

## ***Delivering Business Outcomes***

## ***Through Successful Business Relationships***

***October 13<sup>th</sup> 2011***

***Intellect, Russell Square House, Russell Square, London, W1B 5EE***



Successful collaboration between organisations is more important than ever.

At **EQ Partnering and SSAPS** we passionately believe in the power of a great relationship to create value and deliver outcomes for two or more businesses working together. We understand the importance of making the right strategic choices, focusing the commercial deal on tangible outcomes and developing a mature, successful business relationship.

You may already be part of a collaboration that needs a boost or thinking of bringing in a provider to deliver IT and business processes, or teaming up with other organisations to work together.

Please join us for a **FREE workshop** offering you our insight to achieve a successful relationship that delivers your business outcomes.

### **What's included?**

#### **Making the Right Strategic Choices: Dr. Richard Sykes**

- Transformation in the IT vendor marketplace – competition that offers you greater freedom to manoeuvre your relationship and sustain competitive edge.
- Using technology to enable transformation – but with people, processes and culture at the heart of its delivery.
- The new world of measurement - shifting from technical SLAs to partnership delivery of business outcomes.

#### **Creating the Purposeful Deal: Gavin Bowden-Hall**

- Creating agile partnerships - structuring a deal differently so there is 110% focus on delivering business outcomes whilst adapting to an ever changing market.
- Looking for a new partnership - how to use the procurement process to secure the partnership with the agility, focus and relationships your business needs.
- Rescuing ineffective partnerships – save the investment you made in putting the deal together by recasting the contract and re-organising teams to enhance success.

#### **Leading for the Right Relationship: Sue Tompkins & Jess Long**

- Leading your organisation to ensure it is easy for other great companies to work with.
- Engaging your people with the spirit of the relationship – influencing their behaviours through who you are and what you do.
- Creating big relationships that deliver big results – and keeping the momentum going whilst the relationship matures.

**October 13<sup>th</sup>, 10.00 – 14.30.**

**Sign up today and start making a difference to your results**

**Contact Julia at [julia@ssaps.co.uk](mailto:julia@ssaps.co.uk)**