

# Why use Partnering on your Caltrans project?

It's good business!

## Benefits of Effective Partnering

The formal Partnering process used by Caltrans teams creates opportunities for:

- Higher Performing Projects
- More Efficient Resolution of Issues and Project Close-out
- Enhanced Safety of the Team and the Public
- Higher Levels of Trust and Personal Satisfaction
- Increased Collaboration between all Stakeholders

## It's our way of doing business.

Caltrans teams have been Partnering on projects since 1992. Caltrans and our industry partners at the Associated General Contractors of California (AGC), the Engineering and Utility Contractors Association (EUCA) and the Southern California Contractors Association (SCCA) adopted Partnering for Caltrans projects because it creates high performing teams and world class results.

## Learn More! Go to [CaltransPartnering.com](http://CaltransPartnering.com)

Download the *Field Guide to Partnering on Caltrans Construction Projects* or attend the offered free of charge



## **Partnering is NOT for us because ...**

***We already partner, so formal Partnering will not help us.*** True, many teams work together in an amiable way. For the highly successful teams, Partnering takes it further. The formal Partnering process causes teams to proactively make commitments to each other – person to person – about how they will communicate and problem-solve on the project. They collectively decide to put the *PROJECT* first and to own and resolve all project issues as a team in a timely way. And, they learn and apply tools for collaboration.

***It's just a way for the contractor to get more money.*** Perhaps, because jobs that go well tend to be more profitable. However, higher profitability for the contractor is not equal to higher cost to the owner. In fact, Partnering helps teams anticipate, identify and resolve problems before they impact cost and schedule, resulting in higher profitability without change orders!

***It costs too much.*** Partnering costs include the cost of the facilitator, the costs of a facility, and the cost of being away from the jobsite. However, the return on investment is usually significant. Think about the cost of a claim and consider what you would have paid to prevent it. Most project teams who have an effective Partnering process resolve issues *before* they become claims.

***We've already done work together before, so we don't need Partnering now.*** Every project is unique. Projects may look similar, but the challenges are typically very different, even when one project is a continuation of a previous one. The formal Partnering process is a way to proactively manage the issues and to achieve an even higher level of collaboration. Teams who work together from one project to the next create even stronger levels of trust and can really push the envelope of what is possible.

***We already tried Partnering and it didn't work.*** The reason Caltrans and its industry partners have invested in the Partnering program is because with most teams the implementation of a formal Partnering process enhances the effectiveness of the team, decreases the impact of negative factors and increases the probabilities of success. Partnering lays the foundation for building trust, establishing common expectations, understanding each other, communicating effectively, and resolving issues as they arise.

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