



REAP THE BENEFITS OF COLLABORATION.

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**

align. adapt. achieve.

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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.

CollaborationWeb Imaging

Analyzes collaboration patterns, assets and liabilities. Generates data about collaboration patterns, assets and liabilities.

CollaborationWeb Mining

Identifies hidden SMEs, collaboration exemplars, and gaps in organizational collaboration. Produces a customized roadmap for optimizing collaboration, information sharing and innovation.

Creating a Collaborative Culture

Builds structural, social and leadership support for collaboration. May include coaching leaders, developing measures and creating knowledge transfer mechanisms.

Building Collaborative Capacity

Builds staff capacity to share knowledge by introducing tools, techniques and methods for successful collaboration.

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

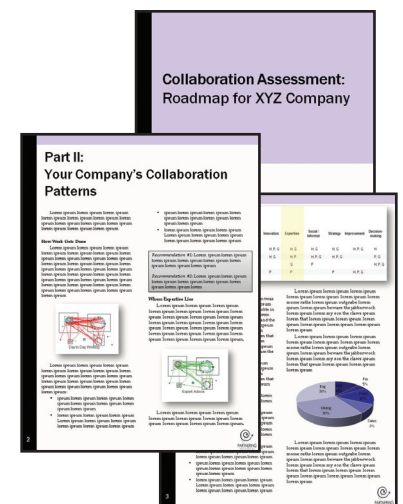
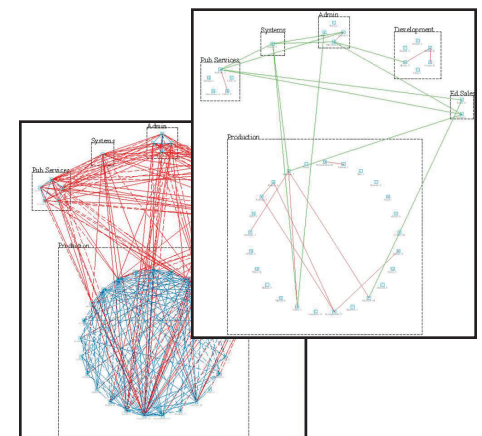
Take a deep dive into your organization's capabilities with CollaborationWeb Mining. In this step, leaders receive a detailed report identifying hidden subject matter experts, collaboration exemplars, and gaps in knowledge exchange and a step-by-step roadmap for optimizing return on human capital and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



Partnering Resources builds aligned, adaptable, collaborative companies that achieve their goals more effectively. We help companies seize opportunity, do more with less, build the future company, and get the best out of people. Our client list includes eCopy, eTeck, Fidelity, Financial Profiles, Hanover Insurance Company, and Momenta Pharmaceutical.

Partnering Resources gathers information through an online survey given to all employees within the target population. This information is analyzed using NetForm Connectors™, a proprietary, patented software product built on complex algorithms developed over 30+ years of research and work with 400+ companies. Connectors™ has been used by Fortune 500 companies such as IBM, Merrill Lynch, TRW, and Amgen, as well as by small-cap companies such as Saatchi & Saatchi and Zurich Insurance.