

# 360 Partnering Model

- Performance
- Capital
- Business Renewal
- Personal Leverage
- Stress relief
- Fulfillment

**Senior Management Partnership**  
**Strategic Asset Management System**

- Clarity of goals / process
- Proactive leadership power
- Faster better decisions
- Optimal impact

Third Party  
 Facilitation / process  
 management

Tier One  
 System Integration  
 Co management Partner

**Facility  
 Manager**

Business  
 Renewal

**Custodial  
 Delivery  
 System**

System  
 Integration  
 Partner

**Maintenanc  
 e  
 Delivery**

System  
 Integration  
 Partner

**Energy  
 Delivery  
 System**

System  
 Integration  
 Partner

**Capital  
 Delivery  
 System**

System  
 Integration  
 Partner

## Partnering Principles

1. Shared Mission
2. Shared Goals
3. Shared Process
4. Shared Accountability
5. Shared Risk/Reward

## Performance Partnership Premises

- You managing the system vs. the system managing you
- Best practices system
- Performance breakthrough
- Personal Leverage
- Delegating of accountability
- More fun and fulfillment

## Supplier Partners

- As system integrators
- Bringing best practices and best performance
- Co design optimal mix of system components
- Co management. Partner accountable
- Constant research and development