collaboration raises revenue.
Identifying and building collaboration between SMEs raised revenue from $80M to $275M in one year for a construction company. *McKinsey Quarterly*

collaboration increases quality.
One government contractor decreased cost of poor quality by 66% and boosted new product revenue by 22% by mapping and connecting knowledge resources in the organization. *Network Roundtable*

most companies don’t collaborate effectively.
Nearly 80% of surveyed executives said that effective coordination across product, functional, and geographic lines was crucial for growth, yet only 25% said that their organizations coordinate effectively. *McKinsey Quarterly*

Partnering Resources provides the missing information needed to collaborate effectively within and among organizations.

Much like an MRI shows the inner workings of the body, Partnering Resources’ CollaborationWeb process provides a snapshot of the inner workings of an organization. Using patented NetForm Connectors™ software, CollaborationWeb reveals how work really gets done.

Most importantly, CollaborationWeb reveals the combinations and interactions that can transform a group of individuals into a high-performing, innovative powerhouse.

CollaborationWeb Helps When…
- You’re missing opportunities or reinventing the wheel because people aren’t sharing knowledge or collaborating across the organization.
- You need to produce despite rapid market fluctuations and an uncertain customer climate.
- You need to create the new product or service that will help the company gain market share.

…Or When You Need To…
- Improve the speed and depth of knowledge sharing.
- Mine latent creativity and transform it into innovative products and services.
- Seize opportunities by mobilizing intellectual capital quickly and efficiently.
- Create high performing teams that have the right mix of human and social capital to generate results.
- Execute projects more effectively.
- Increase productivity of knowledge workers.
**How the CollaborationWeb Process Works**

CollaborationWeb is a four step sequential process. Companies tune the depth of engagement by choosing the number of steps undertaken.

**Step 1: CollaborationWeb Imaging**
Uncover your company’s hidden intellectual capital through CollaborationWeb Imaging. We used patented, proprietary Connectors™ software that analyzes human knowledge assets, gaps, and bottlenecks. We deliver objective data about capabilities and opportunities.

**Step 2: CollaborationWeb Mining**
Take a deep dive into your organization’s capabilities with CollaborationWeb Mining. In this step, leaders receive a detailed report identifying hidden subject matter experts, collaboration exemplars, and gaps in knowledge exchange and a step-by-step roadmap for optimizing return on human capital and innovation.

**Step 3: Creating a Collaborative Culture Leadership Summit**
Develop a culture that reinforces innovation and knowledge exchange by engaging leaders. This two-day workshop helps leaders embed collaboration into the structure and culture of the organization.

**Step 4: Building Collaborative Capacity**
These two-day workshops provide managers and team leaders with the tools and capabilities they need to work effectively across boundaries and improve collaboration.

<table>
<thead>
<tr>
<th>CollaborationWeb Imaging</th>
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<th>Creating a Collaborative Culture</th>
<th>Building Collaborative Capacity</th>
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<tr>
<td>Analyzes collaboration patterns, assets and liabilities. Generates data about collaboration patterns, assets and liabilities.</td>
<td>Identifies hidden SMEs, collaboration exemplars, and gaps in organizational collaboration. Produces a customized roadmap for optimizing collaboration, information sharing and innovation.</td>
<td>Builds structural, social and leadership support for collaboration. May include coaching leaders, developing measures and creating knowledge transfer mechanisms.</td>
<td>Builds staff capacity to share knowledge by introducing tools, techniques and methods for successful collaboration.</td>
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