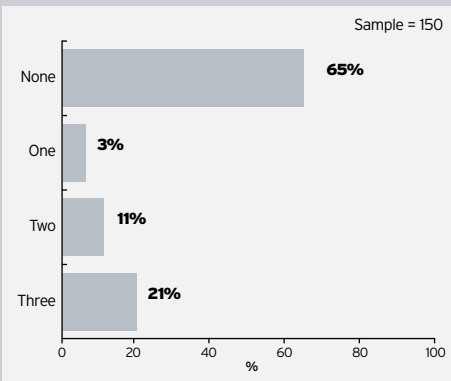


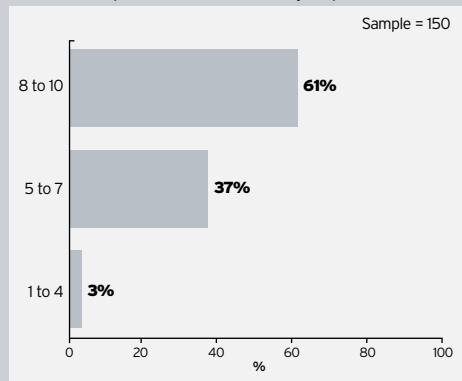
Quality, not cost alone

Thinking about the last three contracts your authority has let, how many have been let based purely on lowest price?



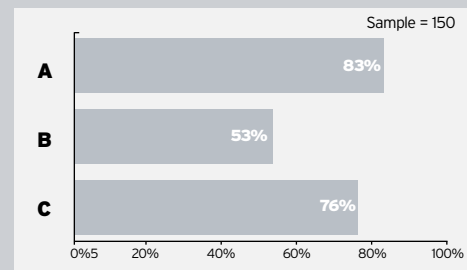
Innovation, not the conventional

How much importance do you feel your authority places on innovation in methods of delivering successful projects on a scale of 1 to 10, where 1 is not at all important and 10 is very important?



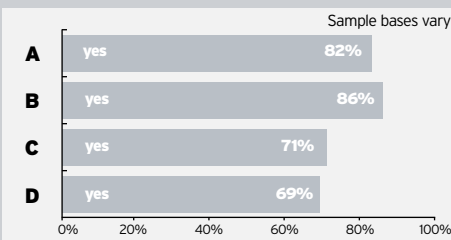
Innovation, not the conventional II

A. To what extent does the drive for innovation in procurement form an explicit part of your authority's strategy?
B. Do you encourage your main contractors to be innovative through the use of pre-agreed incentives?
C. Does your authority include a clearly documented allocation of possible risks and their significance in your tender documents?



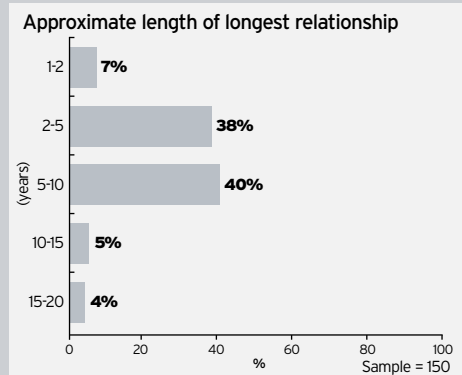
Performance management

A. Does your authority use benchmarking with other authorities to manage contract performance?
B. Does your authority use KPIs to monitor performance in your costs?
C. Does your authority set targets within your contracts for your main contractor to deliver ongoing improvements in KPIs year on year?
D. Is the attainment of these targets incentivised for your main contractor?



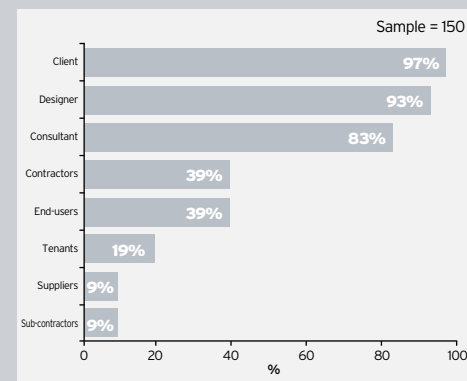
Partnering, not confrontation

79% of authorities have long-term relationships with their main contractors that extend beyond the life of a specific project.



Partnering, not confrontation II

Who makes up the core team involved at the design stage of the project?



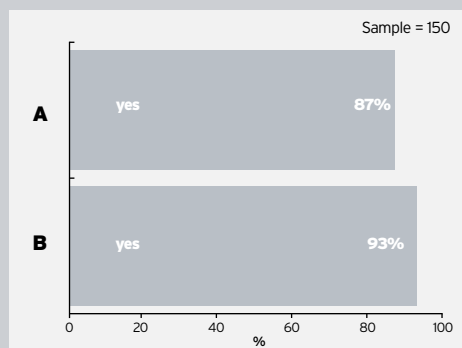
Commitment to people

In your authority's evaluation of the tenders of potential main contractors is there a formal assessment of the following



Customer focus

A. Does your authority actively seek the views of end-users before you start a project?
B. Does your authority have a developed programme to measure end-user satisfaction that goes beyond statutory requirements?



Take up of principles score

Each principle allotted score depending on relative importance

Quality not cost alone 30
 Partnering not confrontation 30
 Performance management 10
 Customer focus 10
 Innovation not the conventional 10
 Commitment to people 10
Total possible score of 100

Overall take-up of principles scores

