



DEVELOPING A RESPONSIBLE PARTNERSHIP FRAMEWORK FOR YOUR ARCHITECTURAL PRACTICE

**AT FPM, OUR FIRM BELIEF
IS THAT A GOOD
PARTNERSHIP WILL
ACTUALLY INCREASE
YOUR PROFITABILITY,
ENHANCE YOUR
REPUTATION, AND MAKE
LIFE EASIER FOR YOU AND
YOUR CLIENTS.**

The construction industry is a highly competitive market: do the benefits outweigh the risks in formally teaming up with other businesses?

In our first whitepaper we examine the benefits of collaborative working.



YOUR BUILDING IN OUR SAFE HANDS

WHY WORK WITH PARTNERS?

Collaboration is a buzz word at the moment and for good reason.

Creating a partnership framework has many benefits.

Increasing Profits and Reducing Financial Risks

Partnership involvement, even as early as the tendering and negotiating stage, creates complete transparency across the project's finances. Costings can be calculated and agreed before presenting to the client, with all parties taking responsibility for their own financial risk.



Client Expectations

As an architect you are usually the first point of contact with a client. By working collaboratively with the PM, QS and contractor from the outset, realistic expectations can be set in terms of meeting your client's budget and time constraints. The logistics of the build can be discussed with all parties bringing their expertise to the table and any potential problems ironed out from the beginning. Your clients get a value engineered approach, reducing the risk of disappointment down the line.

Quality

Working in a partnership puts the responsibility on all stakeholders to get the job completed to high standards. No "passing the buck", but a joined-up approach to deliver the best possible outcome.

Before any project work is undertaken, we do recommend a "Framework Agreement" is put in place to maintain transparency throughout the process.



HOW DO YOU CHOOSE YOUR PARTNERS?

Consider your current supply chain.

Which suppliers:

- always answer your calls and are proactive in their communication
- provide the best value for money
- consistently deliver to your high standards across the project lifecycle, from concept to completion and beyond.

You want to ensure your designs are brought to life with a smooth transition from concept to completion.

Discuss the partnership idea with existing suppliers to get a feel for their attitude to working collaboratively and ask for evidence of how they have worked that way in the past.

OUR 5 Cs TO SUCCESSFUL COLLABORATION

1. COMMUNICATION
2. CONSISTENCY
3. CORE VALUES
4. COMMITMENT
5. CO-OPERATION



Partnerships are a positive addition to the infrastructure of any construction project and we believe they need to be considered a viable option for organisations of all sizes to adapt and thrive.

Our business has been built on a foundation of strong partnerships. We will be happy to share our experiences with you if you are looking to develop your collaborative working.

About the FPM Group

We are an experienced and knowledgeable multi-disciplinary organisation with a proven ethos of honesty, integrity and transparency.

The FPM Group offers refurbishment, fit out, facilities management and mechanical and electrical solutions to the commercial, industrial, educational and retail sectors.

We have a reputation for the highest standard of service, quality and delivery, regardless of the size or value of the project.

We work with all our stakeholders to deliver quality and cost effective solutions. The FPM Group is fully committed to the ethos of sustainability and the protection of the environment.



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