



BS 11000 Collaborative Business Relationships

What is BS 11000?

Companies that work together can often achieve much more in collaboration than they can alone. Working in partnership with other organisations allows knowledge, skills and resources to be shared effectively and can help your organisation to win bids and tenders.

BS11000 is a British Standard that has been created to provide a framework for creating and managing collaborative business relationships. The standard promotes the best way for businesses to work together, thus effectively developing and managing their interactions with each other for maximum benefit to all.

Who is it relevant to?

Organisations wanting to improve efficiency and partnership working; particularly those embarking on mutually beneficial commercial projects or those with the responsibility of managing supply chains associated with joint ventures and the delivery of projects.

What are the benefits?

BS 11000 can help organisations to:-

- Identify how relationship management can help achieve business objectives
- Evaluate the benefits of entering into single or multiple partnerships
- Select the right partner to complement the organisation's strategic objectives
- Build better relationships that lead to quicker results
- Share cost, risks, resources and responsibilities
- Provide staff with wider training opportunities
- Define roles and responsibilities to improve decision making processes
- Develop and execute an exit strategy satisfactory to both parties
- Gain access to more services, more opportunities to win work and the resources to compete for bigger contracts.



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About BS 11000

Working with other organisations in partnership means that you can share skills, resources and knowledge which can help all involved to meet shared goals and to achieve outstanding supplier and customer relationships.

BS 11000 allows you to collaborate successfully. It outlines different approaches to collaborative working that have proven to be successful in businesses of all sizes and sectors. BS 11000 shows you how to eliminate the known pitfalls of poor communication by defining roles and responsibilities, and creating partnerships that do nothing but add value to your business.

BS 11000 outlines an eight stage approach to help organisations develop and manage their own approaches to working with other organisations more effectively.

It sets out a framework that enables an organisation of any size and sector to apply good practice principles to its own way of working and has wide applications for public, private and not-for-profit organisations on how to manage valuable business relationships within the supply chain.

The specification is based on an eight-phase model, which enables organisations to focus their efforts from concept to disengagement:-

- Awareness: understanding where relationship management fits with your strategic business objectives
- Knowledge: understanding how others have progressed and developing your approach
- Internal assessment: evaluating how your own organisation is positioned to collaborate
- Partner selection: finding the right partner relationship to complement your objectives
- Working together: building a joint approach focused on mutual benefit
- Value creation: developing additional value from the relationship
- Staying together: ensuring that you measure and maintain maximum benefit
- Exit strategy: recognising the changes both internal and external and preparing for disengagement.

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If you are interested in finding out more about BS 11000 please contact **Blackmores** on +44 (0)1462 450591 or e-mail enquiries@blackmoresuk.com

Further information can also be found on www.blackmoresuk.com