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Is Partnering the Solution?”**

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Institute for  
Collaborative  
Working

**The Next evolution of  
collaborative working**

# **Enhancing Collaboration for Performance**

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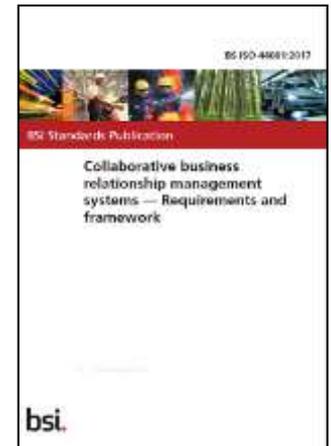
**ISO 44001 The International Standard for Collaborative Business Relationships**

# ISO TC 286 – COLLABORATIVE BUSINESS RELATIONSHIP MANAGEMENT

- **Chairman** - David Hawkins – ICW
- **Secretary** - Mick Maghar – BSI
- **Scope:** Standardization in the Field of Collaborative Business Relationship Management
- **Participating Countries:**
  - Austria
  - Belgium
  - Canada
  - Cuba
  - Finland
  - Italy
  - Malaysia
  - Portugal
  - Sweden
  - UK
  - US
  - + 17 Observing Countries

# ISO 44001 – What's New

- Adoption of ISO High Level Structure – in common with ISO 9001-2015 (and other ISOs) requiring a Corporate Relationship Management Plan (CRMP) to define the Collaborative Business Relationship Management System (CBRMS)
- Demonstrable evidence of Top Management (SER) leadership engagement
- Alignment of Joint Objectives with individual Corporate Business objectives
- Greater emphasis on Collaborative Working Competency and Skills
- Greater focus on value creation and the establishment of a value analysis process
- Consideration of the implications on wider relationships (Supply chain and extended enterprise).
- More comprehensive evaluation of the business case: benefits/risks of a collaborative approach.
- Better defined negotiation and engagement process
- The Joint Risk Register must incorporate issues previously identified on an individual organizational basis and also those resulting from any interdependency.
- Establishment of a mechanism to review the consequences of unintended change



# ISO High Level Structure- ISO 44001



- To harmonise management systems standards, ISO have established a mandatory approach, which is applied to all new standards and over time will be applied retrospectively to all management standards.
- The benefit is that internal processes which are common can satisfy multiple standards and be assessed jointly leaving only the specific requirements for individual applications



## Advantages of Certification to ISO 44001

- ✓ Integrates the framework into the Quality Management System (QMS) and provides discipline – Do what we say we are going to do!
- ✓ Independent view and report on approach – provides verification evidence - 3<sup>rd</sup> party endorsement
- ✓ Improved reputation
- ✓ Focus on system maintained
- ✓ Potential to share opportunities for improvement
- ✓ Access to certification bodies knowledge base
- ✓ Supports your brand
- ✓ Reassures staff, client base and stakeholders

## Benefits of using a Framework Standard

- All singing from the same hymn sheet
- Saves 'reinventing the wheel' each time
- Not prescriptive: can be adapted to fit circumstances.
- Facilitates effective selection of partners
- Easier to integrate working methods, processes and procedures
- Provides a consistent (joint) platform to support and sustain relationships in the long term - Doesn't leave it to chance – people leave!
- Helps to resolve disputes and facilitate smooth exit from relationship if/when needed
- Enables integration of the processes into the Quality Management System - thus audit – enables discipline and sustainment – provides focus on doing what we say we are going to do to manage collaboration risk and realise benefits
- Ensures reciprocity of activity



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Thank You

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The International Standard for Collaborative Business Relationships