
| Risks allocated fairly   | 0.355 | M+ | Repeat business encouraged                                     |
| Close supervision of the contractor and subcontractor                        | 0.356 | M+ | The rates are renegotiable over time                           |

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|--|-------|----|--|
| Effective information sharing                                  | 0.356 | M+ | innovation encouraged  |
| Open dialogue environment                                      | 0.356 | M+ | Respects for the input of the other team members                             |
| A problem solving environment                                  | 0.357 | M+ | Projects brought in on initial budget  |
| A problem solving environment                                  | 0.358 | M+ | Projects are brought in on time  |
| Regular meetings between the parties (client and supply chain) | 0.358 | M+ | Early involvement of key members of the supply chain                         |
| Regular workshops held   | 0.358 | M+ | team members have a record in collaboration                                  |
| Holistic view of party's positions                             | 0.359 | M+ | Low turnover of personnel  |
| Projects are brought in on time                                | 0.360 | M+ | Formal quality control assurance mechanism utilised                          |
| Subcontractors involved in core team                           | 0.363 | M+ | The rates are renegotiable over time   |
| Non adversarial environment                                    | 0.364 | M+ | Aim for a win / win outcome  |
| Subcontractors involved in core team                           | 0.366 | M+ | Health and safety improved from benchmark                                    |
| Performance is measured using KPI's                            | 0.372 | M+ | The projects delivered in less time than a traditional procurement approach  |
| Respects for the input of the other team members               | 0.372 | M+ | Streamlining of common administrative processes                              |
| Efficiency in design produced                                  | 0.373 | M+ | Health and safety improved from benchmark                                    |
| Formal quality control assurance mechanism utilised            | 0.373 | M+ | innovation encouraged  |
| Supply chain more closely involved                             | 0.373 | M+ | Health and safety improved from benchmark                                    |
| Long term relationships develop                                | 0.374 | M+ | Continuity of work for the supply chain                                      |
| Subcontractors involved in core team                           | 0.374 | M+ | Sustainability improved from benchmark                                       |
| Long term relationships develop                                | 0.376 | M+ | Opportunities for further funding  |
| Repeat business encouraged                                     | 0.376 | M+ | Health and safety improved from benchmark                                    |
| A problem solving environment                                  | 0.378 | M+ | Repeat business encouraged   |
| Aim for a win / win outcome                                    | 0.378 | M+ | Participants achieve a reasonable profit margin                              |
| Risks allocated fairly   | 0.380 | M+ | Holistic view of party's positions   |
| Subcontractors involved in core team                           | 0.381 | M+ | Close supervision of the contractor and subcontractor                        |
| Early warning systems to identify any problems                 | 0.384 | M+ | Team members are allowed to develop skills and extend traditional role input |
| Few to zero claims   | 0.386 | M+ | The projects delivered in less time than a traditional procurement approach  |
| All team members contribute                                    | 0.389 | M+ | Team members are allowed to develop skills and extend traditional role input |
| All team members contribute                                    | 0.390 | M+ | Team spirit between all personnel  |
| Open dialogue environment                                      | 0.390 | M+ | Pain share gain share mechanism fair to both the client and the contractor   |
| Aim for a win / win outcome                                    | 0.391 | M+ | Long term relationships develop  |
| Non adversarial environment                                    | 0.391 | M+ | Streamlining of common administrative processes                              |
| Sustainability improved from benchmark                         | 0.391 | M+ | Opportunities for further funding  |
| Environment of mutual trust                                    | 0.393 | M+ | Low turnover of personnel  |

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| Health and safety improved from benchmark                                    | 0.393 | M+ | Low turnover of personnel  |
| Regular meetings between the parties (client and supply chain)               | 0.393 | M+ | Participants achieve a reasonable profit margin                              |
| A problem solving environment  | 0.395 | M+ | innovation encouraged  |
| Long term relationships develop  | 0.395 | M+ | Subcontractors involved in core team   |
| Relationships between the parties is managed                                 | 0.395 | M+ | Efficiency in design produced  |
| Environment of mutual trust  | 0.396 | M+ | Non adversarial environment  |
| Effective information sharing  | 0.397 | M+ | Subcontractors involved in core team   |
| Long term relationships develop  | 0.398 | M+ | Repeat business encouraged   |
| Pain share gain share mechanism fair to both the client and the contractor   | 0.398 | M+ | innovation encouraged  |
| Low turnover of personnel  | 0.399 | M+ | Sustainability improved from benchmark                                       |
| Few to zero claims   | 0.400 | S+ | Health and safety improved from benchmark                                    |
| Long term relationships develop  | 0.403 | S+ | Formal quality control assurance mechanism utilised                          |
| Supply chain more closely involved   | 0.403 | S+ | Long term relationships develop  |
| Effective information sharing  | 0.404 | S+ | Formal quality control assurance mechanism utilised                          |
| Respects for the input of the other team members                             | 0.404 | S+ | innovation encouraged  |
| Value engineering utilised   | 0.404 | S+ | innovation encouraged  |
| Pain share gain share mechanism fair to both the client and the contractor   | 0.409 | S+ | Holistic view of party's positions   |
| Effective information sharing  | 0.411 | S+ | Team members are allowed to develop skills and extend traditional role input |
| Formal quality control assurance mechanism utilised                          | 0.411 | S+ | Sustainability improved from benchmark                                       |
| Continuity of work for the supply chain                                      | 0.413 | S+ | Health and safety improved from benchmark                                    |
| Participants achieve a reasonable profit margin                              | 0.413 | S+ | Opportunities for further funding  |
| Team members are allowed to develop skills and extend traditional role input | 0.414 | S+ | Close supervision of the contractor and subcontractor                        |
| Open dialogue environment  | 0.415 | S+ | Environment of mutual trust  |
| Non adversarial environment  | 0.416 | S+ | Effective information sharing  |
| Non adversarial environment  | 0.416 | S+ | Risks allocated fairly   |
| Subcontractors involved in core team   | 0.419 | S+ | Few to zero claims   |
| Performance is measured using KPI's  | 0.420 | S+ | Formal quality control assurance mechanism utilised                          |
| Streamlining of common administrative processes                              | 0.420 | S+ | Low turnover of personnel  |
| Repeat business encouraged   | 0.431 | S+ | Continuity of work for the supply chain                                      |
| Holistic view of party's positions   | 0.432 | S+ | innovation encouraged  |
| Subcontractors involved in core team   | 0.432 | S+ | Waste reduced  |
| Supply chain more closely involved   | 0.435 | S+ | Continuity of work for the supply chain                                      |

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| Risks allocated fairly   | 0.438 | S+ | Pain share gain share mechanism fair to both the client and the contractor   |
| Long term relationships develop  | 0.440 | S+ | Low turnover of personnel  |
| Few to zero claims   | 0.442 | S+ | Projects are brought in on time  |
| Team members are allowed to develop skills and extend traditional role input | 0.443 | S+ | Low turnover of personnel  |
| Environment of mutual trust  | 0.445 | S+ | Pain share gain share mechanism fair to both the client and the contractor   |
| Relationships between the parties is managed                                 | 0.445 | S+ | Waste reduced  |
| Regular workshops held   | 0.448 | S+ | Team members are allowed to develop skills and extend traditional role input |
| Performance is measured using KPI's  | 0.454 | S+ | Projects brought in on initial budget  |
| Value engineering utilised   | 0.454 | S+ | The projects delivered in less time than a traditional procurement approach  |
| Subcontractors involved in core team   | 0.457 | S+ | Efficiency in design produced  |
| Team members are allowed to develop skills and extend traditional role input | 0.459 | S+ | innovation encouraged  |
| A problem solving environment  | 0.469 | S+ | Holistic view of party's positions   |
| Respects for the input of the other team members                             | 0.470 | S+ | Low turnover of personnel  |
| Non adversarial environment  | 0.477 | S+ | Holistic view of party's positions   |
| Long term relationships develop  | 0.479 | S+ | Sustainability improved from benchmark                                       |
| A problem solving environment  | 0.480 | S+ | Streamlining of common administrative processes                              |
| Low turnover of personnel  | 0.482 | S+ | Projects similar in nature   |
| Participants achieve a reasonable profit margin                              | 0.489 | S+ | Repeat business encouraged   |
| Long term relationships develop  | 0.494 | S+ | Team members are allowed to develop skills and extend traditional role input |
| Health and safety improved from benchmark                                    | 0.495 | S+ | Projects similar in nature   |
| Team members are allowed to develop skills and extend traditional role input | 0.496 | S+ | Formal quality control assurance mechanism utilised                          |
| innovation encouraged  | 0.509 | S+ | Streamlining of common administrative processes                              |
| Repeat business encouraged   | 0.509 | S+ | Opportunities for further funding  |
| Effective information sharing  | 0.511 | S+ | Risks allocated fairly   |
| Continuity of work for the supply chain                                      | 0.512 | S+ | Opportunities for further funding  |
| innovation encouraged  | 0.512 | S+ | Low turnover of personnel  |
| Health and safety improved from benchmark                                    | 0.521 | S+ | Waste reduced  |
| Non adversarial environment  | 0.521 | S+ | innovation encouraged  |
| Waste reduced  | 0.540 | S+ | Sustainability improved from benchmark                                       |
| Sustainability improved from benchmark                                       | 0.546 | S+ | Projects similar in nature   |
| A problem solving environment  | 0.548 | S+ | Environment of mutual trust  |
| A problem solving environment  | 0.554 | S+ | Non adversarial environment  |

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| Holistic view of party's positions        | 0.556 | S+  | Streamlining of common administrative processes      |
| Efficiency in design produced             | 0.588 | S+  | Waste reduced  |
| Projects are brought in on time           | 0.593 | S+  | Projects brought in on initial budget                |
| Subcontractors involved in core team      | 0.645 | S+  | Early involvement of key members of the supply chain |
| Health and safety improved from benchmark | 0.709 | VS+ | Sustainability improved from benchmark               |