

PARTNERING

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PARTNERING

- EMBED PARTNERING INTO THE CONTRACT
- SOLICITATE A NO SECRETS PLEDGE FROM ALL PARTICIPANTS
- DEVELOP METRICS

PARTNERING

- Embed into contract

“ Contracts that encourage teams to work collaboratively are inherently aligned with the goal of partnering. Contracts place risk unfairly or unpredictably are likely to be barriers to effective partnering. Experience suggests that many contracts promote risk avoidance instead of risk sharing and create conditions that impede partnering. If a contractor has the sole risk or windfall of price escalation and prices escalate wildly, it may be hard to partner at the end of the day despite best of intentions. If the government adheres rigidly to the absence of a price escalation clause when some adjustment is equitable. Partnering means that the parties look to share reasonably the benefits of opportunities and to mutually and reasonably address the cause of problems. Easy to say – hard to do- if the contract provides any major party an out.”

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- NO SECRETS PLEDGE

“If an issue is found participants should escalate it to the entire team as rapidly as possible rather than sit on it. Allowing the passage of time will make the situation worse so that possible solutions could be limited.

Where a “NO SECRETS” pledge was followed there seemed to be less contention in the construction process.

PARTNERING

Develop Metrics

“ Selectively define outputs and outcomes and associated metrics that look to be the best indicators of partnering success – measure and track them.

Delivering a fully functional and aesthetically acceptable building is efficient; doing it within budget and schedule is effective.

Other indicators like claims can also contribute metrics to quantify the degree to which partnering produces positive results or reduces negative results.”