

# ARE YOU READY FOR COLLABORATION?

Orgmetrics' structured planning process can turbocharge your Collaborative Partnering investment

## Collaborative Strategic Planning

For many construction projects, Collaborative Partnering yields up to 10% in cost savings.

Organizations that work to align their internal goals and values with collaborative partnering are reaping extraordinary results of 20-30% cost savings (per ft<sup>2</sup>)

The Collaborative Strategic Planning Process was developed with this in mind. It has enabled some of the nation's most complex organizations to improve alignment, co-create Strategic Goals, identify the right people, and develop a collaborative culture.

Now, when you approach projects, collaboration is just the way you do business!

This process has been used by:

- ◆ SFO International Airport
- ◆ San Jose International Airport
- ◆ CA Dept. General Service
- ◆ Caltrans...
- ...and others

*"We brought Collaborative Partnering into our strategic planning process and it has allowed us to become a great airport."*

John L. Martin  
Airport Director  
San Francisco International Airport

## I Strategy

### Assessment and Analysis Phase

We hold confidential interviews with your key department heads (leadership team) to understand challenges, needs, and get their best advice for improvement

#### Outcomes

*We learn about the organizational divisions, the people, the barriers and the opportunities that will inform the design of the Strategic Planning Process.*

### Strategic Planning Retreat

We lead a retreat that includes team-building, Strategic Assessments, SWOT Analysis and the development of Goals

#### Outcomes

*Senior Leadership identifies sustainable competitive advantage(s) and sets **3-year Goals**.*

*We also identify the Strategic Vision and Mission.*

### Divisional Planning

We facilitate sessions to identify 3-year planning goals for each division

#### Outcomes

*Division leaders co-create division goals that support the organizational goals in the strategic plan.*

*We also define the systems of measurement for achieving divisional and organizational goals (Scorecard).*

## II Structure

### Organize for Success

We develop a structure that will enable the organization to achieve your strategy

#### Outcomes

*We evaluate your organization chart and help you identify roles, responsibilities and authority so your organization is in alignment with your goals.*

*We Identify locus of control for decision-making, to improve your outcomes.*

## III Culture

### Policies, Practices and Processes

An organization's values are embedded in its policies, practices, and processes. The team will identify the barriers that impede you from achieving your goals

#### Outcomes

*The team will develop: Guidance, new policies, training, cross-functional teams, and other tools and resources that will fully implement your goals, while promoting a culture of collaboration.*

San Francisco International Airport  
Air Traffic Control Tower

