

*Appendix Twenty One – All Aspects
Divided into Corporate Affinities*

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 7-10 Ind	Ed 15+ Ind	Oth 15+ Ind	Oth 4-6 Ind	QS 11-15 Ind	Sol 15+ Ind	Oth 1-3 Ind
Aspect	149563	86107	868838	540711	295885	433663	180131
Open dialogue environment	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	2	3	3	3	3	3	3
All team members contribute	3	3	3	3	3	3	2
Environment of mutual trust	3	3	3	3	2	2	3
Pain share gain share mechanism fair to both the client and the contractor	3	3	3	3	3	3	2
Risks allocated fairly	3	3	3	2	2	3	3
A common aim for all contributors	3	2	1	3	3	3	3
Contract supporting collaboration.	3	3	3	3	3	2	2
Effective information sharing	3	3	3	2	2	3	3
Participants achieve a reasonable profit margin	1	3	3	3	3	3	2
Relationships between the parties are managed	3	2	2	3	2	3	3
A problem solving environment.	3	3	3	3	2	1	3
Non-adversarial environment	3	3	2	3	2	1	3
Regular meetings between the parties (client and supply chain)	2	3	3	3	2	2	2

Aim for a win / win outcome	2	3	2	3	2	2	2
Early warning systems to identify any problems	3	2	3	2	2	3	3
Client leads project	2	2	2	1	3	2	3
Supply chain more closely involved	2	2	3	2	2	1	3
Close supervision of the contractor and subcontractor	3	2	2	1	3	2	3
Projects brought in on initial budget	3	2	2	3	2	1	2
Repeat business encouraged	2	3	3	2	2	1	2
Respects for the input of the other team members	1	3	2	3	2	2	3
Early involvement of key members of the supply chain	3	2	2	2	2	2	1
Few to zero claims	3	2	2	2	2	1	2
Projects are brought in on time	2	2	3	2	2	1	2
Regular workshops held	3	1	3	2	2	2	1
Value engineering utilised	2	2	2	2	2	1	3
Continuity of work for the supply chain.	1	2	3	3	2	1	1

QS	Ed	Oth	Oth	QS	Sol	Oth
7-10	15+	15+	4-6	11-15	15+	1-3
Ind	Ind	Ind	Ind	Ind	Ind	Ind

Aspect	149563	86107	868838	540711	295885	433663	180131
Formal quality control assurance mechanism utilised	2	2	2	2	2	1	2
Holistic view of party's positions	2	3	3	2	1	1	2
Long term relationships develop	1	3	3	2	1	1	2
Open book environment	3	2	1	1	2	1	3
Opportunities for further funding	1	3	3	3	1	1	1
Performance is measured using KPI's	3	2	2	2	1	1	2
Subcontractors involved in core team	3	2	2	1	2	1	2
Team members are allowed to develop skills and extend traditional role input	2	2	2	2	2	2	2
The projects delivered in less time than a traditional procurement approach	2	2	1	2	3	1	2
The rates renegotiable over time	3	2	2	2	2	1	1
Innovation encouraged	2	2	1	2	2	1	2
Streamlining of common administrative processes	1	2	2	2	2	1	2
Efficiency in design produced	2	1	1	2	2	1	1
Sustainability improved from benchmark	1	2	2	1	2	1	1
Health and safety improved from benchmark	1	1	1	1	2	1	1

Waste reduced	2	1	1	1	2	1	1
Team members have a record in collaboration	2	1	2	1	1	1	1
Projects similar in nature.	1	1	1	1	2	1	1
Low turnover of personnel	1	1	1	1	1	1	1
	149671	86215	868946	540815	295985	433743	180232

**Oth
11-15
Ind**

Aspect	180132	Total	
Open dialogue environment	2	23	E
Team spirit between all personnel	3	23	E
Understanding the other team member's roles and responsibilities	3	23	E
All team members contribute	2	22	E
Environment of mutual trust	3	22	E
Pain share gain share mechanism fair to both the client and the contractor	2	22	E
Risks allocated fairly	3	22	E
A common aim for all contributors	3	21	E
Contract supporting collaboration.	2	21	E
Effective information sharing	2	21	E
Participants achieve a reasonable profit margin	3	21	E
Relationships between the parties are managed	3	21	E
A problem solving environment.	2	20	E
Non-adversarial environment	3	20	E
Regular meetings between the parties (client and supply chain)	3	20	E

Aim for a win / win outcome	3	19	D
Early warning systems to identify any problems	1	19	D
Client leads project	3	18	D
Supply chain more closely involved	3	18	D
Close supervision of the contractor and subcontractor	1	17	D
Projects brought in on initial budget	2	17	D
Repeat business encouraged	2	17	D
Respects for the input of the other team members	1	17	D
Early involvement of key members of the supply chain	2	16	D
Few to zero claims	2	16	D
Projects are brought in on time	2	16	D
Regular workshops held	2	16	D
Value engineering utilised	2	16	D
Continuity of work for the supply chain.	2	15	D

**Oth
11-15
Ind**

Aspect	180132	Total	
Formal quality control assurance mechanism utilised	2	15	D
Holistic view of party's positions	1	15	D
Long term relationships develop	2	15	D
Open book environment	2	15	D
Opportunities for further funding	2	15	D
Performance is measured using KPI's	2	15	D
Subcontractors involved in core team	2	15	D
Team members are allowed to develop skills and extend traditional role input	1	15	D
The projects delivered in less time than a traditional procurement approach	1	14	D
The rates renegotiable over time	1	14	D
Innovation encouraged	1	13	D
Streamlining of common administrative processes	1	13	D
Efficiency in design produced	2	12	N
Sustainability improved from benchmark	2	12	N
Health and safety improved from benchmark	3	11	N

Waste reduced	2	11	N
Team members have a record in collaboration	1	10	N
Projects similar in nature.	1	9	N
Low turnover of personnel	1	8	N
	180229	2735836	

	QS 1-3 Con	QS 4-6 Con	Eng 4-6 Scor	PM 15+ Con	Eng 1-3 Scor	Oth 11-15 Con	Des 4-6 Con
Aspect	180160	180161	102407	212991	356510	754749	602190
Early warning systems to identify any problems	3	3	3	3	3	3	3
Open dialogue environment	3	3	3	3	3	3	3
Regular meetings between the parties (client and supply chain)	3	3	3	3	3	3	3
A problem solving environment.	1	3	3	3	3	3	3
All team members contribute	2	3	3	3	3	3	3
Environment of mutual trust	1	3	3	3	3	3	3
A common aim for all contributors	3	3	3	3	3	2	2
Contract supporting collaboration.	3	3	3	3	2	2	3
Team spirit between all personnel	3	3	3	3	2	3	3
Understanding the other team member's roles and responsibilities	3	2	3	3	2	3	3
Effective information sharing	3	3	3	3	2	3	3
Respects for the input of the other team members	2	3	3	1	2	3	3
Supply chain more closely involved	3	2	3	2	2	3	2
Long term relationships develop	3	3	2	2	3	3	2

Non-adversarial environment	2	3	3	3	2	3	2
Pain share gain share mechanism fair to both the client and the contractor	2	3	3	3	2	2	3
Relationships between the parties are managed	3	2	3	2	2	3	2
Risks allocated fairly	2	3	3	3	2	3	3
Aim for a win / win outcome	3	3	3	2	2	2	3
Value engineering utilised	3	3	3	2	2	2	1
Formal quality control assurance mechanism utilised	3	3	2	3	3	2	2
Team members are allowed to develop skills and extend traditional role input	3	2	2	2	3	3	2
Participants achieve a reasonable profit margin	1	2	3	3	2	2	3
Regular workshops held	3	2	3	2	2	3	1
Subcontractors involved in core team	3	3	3	1	2	3	2
Repeat business encouraged	1	2	3	2	2	3	3
Efficiency in design produced	3	2	3	1	1	2	2
Innovation encouraged	2	3	3	2	1	2	1
Close supervision of the contractor and subcontractor	3	3	2	2	2	2	2

QS	QS	Eng	PM	Eng	Oth	Des
1-3	4-6	4-6	15+	1-3	11-15	4-6
Con	Con	Scon	Con	Scon	Con	Con

Aspect	180160	180161	102407	212991	356510	754749	602190
Early involvement of key members of the supply chain	3	3	3	2	1	2	2
Few to zero claims	2	2	2	2	2	3	3
Performance is measured using KPI's	3	2	1	2	3	2	1
Projects are brought in on time	1	3	2	2	2	3	2
Continuity of work for the supply chain.	3	1	2	2	2	2	2
Holistic view of party's positions	2	2	3	2	1	2	2
Open book environment	1	1	1	2	3	2	3
Streamlining of common administrative processes	1	2	2	1	2	2	1
Health and safety improved from benchmark	2	1	1	1	2	3	1
Low turnover of personnel	1	3	1	1	2	2	1
The projects delivered in less time than a traditional procurement approach	3	2	1	1	2	2	1
Client leads project	1	1	1	3	2	2	2
Projects brought in on initial budget	1	3	1	2	2	2	1
Sustainability improved from benchmark	2	1	1	1	2	2	1
Waste reduced	3	1	2	1	1	2	1

The rates renegotiable over time	2	2	1	2	2	1	2
Opportunities for further funding	1	1	1	1	2	2	2
Team members have a record in collaboration	1	1	2	2	1	2	1
Projects similar in nature.	1	1	1	1	1	1	1
	180267	180273	102519	213093	356611	754865	602291

QS **Ed** **QS** **QS** **QS** **Oth** **PM**
11-15 **1-3** **7-10** **7-10** **11-15** **11-15** **15+**
Con **Con** **Con** **Con** **Con** **Con** **Con**

Aspect	201007	733331	568933	549235	444933	376091	398805
Early warning systems to identify any problems	3	3	3	3	3	2	3
Open dialogue environment	3	1	3	3	3	3	3
Regular meetings between the parties (client and supply chain)	3	3	3	3	3	3	1
A problem solving environment.	3	3	3	3	2	3	3
All team members contribute	3	3	3	3	3	2	3
Environment of mutual trust	3	2	3	3	3	3	3
A common aim for all contributors	3	3	3	2	3	3	3
Contract supporting collaboration.	3	3	3	3	2	3	3
Team spirit between all personnel	3	2	3	3	2	3	2
Understanding the other team member's roles and responsibilities	3	3	3	3	3	3	2
Effective information sharing	3	2	2	3	2	3	3
Respects for the input of the other team members	3	2	3	3	3	3	3
Supply chain more closely involved	3	3	2	3	2	3	3
Long term relationships develop	3	2	3	3	2	2	3
Non-adversarial environment	3	2	3	3	2	3	3

Pain share gain share mechanism fair to both the client and the contractor	2	2	3	3	3	3	3
Relationships between the parties are managed	1	3	3	3	3	2	3
Risks allocated fairly	2	2	3	2	2	3	3
Aim for a win / win outcome	2	2	3	3	2	3	3
Value engineering utilised	2	3	3	3	3	1	3
Formal quality control assurance mechanism utilised	2	2	3	3	2	2	3
Team members are allowed to develop skills and extend traditional role input	3	2	3	3	2	2	3
Participants achieve a reasonable profit margin	2	3	3	3	2	3	2
Regular workshops held	3	1	3	3	3	3	3
Subcontractors involved in core team	3	2	2	3	1	3	2
Repeat business encouraged	3	2	3	2	2	1	2
Efficiency in design produced	2	3	3	2	2	3	2
Innovation encouraged	2	2	3	3	2	3	3
Close supervision of the contractor and subcontractor	3	2	3	3	1	1	2

QS **Ed** **QS** **QS** **QS** **Oth** **PM**
11-15 **1-3** **7-10** **7-10** **11-15** **11-15** **15+**
Con **Con** **Con** **Con** **Con** **Con** **Con**

Aspect	201007	733331	568933	549235	444933	376091	398805
Early involvement of key members of the supply chain	2	2	2	3	1	3	1
Few to zero claims	3	2	2	3	2	1	1
Performance is measured using KPI's	2	3	2	3	2	2	2
Projects are brought in on time	2	2	3	3	1	1	1
Continuity of work for the supply chain.	3	2	2	3	1	1	2
Holistic view of party's positions	2	1	3	2	2	3	2
Open book environment	3	2	3	2	1	2	3
Streamlining of common administrative processes	2	2	3	2	2	3	2
Health and safety improved from benchmark	3	3	2	3	1	1	1
Low turnover of personnel	3	1	3	3	2	2	2
The projects delivered in less time than a traditional procurement approach	3	2	2	2	2	1	1
Client leads project	2	1	1	2	2	1	3
Projects brought in on initial budget	2	2	3	2	1	1	1
Sustainability improved from benchmark	2	1	2	3	1	2	2
Waste reduced	1	2	2	2	1	2	3
The rates renegotiable over time	1	2	1	2	1	2	2
Opportunities for further funding	1	2	3	2	1	1	3

Team members have a record in collaboration	1	2	2	2	1	2	1
Projects similar in nature.	2	1	2	2	1	1	1
	201124	733434	569060	549364	445027	376198	398917

QS PM QS PM
11-15 7-10 4-6 15+
Con Con Con Con

Aspect	180151	180152	180153	180154	Total	
Early warning systems to identify any problems	3	3	3	3	53	E
Open dialogue environment	3	3	3	3	52	E
Regular meetings between the parties (client and supply chain)	3	3	3	3	52	E
A problem solving environment.	3	3	3	3	51	E
All team members contribute	3	3	2	3	51	E
Environment of mutual trust	3	3	3	3	51	E
A common aim for all contributors	3	2	3	3	50	E
Contract supporting collaboration.	3	3	2	2	49	E
Team spirit between all personnel	3	3	2	3	49	E
Understanding the other team member's roles and responsibilities	3	2	2	3	49	E
Effective information sharing	3	2	2	3	48	E
Respects for the input of the other team members	3	2	3	3	48	E
Supply chain more closely involved	3	3	3	3	48	E
Long term relationships develop	3	2	3	3	47	E
Non-adversarial environment	2	2	3	3	47	E

Pain share gain share mechanism fair to both the client and the contractor	3	2	2	3	47	E
Relationships between the parties are managed	3	3	3	3	47	E
Risks allocated fairly	3	2	3	3	47	E
Aim for a win / win outcome	2	2	3	3	46	E
Value engineering utilised	3	3	2	3	45	E
Formal quality control assurance mechanism utilised	2	2	2	3	44	D
Team members are allowed to develop skills and extend traditional role input	2	2	2	3	44	D
Participants achieve a reasonable profit margin	2	2	2	3	43	D
Regular workshops held	2	2	2	2	43	D
Subcontractors involved in core team	3	2	2	2	42	D
Repeat business encouraged	2	2	3	3	41	D
Efficiency in design produced	2	3	2	2	40	D
Innovation encouraged	2	2	2	2	40	D
Close supervision of the contractor and subcontractor	3	1	1	2	38	D

QS PM QS PM
11-15 7-10 4-6 15+
Con Con Con Con

Aspect	180151	180152	180153	180154	Total	
Early involvement of key members of the supply chain	2	2	2	2	38	D
Few to zero claims	2	2	2	2	38	D
Performance is measured using KPI's	2	2	1	3	38	D
Projects are brought in on time	2	2	3	3	38	D
Continuity of work for the supply chain.	2	3	2	2	37	D
Holistic view of party's positions	1	2	2	3	37	D
Open book environment	3	1	1	3	37	D
Streamlining of common administrative processes	2	2	2	2	35	D
Health and safety improved from benchmark	2	2	3	2	34	D
Low turnover of personnel	1	2	2	2	34	D
The projects delivered in less time than a traditional procurement approach	2	3	2	2	34	D
Client leads project	1	2	2	3	32	D
Projects brought in on initial budget	2	2	2	2	32	D
Sustainability improved from benchmark	2	2	3	2	32	D
Waste reduced	2	2	2	2	32	D
The rates renegotiable over time	3	1	2	2	31	D
Opportunities for further funding	2	2	1	2	30	D

Team members have a record in collaboration	2	2	1	2	28	D
Projects similar in nature.	1	1	1	1	21	N
	180265	180258	180260	180277	6384103	

Des	Cli	QS	QS	PM	QS	Eng
1-3	11-15	7-10	7-10	7-10	7-10	11-15
Cli	Cli	Cli	Cli	Cli	Cli	Cli

Aspect	996158	143278	142295	135237	427050	255546	306211
Open dialogue environment	2	3	2	3	3	3	3
A common aim for all contributors	3	3	3	3	3	3	3
A problem solving environment.	2	3	3	3	3	3	2
Early warning systems to identify any problems	3	3	2	3	3	3	2
Non-adversarial environment	3	3	3	3	3	3	2
Environment of mutual trust	2	3	2	2	3	2	3
All team members contribute	3	3	2	3	3	3	2
Contract supporting collaboration.	3	3	3	3	3	3	2
Team spirit between all personnel	2	3	2	3	3	2	3
Effective information sharing	3	3	3	2	3	3	2
Risks allocated fairly	2	3	3	3	3	3	3
Understanding the other team member's roles and responsibilities	2	2	2	1	3	3	2
Relationships between the parties are managed	2	2	2	2	3	3	3
Respects for the input of the other team members	2	2	2	2	3	3	3
Client leads project	2	3	3	2	2	2	3
Open book environment	3	2	3	3	2	1	1

Pain share gain share mechanism fair to both the client and the contractor	1	3	2	2	3	3	3
Regular meetings between the parties (client and supply chain)	3	1	3	3	3	3	3
Supply chain more closely involved	2	2	2	2	3	3	3
Aim for a win / win outcome	2	3	3	3	2	1	3
Few to zero claims	3	3	3	1	3	2	3
Long term relationships develop	3	3	2	2	3	2	3
Subcontractors involved in core team	3	2	3	2	3	2	2
Regular workshops held	3	3	2	2	3	3	2
Participants achieve a reasonable profit margin	2	2	3	3	3	3	3
Performance is measured using KPI's	2	3	3	2	3	3	2
Projects are brought in on time	3	2	2	1	3	3	2
Holistic view of party's positions	1	2	2	2	3	2	2
Early involvement of key members of the supply chain	2	2	3	2	2	2	2

	Des 1-3 Cli	Cli 11-15 Cli	QS 7-10 Cli	QS 7-10 Cli	PM 7-10 Cli	QS 7-10 Cli	Eng 11-15 Cli
Aspect	996158	143278	142295	135237	427050	255546	306211
Innovation encouraged	2	2	3	1	3	3	2
Projects brought in on initial budget	2	2	2	1	2	3	1
Team members are allowed to develop skills and extend traditional role input	2	3	2	1	3	3	1
Value engineering utilised	3	2	3	1	2	2	3
Efficiency in design produced	2	2	2	1	3	2	2
Continuity of work for the supply chain.	1	2	2	1	3	3	3
Repeat business encouraged	1	2	3	2	3	3	3
Formal quality control assurance mechanism utilised	2	2	2	1	3	3	1
Team members have a record in collaboration	3	3	1	2	1	2	2
Low turnover of personnel	1	1	2	1	3	2	2
Streamlining of common administrative processes	1	2	2	1	3	2	2
Health and safety improved from benchmark	1	1	3	1	3	2	2
The projects delivered in less time than a traditional procurement approach	3	3	2	1	2	3	3
Waste reduced	1	2	2	1	2	2	2
Close supervision of the contractor and subcontractor	1	1	2	1	1	3	1

Sustainability improved from benchmark	2	1	2	1	3	1	2
Opportunities for further funding	1	1	2	1	3	2	2
The rates renegotiable over time	2	1	1	1	2	1	1
Projects similar in nature.	1	1	2	1	2	1	1
	996259	143387	142408	135326	427180	255664	306319

QS **QS** **Des** **PM** **Oth** **Oth** **QS**
7-10 **1-3** **7-10** **7-10** **7-10** **1-3** **7-10**
Cli **Cli** **Cli** **Cli** **Cli** **Cli** **Cli**

Aspect	207849	398309	374796	363038	989061	988573	988459
Open dialogue environment	3	3	3	3	3	3	3
A common aim for all contributors	3	3	2	3	3	2	3
A problem solving environment.	2	2	3	3	2	3	3
Early warning systems to identify any problems	2	2	2	3	2	3	3
Non-adversarial environment	3	2	2	3	3	3	3
Environment of mutual trust	3	2	3	3	3	3	3
All team members contribute	3	2	2	3	3	3	3
Contract supporting collaboration.	3	3	3	1	3	3	2
Team spirit between all personnel	2	1	2	3	3	3	3
Effective information sharing	2	2	2	3	2	3	3
Risks allocated fairly	2	3	2	3	2	2	3
Understanding the other team member's roles and responsibilities	3	2	3	3	3	3	3
Relationships between the parties are managed	3	1	2	3	2	3	2
Respects for the input of the other team members	2	2	3	3	2	2	2
Client leads project	3	3	2	2	2	2	1
Open book environment	3	3	2	1	3	3	3

Pain share gain share mechanism fair to both the client and the contractor	2	3	2	3	3	3	3
Regular meetings between the parties (client and supply chain)	2	2	3	2	2	3	2
Supply chain more closely involved	3	3	3	2	3	3	2
Aim for a win / win outcome	3	1	2	3	2	3	3
Few to zero claims	3	1	3	3	2	3	3
Long term relationships develop	2	2	2	3	3	3	2
Subcontractors involved in core team	3	2	2	3	2	3	2
Regular workshops held	1	3	2	3	2	1	1
Participants achieve a reasonable profit margin	2	1	3	3	2	2	2
Performance is measured using KPI's	2	1	2	1	2	2	2
Projects are brought in on time	2	1	2	2	2	2	2
Holistic view of party's positions	1	1	2	2	2	3	2
Early involvement of key members of the supply chain	2	3	1	3	2	3	2

QS QS Des PM Oth Oth QS
7-10 1-3 7-10 7-10 7-10 1-3 7-10
Cli Cli Cli Cli Cli Cli Cli

Aspect	207849	398309	374796	363038	989061	988573	988459
Innovation encouraged	1	2	2	2	2	2	2
Projects brought in on initial budget	2	1	2	1	2	2	2
Team members are allowed to develop skills and extend traditional role input	1	2	2	3	2	2	2
Value engineering utilised	1	2	2	2	2	1	2
Efficiency in design produced	3	1	2	2	2	1	2
Continuity of work for the supply chain.	1	3	2	2	2	3	2
Repeat business encouraged	1	2	2	3	2	2	2
Formal quality control assurance mechanism utilised	2	1	2	2	2	3	2
Team members have a record in collaboration	1	2	1	2	2	2	2
Low turnover of personnel	1	1	3	2	2	2	3
Streamlining of common administrative processes	1	1	1	2	2	2	2
Health and safety improved from benchmark	2	1	2	2	2	3	2
The projects delivered in less time than a traditional procurement approach	1	1	2	1	2	2	2
Waste reduced	2	1	1	1	2	3	2
Close supervision of the contractor and subcontractor	1	3	2	2	2	3	1

Sustainability improved from benchmark	2	1	2	1	2	3	2
Opportunities for further funding	1	1	2	1	2	2	2
The rates renegotiable over time	1	1	2	1	2	2	2
Projects similar in nature.	1	1	2	1	1	2	1
	207945	398397	374899	363147	989168	988693	988567

QS	QS	Oth	Eng	QS	PM	QS
1-3	4-6	7-10	15+	11-15	11-15	4-6
Cli	Cli	Cli	Cli	Cli	Cli	Cli

Aspect	988109	987688	982104	983356	444497	180101	180102
Open dialogue environment	3	3	3	3	3	3	2
A common aim for all contributors	3	3	3	3	3	3	3
A problem solving environment.	3	2	3	3	3	3	3
Early warning systems to identify any problems	3	3	3	3	3	3	3
Non-adversarial environment	3	1	3	3	3	3	3
Environment of mutual trust	3	2	3	3	3	3	2
All team members contribute	3	3	2	3	3	2	1
Contract supporting collaboration.	3	3	3	3	3	2	2
Team spirit between all personnel	3	3	3	3	3	2	1
Effective information sharing	3	2	3	3	2	3	2
Risks allocated fairly	3	2	3	3	3	2	2
Understanding the other team member's roles and responsibilities	3	3	3	2	3	3	2
Relationships between the parties are managed	3	3	3	3	3	3	2
Respects for the input of the other team members	3	2	3	3	3	3	1

Client leads project	3	2	3	3	3	3	3
Open book environment	3	2	2	3	3	2	3
Pain share gain share mechanism fair to both the client and the contractor	3	1	3	3	3	2	3
Regular meetings between the parties (client and supply chain)	3	2	3	3	3	3	1
Supply chain more closely involved	3	2	3	3	2	2	1
Aim for a win / win outcome	3	2	2	3	2	2	3
Few to zero claims	3	2	3	3	2	2	2
Long term relationships develop	3	2	2	3	2	2	2
Subcontractors involved in core team	3	2	2	3	2	3	1
Regular workshops held	3	3	3	3	2	2	1
Participants achieve a reasonable profit margin	3	1	1	3	2	2	2
Performance is measured using KPI's	2	2	3	3	1	3	3
Projects are brought in on time	3	3	3	2	1	3	2
Holistic view of party's positions	3	2	3	2	3	2	3

Early involvement of key members of the supply chain	3	1	2	3	2	3	1
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QS	QS	Oth	Eng	QS	PM	QS
1-3	4-6	7-10	15+	11-15	11-15	4-6
Cli	Cli	Cli	Cli	Cli	Cli	Cli

Aspect	988109	987688	982104	983356	444497	180101	180102
Innovation encouraged	2	1	2	3	3	2	2
Projects brought in on initial budget	3	3	3	2	2	3	2
Team members are allowed to develop skills and extend traditional role input	3	2	1	3	2	2	2
Value engineering utilised	2	2	2	3	1	1	3
Efficiency in design produced	3	2	2	3	2	2	2
Continuity of work for the supply chain.	2	2	2	3	2	2	1
Repeat business encouraged	3	1	1	3	2	1	2
Formal quality control assurance mechanism utilised	3	1	2	2	1	1	2
Team members have a record in collaboration	2	2	3	2	1	2	2
Low turnover of personnel	3	1	2	3	2	2	1
Streamlining of common administrative processes	3	1	2	1	2	3	3
Health and safety improved from benchmark	3	1	1	3	1	1	2

The projects delivered in less time than a traditional procurement approach	2	2	2	2	1	1	3
Waste reduced	3	1	1	3	2	2	2
Close supervision of the contractor and subcontractor	3	2	1	3	2	2	1
Sustainability improved from benchmark	3	1	1	2	1	1	2
Opportunities for further funding	2	1	1	2	2	1	1
The rates renegotiable over time	3	1	1	3	1	3	1
Projects similar in nature.	2	1	1	1	1	1	1
	988245	987780	982214	983487	444602	180208	180197

PM Cli PM PM Cli
15+ 7-10 11-15 7-10 15+
Cli Cli Cli Cli Cli

Aspect	180103	180104	180105	180106	180107	Total	
Open dialogue environment	3	2	3	3	3	74	E
A common aim for all contributors	1	2	3	3	3	73	E
A problem solving environment.	3	2	3	3	3	71	E
Early warning systems to identify any problems	3	3	3	2	3	71	E
Non-adversarial environment	3	1	3	3	2	70	E
Environment of mutual trust	2	2	3	3	3	69	E
All team members contribute	3	2	3	3	2	68	E
Contract supporting collaboration.	1	3	3	3	1	68	E
Team spirit between all personnel	3	3	3	3	3	68	E
Effective information sharing	3	1	3	3	3	67	E
Risks allocated fairly	3	1	3	3	2	67	E
Understanding the other team member's roles and responsibilities	3	2	3	3	2	67	E
Relationships between the parties are managed	1	3	3	3	3	66	E
Respects for the input of the other team members	3	3	3	3	3	66	E
Client leads project	2	3	2	3	3	65	E
Open book environment	3	2	3	3	3	65	E

Pain share gain share mechanism fair to both the client and the contractor	1	1	3	3	3	65	E
Regular meetings between the parties (client and supply chain)	1	3	3	3	2	65	E
Supply chain more closely involved	2	2	3	1	3	63	D
Aim for a win / win outcome	1	1	3	2	3	61	D
Few to zero claims	2	1	1	2	2	61	D
Long term relationships develop	1	2	3	2	2	61	D
Subcontractors involved in core team	1	2	2	3	2	60	D
Regular workshops held	1	2	3	3	2	59	D
Participants achieve a reasonable profit margin	1	2	3	2	2	58	D
Performance is measured using KPI's	2	1	3	2	3	58	D
Projects are brought in on time	3	1	1	3	3	57	D
Holistic view of party's positions	2	1	3	3	1	55	D
Early involvement of key members of the supply chain	1	2	2	2	1	54	D

PM Cli PM PM Cli
15+ 7-10 11-15 7-10 15+
Cli Cli Cli Cli Cli

Aspect	180103	180104	180105	180106	180107	Total	
Innovation encouraged	2	1	3	2	2	54	D
Projects brought in on initial budget	1	1	3	3	3	54	D
Team members are allowed to develop skills and extend traditional role input	2	1	3	2	1	53	D
Value engineering utilised	3	1	2	3	2	53	D
Efficiency in design produced	1	2	1	3	2	52	D
Continuity of work for the supply chain.	1	1	1	2	2	51	D
Repeat business encouraged	1	2	1	2	1	51	D
Formal quality control assurance mechanism utilised	2	1	2	2	3	50	D
Team members have a record in collaboration	1	2	3	2	2	50	D
Low turnover of personnel	1	2	3	2	1	49	D
Streamlining of common administrative processes	2	1	3	2	2	49	D
Health and safety improved from benchmark	1	2	1	2	3	48	D
The projects delivered in less time than a traditional procurement approach	2	1	2	1	1	48	D

Waste reduced	1	2	1	3	2	47	D
Close supervision of the contractor and subcontractor	1	1	1	2	2	45	D
Sustainability improved from benchmark	1	2	1	2	2	44	D
Opportunities for further funding	1	1	1	2	1	39	N
The rates renegotiable over time	1	1	1	2	1	39	N
Projects similar in nature.	1	2	1	2	1	33	N
	180188	180187	180219	180225	180212	12365123	