

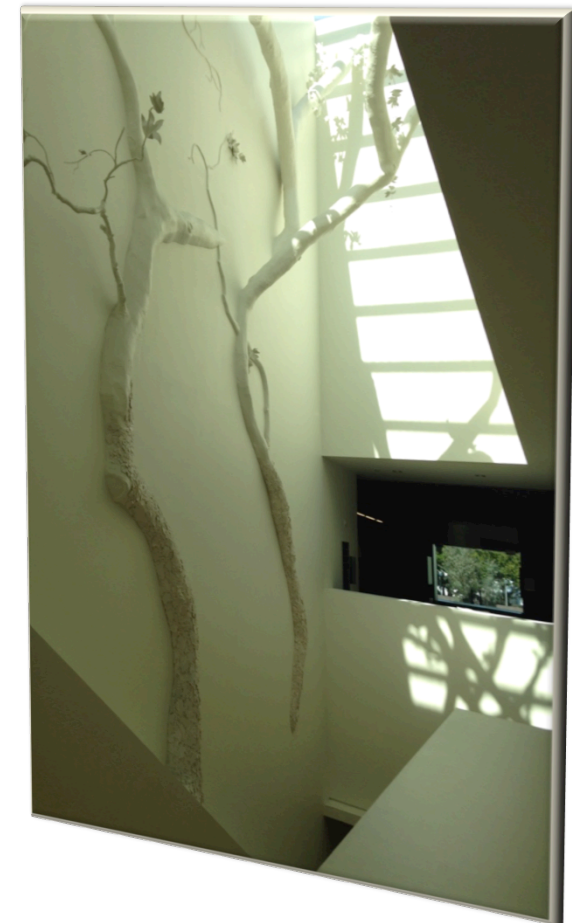
Collaborative Contracting – Breaking Barriers: Interests, Trust and Performance

Speaker

Jacqueline Iny MBA, LLM

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2018 Best Practices Conference

May 9, 2018

Track A, CC-1: 11:00am – 12:30pm

This Hour: 3 Concepts

1. Interests: *what are we solving?*

2. Trust: *four dimensions*

3. Collaborate: *a continuum...*

Working session...
Designed for you to participate throughout!

Poll

1) I have a clear definition of what "collaborative contracting" means

047

Strongly disagree



Disagree



Agree



Strongly agree



2) I have experience with some aspect of collaborative contracting

060

Strongly disagree



Disagree



Agree



Strongly agree



3) I anticipate being involved with some aspect of collaborative contracting within the next 12 months

064

Strongly disagree



Disagree



Agree



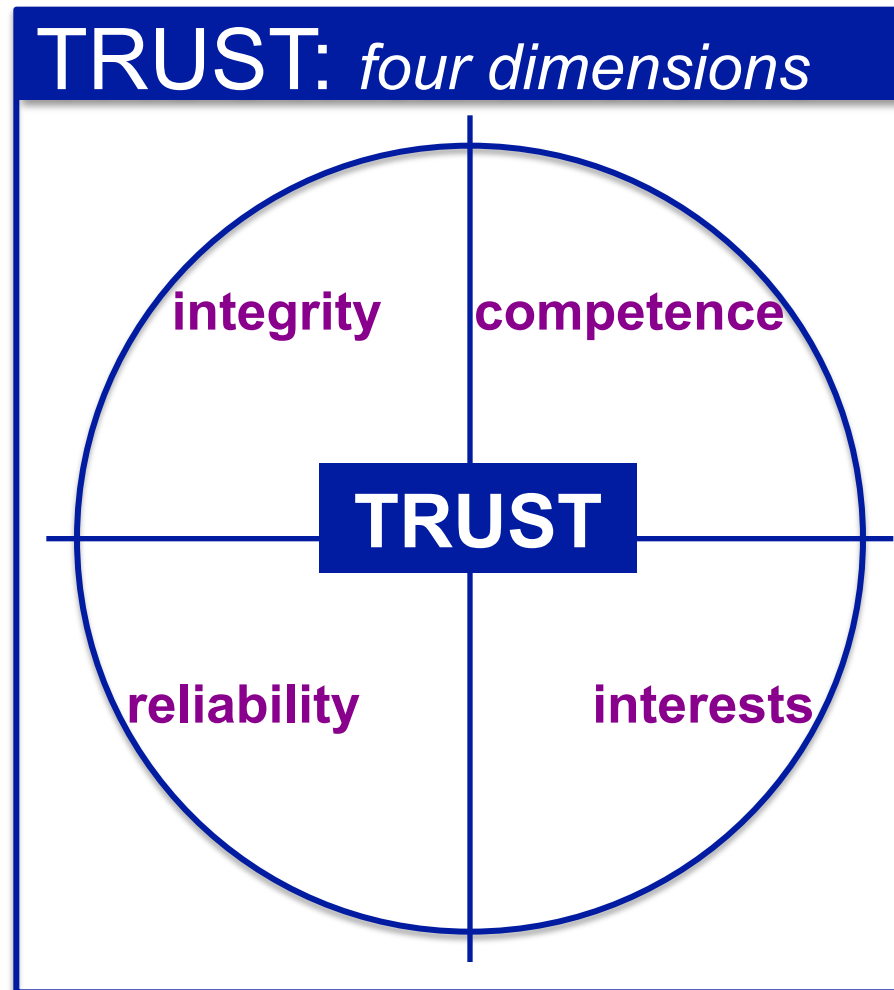
Strongly agree



1. Interests – *what are we solving?*



2. Trust – *four dimensions*



Poll

4) Based on my collaboration experiences, risk to maintaining trust is tied primarily to ...

063

Competence



Interests



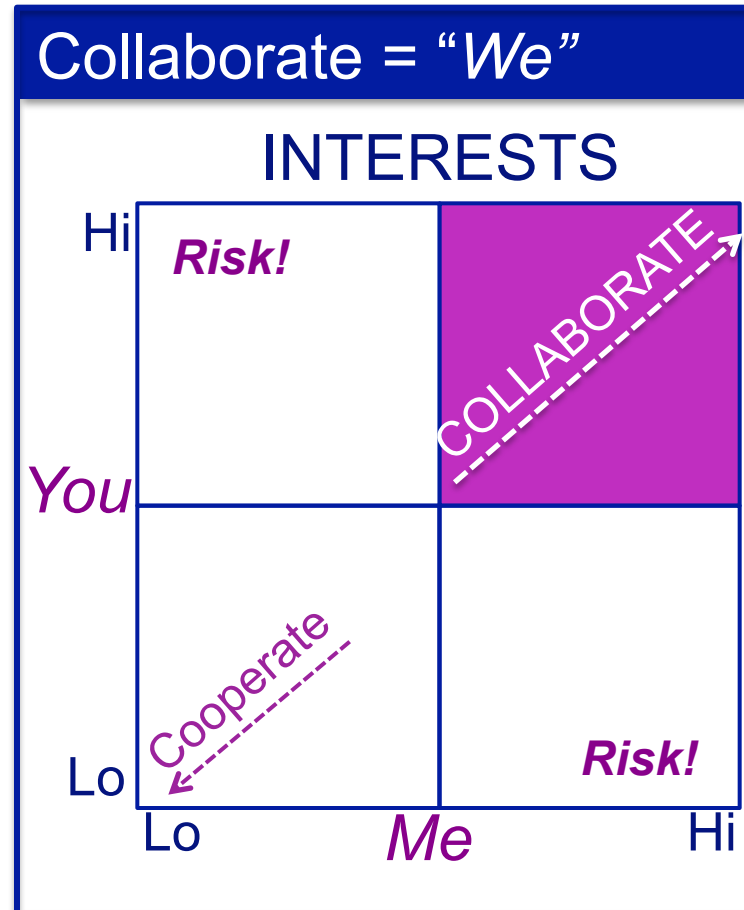
Reliability



Integrity

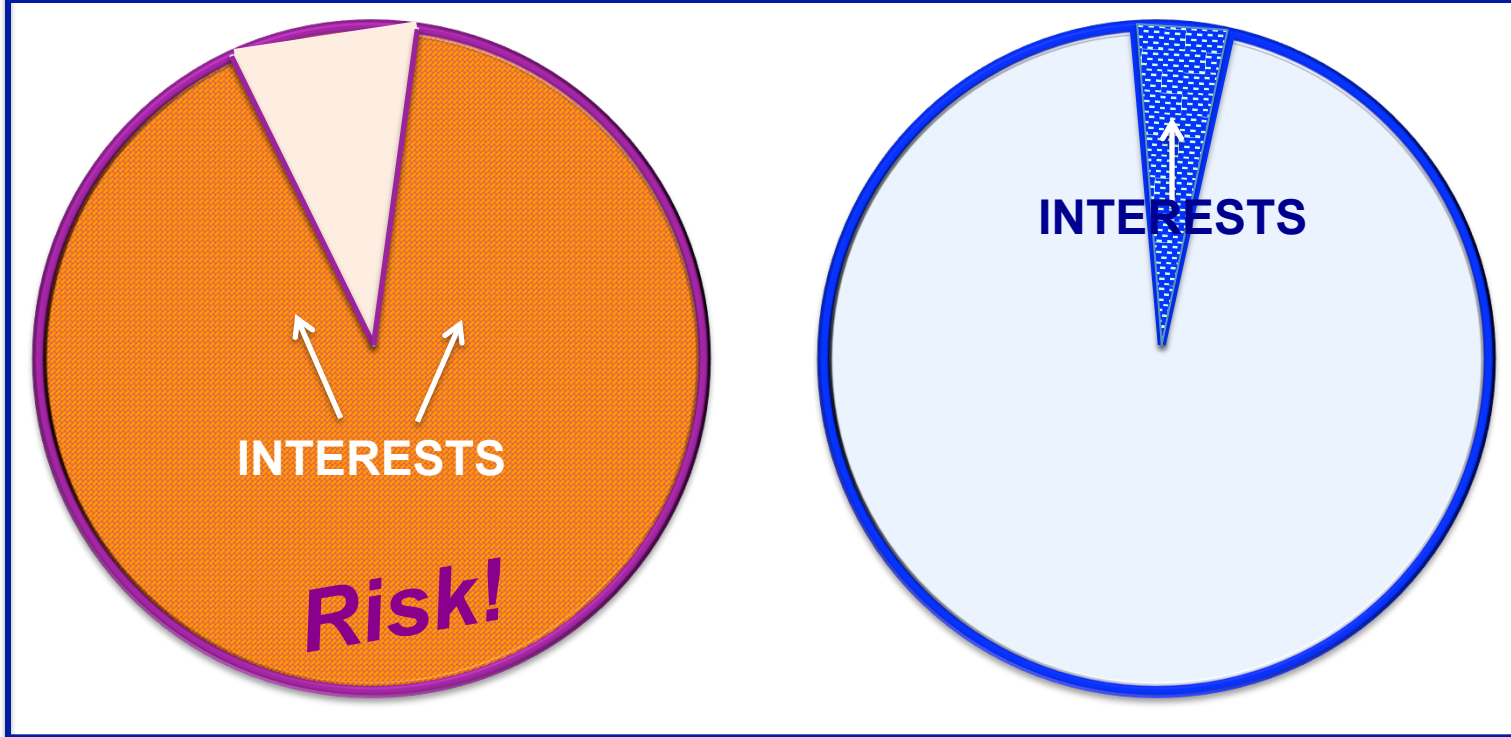


3. Collaborate: *a continuum...*



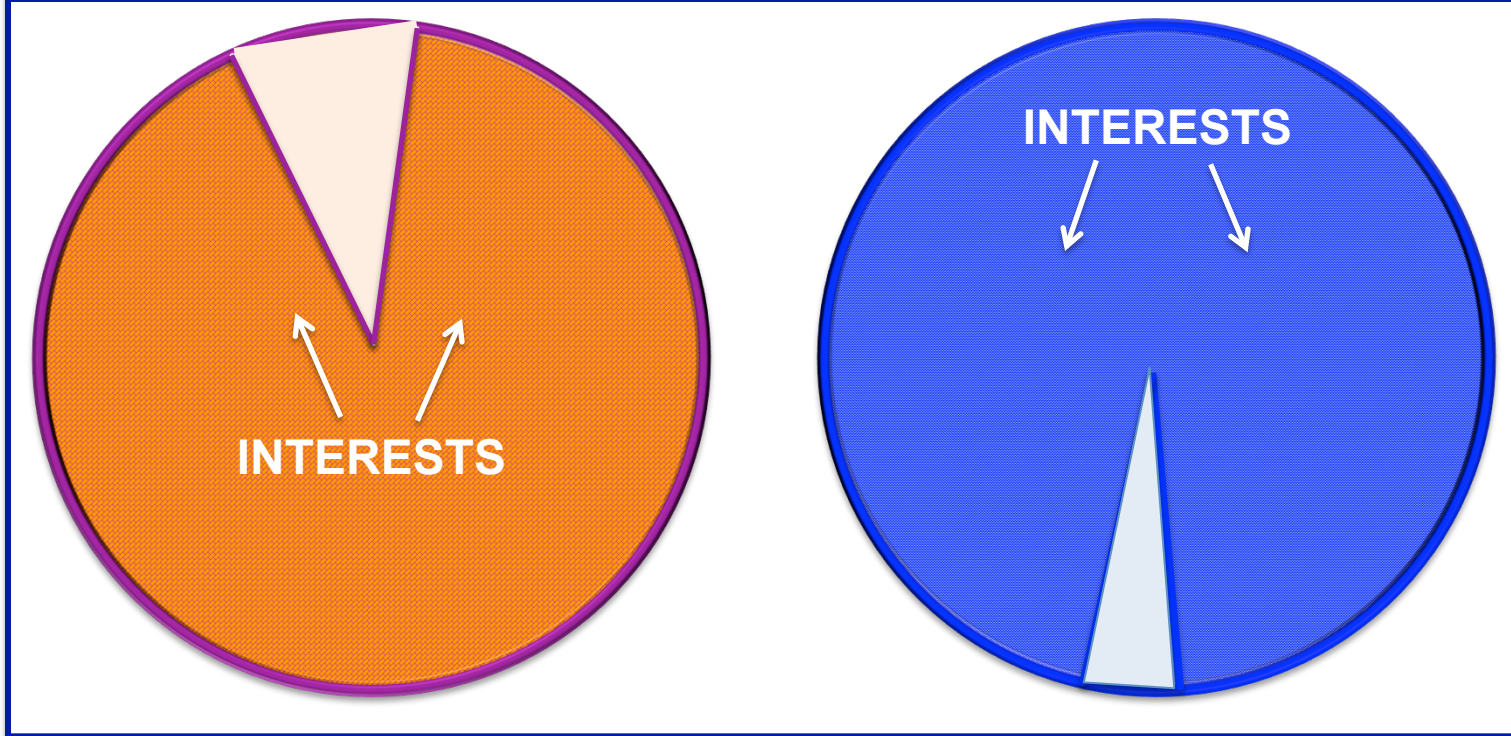
3. Collaborate: *a continuum...*

Symmetry of interests... "We"?

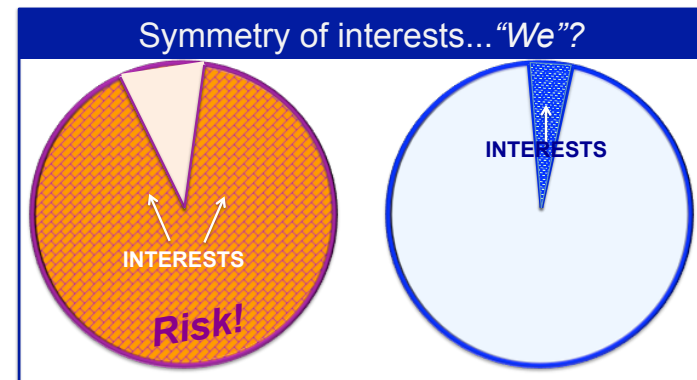
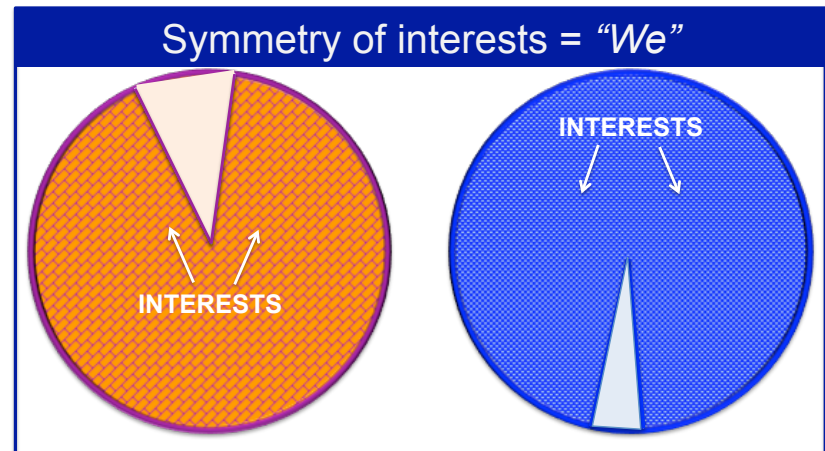
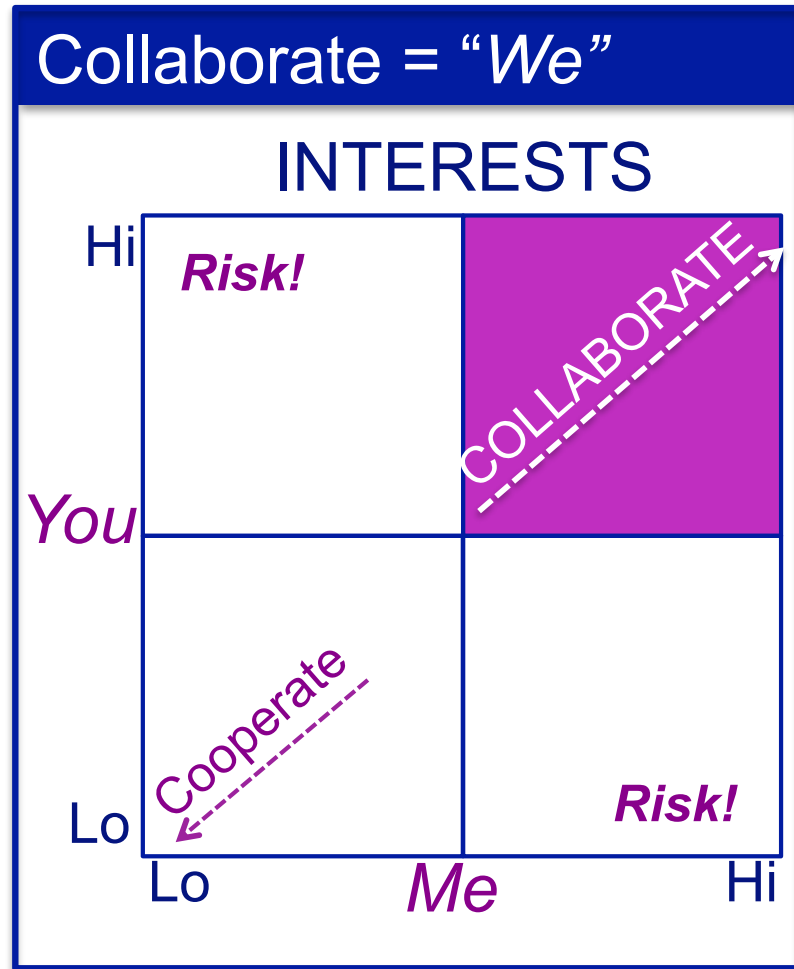


3. Collaborate: *a continuum...*

Symmetry of interests = "We"



3. Collaborate: a continuum...



3. Collaborate: a continuum...

Continuum...

Cooperate

Collaborate

GOALS	Autonomous, unconnected	Compatible	Interdependent, reliant
RELATIONSHIPS	As-needed, informal	Task focused	Formal, complex, high trust, sustained
SYSTEMS (planning, roles, process, metrics)	Independent	Selective integration	Organizational integration
RESOURCES (\$, people, other)	Separate	Visible, available	Pooled
REWARDS	Separate	Recognized	Shared

3. Collaborate: *a continuum...*

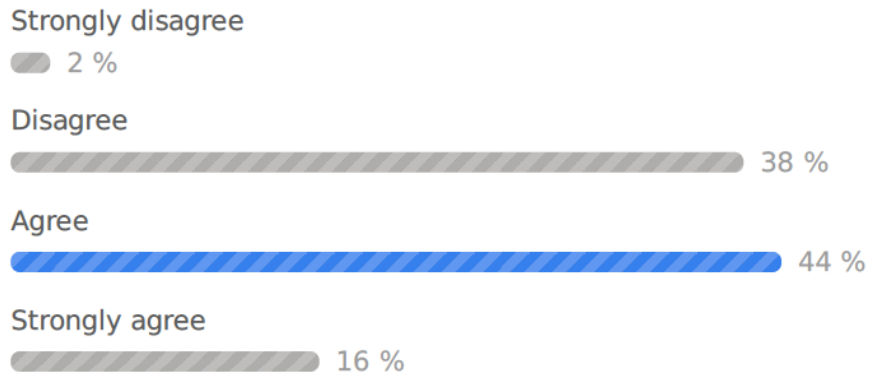
Collaborative Contracting – PWC, March 2018

<https://www.pwc.com.au/legal/assets/collaborative-contracting-mar18.pdf>

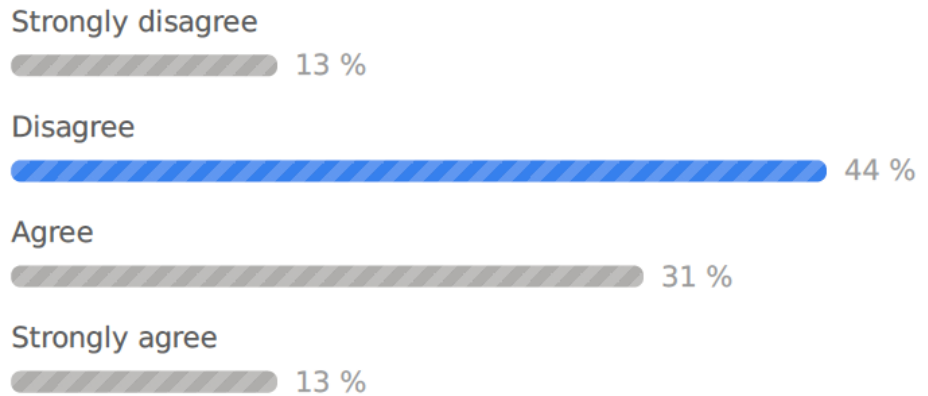


Poll

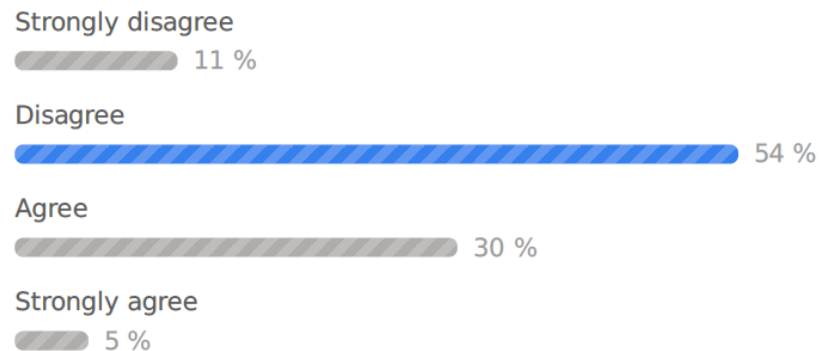
5) I regularly hear the word "collaborate", when what is needed is closer to "cooperate". Collaborate has become an over-used buzzword! 061



6) Collaborative contracting is a priority in our organization 062

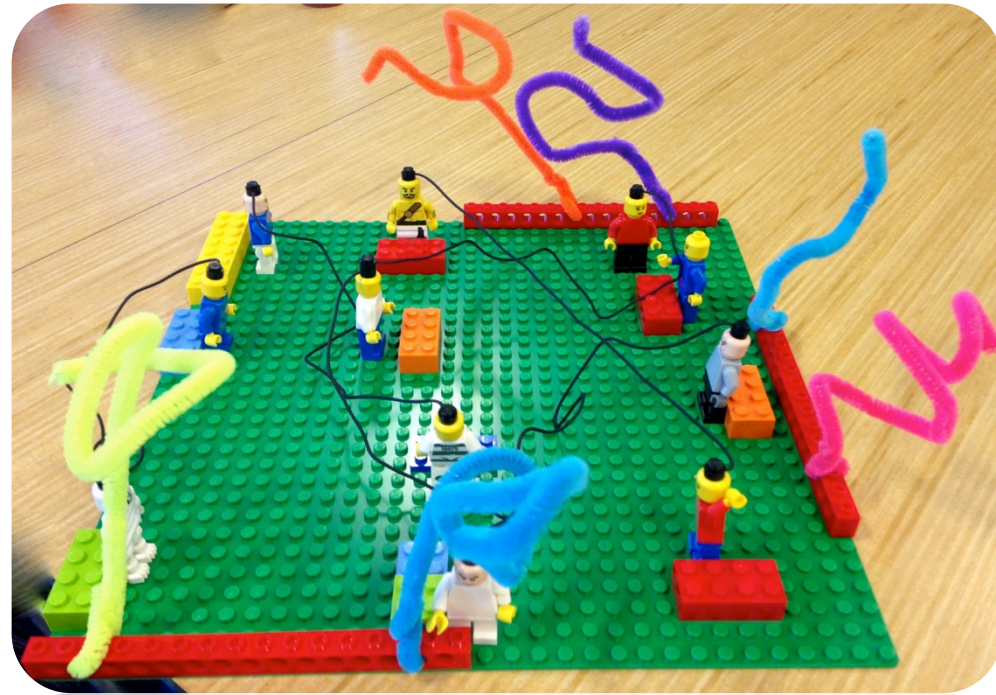


7) Our organization is using collaborative contracting successfully 061



3. Collaborate

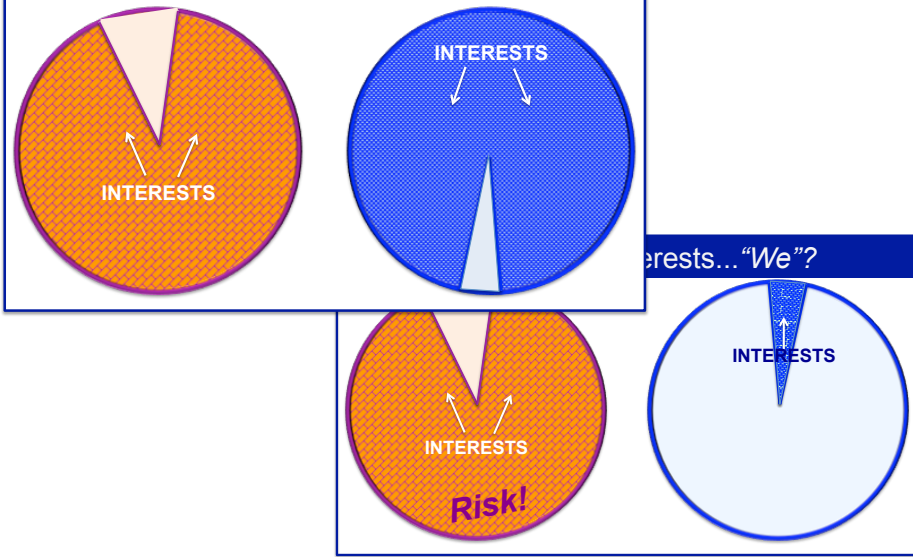
- **Symmetry** of interests; two or more parties with shared
 - **purpose**
 - **urgency**
- **Complex high value** mandate
- **Trust** is critical



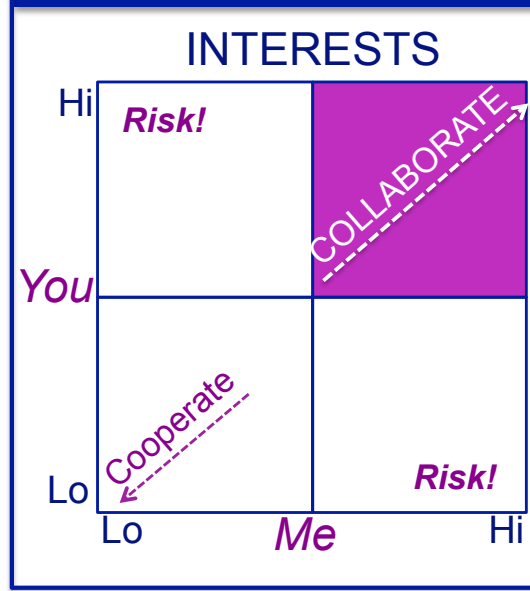
Interests



Symmetry of interests = "We"



Collaborate = "We"

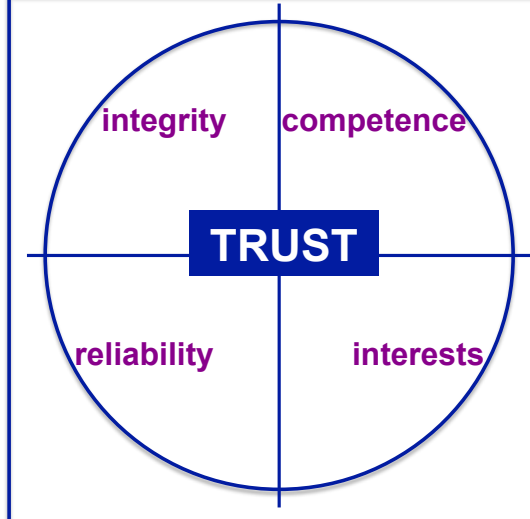


Continuum...



GOALS	Autonomous, unconnected	Compatible	Interdependent, reliant
RELATIONSHIPS	As-needed, informal	Task focused	Formal, complex, high trust, sustained
SYSTEMS (planning, roles, process, metrics)	Independent	Some task integration	Integrated organizationally
RESOURCES (\$, people, other)	Separate	Visible, available	Pooled
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TRUST: four dimensions



Moderator

Chris Mummery, Director Supply Chain, TransCanada

Speakers

- **Dan Bierd**, Director Liquids Projects, TransCanada
- **Kevin Duffy**, Manager Supply Chain, TransCanada
- **Bill Partington**, President, Ledcor Pipeline Group
- **Dale Posein**, Sr. VP Construction, Ledcor Pipeline Group
- **Jacqueline Iny**, President, INSTEEL Consulting Corp.

Recap and Q & A



Jacqueline Iny MBA, LLM

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Jacqueline is a strategy consultant with experience in sectors that include transportation, resort development and medicine. She held positions in finance and operations at Canadian Pacific Railway, and was a founding member of a supply-chain firm. Jacqueline conducts seminars and consults in areas that include Negotiation, Collaboration, Leadership and Change. She is also active in Conflict Resolution. Jacqueline earned her MBA from McGill University, Master of Laws at Osgoode Hall Law School, Toronto, and studied in the Program on Negotiation at Harvard Law School.