

*Appendix Twenty Seven – Definitions for  
Corporate Affinity*

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## **Client**

Collaboration within the UK construction industry is a non-adversarial team based environment where through the use of the correct contract, everyone understands and respects the input of others and their role and responsibilities. The team / project is led and managed by the client and relationships are managed with the help of regular meetings, early warning systems, open dialogue and risk sharing to produce an atmosphere of mutual trust where, information is shared open book accounting is used problems can be solved together and everyone contribute towards a common aim motivated by a fair pain share gain share.

## **Contractor**

Collaboration within the UK construction industry is a non-adversarial team based environment where through the use of the correct contract there is early involvement of key members and everyone understands and respects the input of others and their roles and responsibilities. The relationships are managed with the help of regular meetings, early warning systems, open dialogue and risk sharing to produce an atmosphere of mutual trust where, information is shared, problems can be solved together and everyone contributes towards a common aim and value engineering can be used to ensure that everyone is a 'winner' motivated by a fair pain share gain share within a long term relationship.

## **Independent**

Collaboration within the UK construction industry is a non-adversarial team based environment where through the use of the correct contract, everyone understands others peoples role and responsibilities. The relationships are managed with the help of regular meetings, open dialogue and risk sharing to produce an atmosphere of mutual trust where, information is shared, problems can be solved together and everyone contributes towards a common aim motivated by a fair pain share gain share so that the client and the supply chain achieve a reasonable profit.