



Vested: The Art of the Partnership

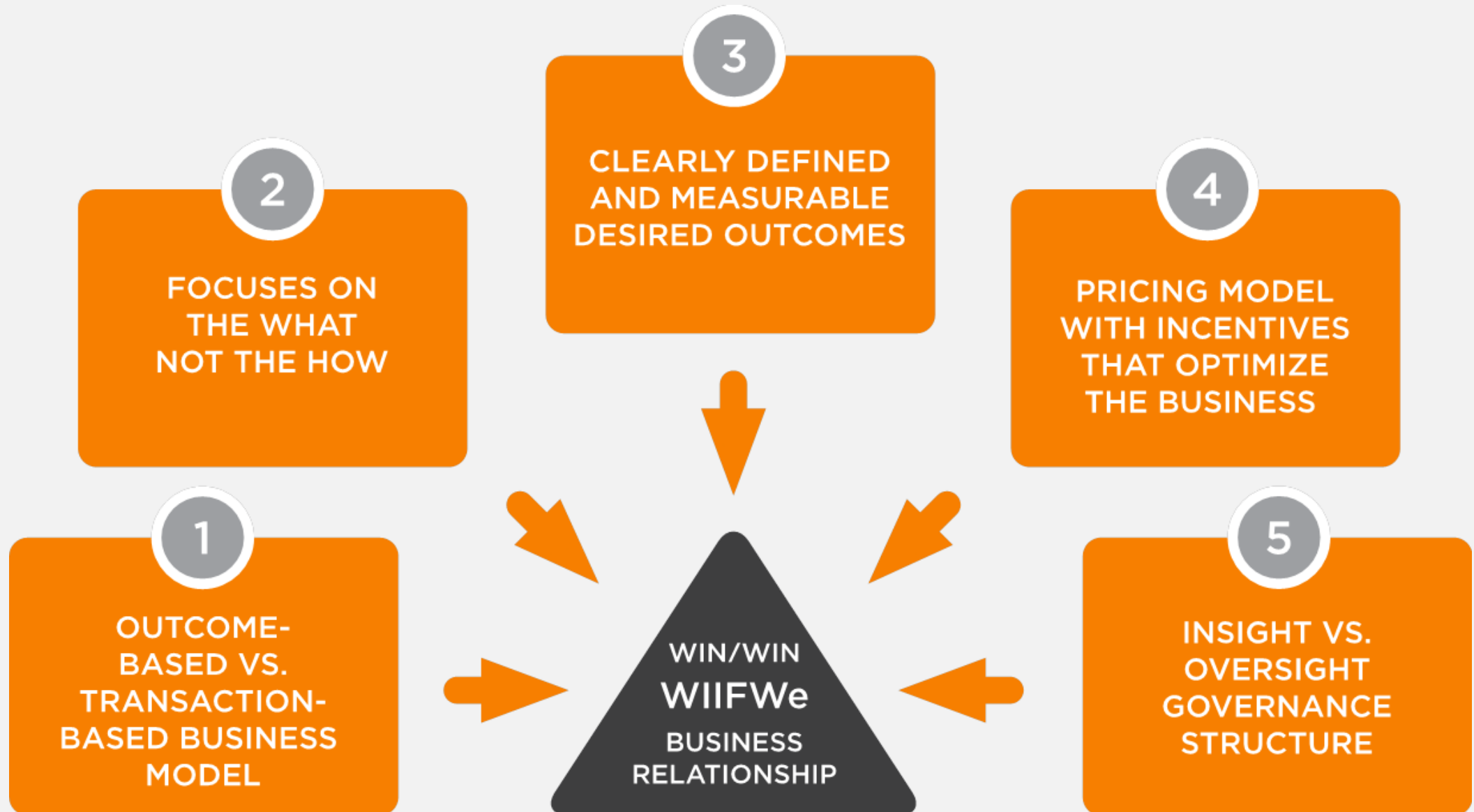


The Best Had a Different Mindset



What's in Fit for now

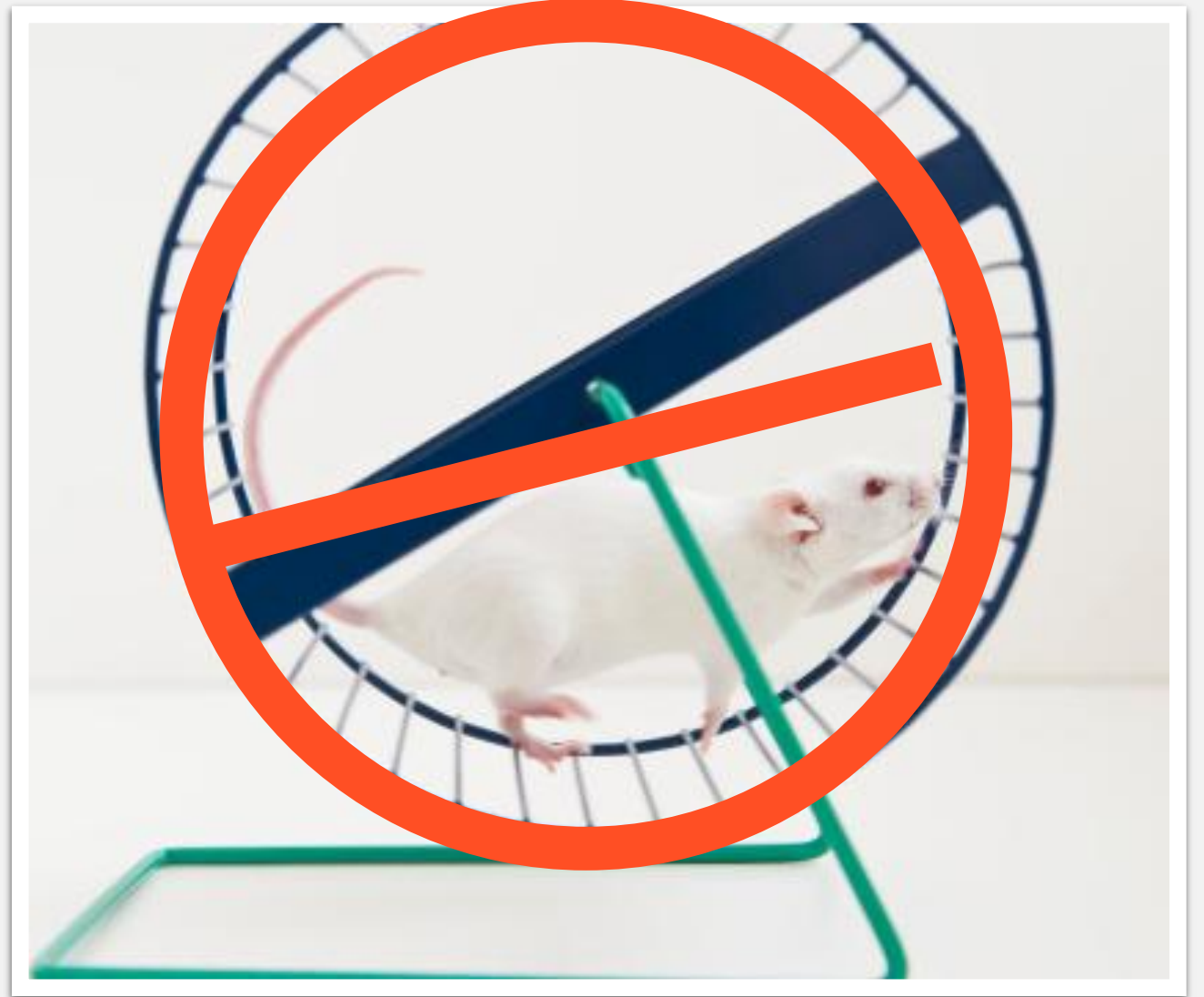
Five Key “Rules”



Rule

1

Outcome- Based vs. Transaction- Based Thinking



"We wanted a supplier that could take charge of the buildings, not just take care of them."

A background image showing two rock climbers on a dark, craggy cliff face. The climber higher up is in a red shirt, and the one lower down is in a green shirt. They are silhouetted against a bright blue sky. In the distance, there are snow-capped mountains.

**“We wanted a
supplier who
could take charge
of the building,
not just take care
of them.”**



William Reeves

*Director of Employee & Workplace
Design & Delivery Services
Procter & Gamble*



P&G Innovates Again:
Next Gen Smart Buildings

BY LARRY BRIDGE

Collaborating with
JLL on the first
ever “smart
building”
technology
program reduced
energy cost
between 8-13%

Rule

2

**Focus
on the
WHAT,
not the
HOW**







U.S. Department of Energy
Rocky Flats Field Office

Procurement Request—Authorization

1. To Awarding Office
DOE/RFO/CMD

2. From Initiating Office
U.S. Dept. of Energy, Rocky Flats Field Office, Contracts Management
Division, P.O. Box 928, Bldg 131, Golden, CO 80401-0928

3. PR Number 34-00R000325.004

4. Change/Correction to a PR in Process ☐

5. If Item 4 is checked, Enter PR Correction Letter

6. ☒ Acquisition ☐ Assistance

7. Consistent with Principal Purpose of Program ☐

8. Purpose of Acquisition (Check as many as apply)
☐ Supplies ☐ Research & Development
☐ Construction ☐ Advisory & Assistance Svcs
☐ Architect/Engineer Services ☐ Support Services
☒ Other (Requires Description)
PESMC

9. Description of Work/Purpose of Assistance
MODIFICATION REVISION TO PERFORMANCE RATING PLANS.
MOD. #135

10. Name KAISER-HILL CO., LLC

11. Address

12. Product or Service Code for Acquisition Actions Only

13. CFDA Number For Assistance Actions Only

14. OSTI Deliverable For All Actions

15. Grant ☐

16. Division

17. (Reserved)

18. Master B/N

19. Desired Award Date

20. Unmodified Proposal Number

21. Project Number

22. Government Property F-Furnished, P-Purchased, B-Both, N-Not Involved

23. Government Share

24. Awardee Share

25. Total

FY FUNDS COMMITTED

26. Agency Symbol	27. B&R Number	28. Dollar Amt.	29. Allotment	30. Object Class	31. AFP	32. CFA
89X0231.91	EW00K1300	\$0.00	RFP191	254	RF1000SS	

33. From Continuation Sheet

34. Project Period from thru

35. Total Funds This PR: \$0.00

36. For Assistance Actions Only: Budget Period from thru

PROJECT MANAGER/INITIATOR

37. Name STEVE SCOTT - CMD

38. Signature *Steve Scott*

39. Date 11/30/99

40. Office Code

41. PFR No. 990-0900

42. Cumulative Obligations

43. Name N/A - ZERO \$ IMPACT

44. Signature

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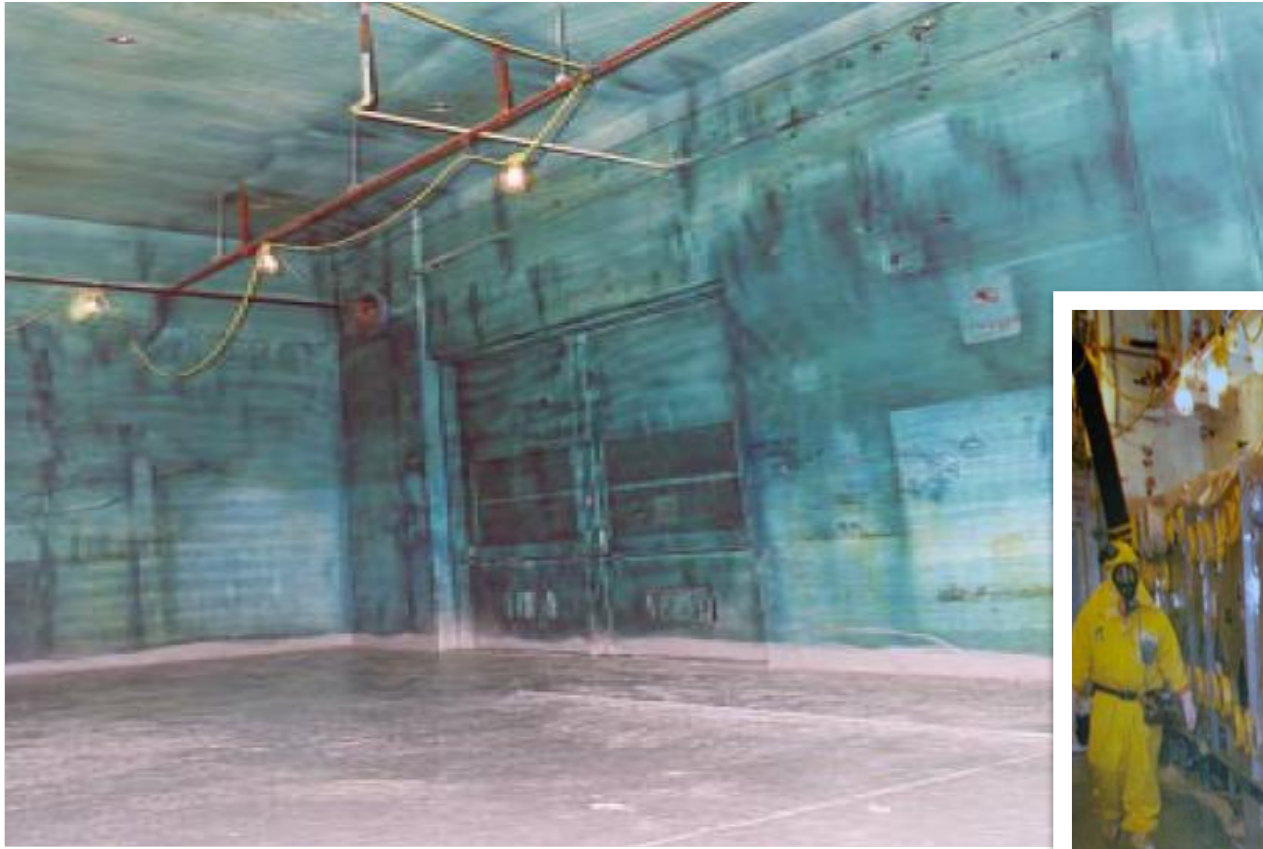
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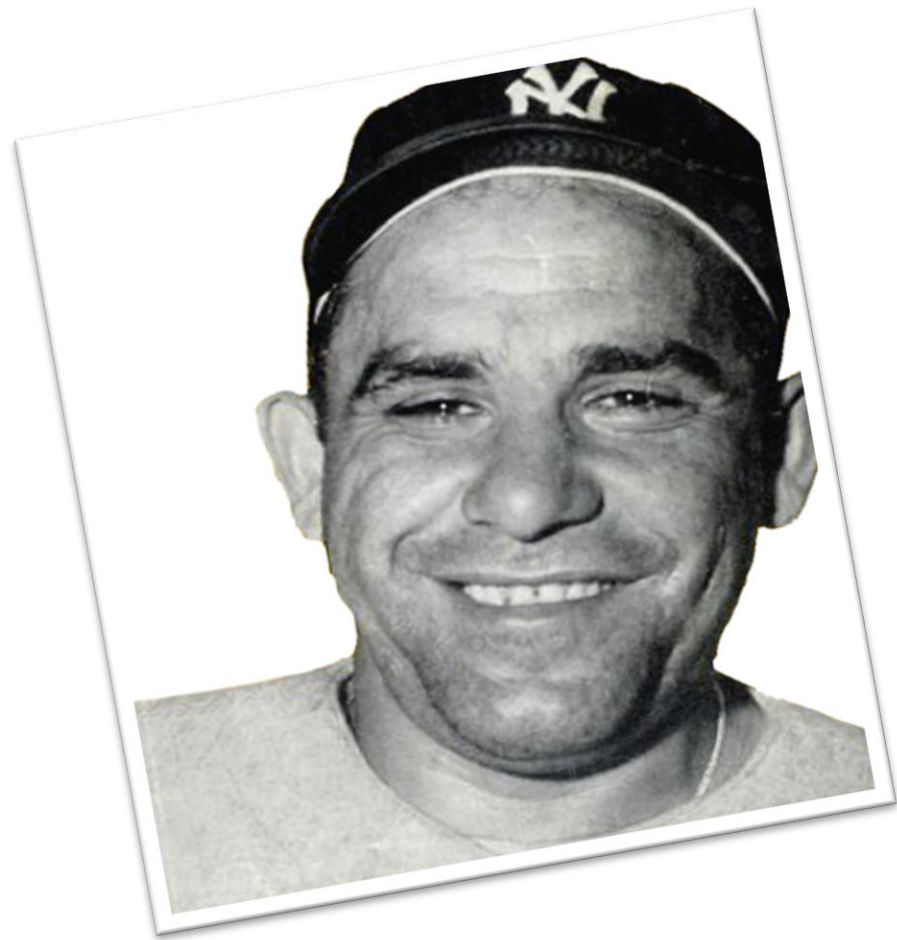
Over 200 Innovations....



Rule

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Clearly Defined and Measurable Desired Outcomes



*You got to be very careful if you
don't know where you're going,
because you might not get there.*

- Yogi Berra





“Rebuild the bridge
by December 24th,
2008”

*(and 5 other key success
indicators)*

Tim Pawlenty
Former Governor
Minnesota



Rule

4

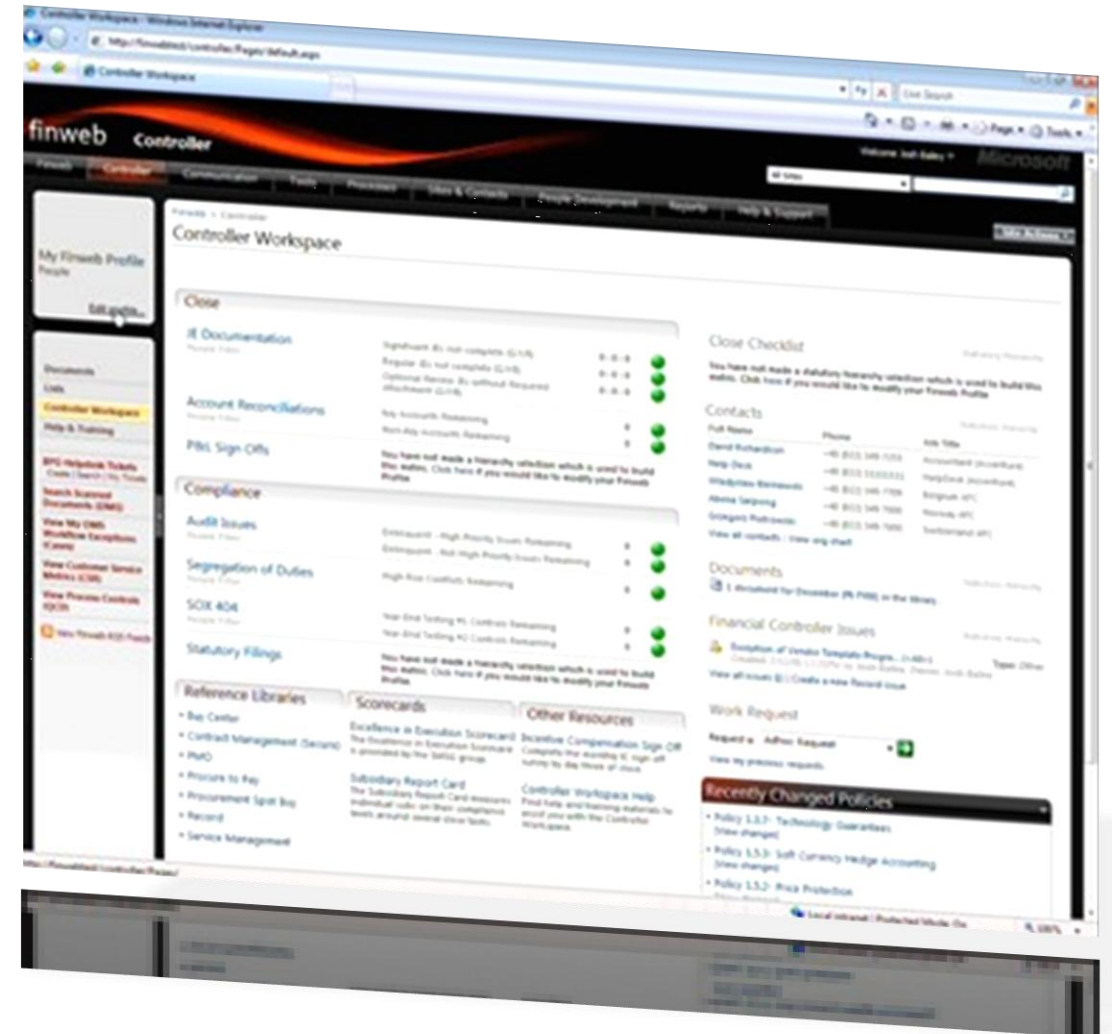
Economics with Incentives to Optimize the Business



Price

vs.

Win-Win
Pricing Model



“We could “lift and shift” where the service provider ***would as quickly as possible*** determine a clear and accurate baseline which they would be expected to improve with Microsoft.

The service provider would then be ***highly compensated*** for achieving transformational results.”



Taylor Hawes

General Manager and Controller
Finance Operations
Microsoft

Rule

5

**Insight
vs.
Oversight
Governance**

ME



WE

***Manage the Business...
Not Just the People***

Oh, the jobs people work at!
Out west, near Hawtch-Hawtch,
there's a Hawtch-Hawtcher Bee-Watcher.
His job is to watch . . .
is to keep both his eyes on the lazy town bee.
A bee that is watched will work harder, you see.



“None of us
is as good as
all of us.”



Ray Kroc

Founder

McDonald's



Who ran out of
chicken during the
Asian Avian Flu
crisis?



Collaborating
with suppliers
to double
beef patty
production

What Is YOUR Mt. Everest?



Photo by Alison Levine

Source: P&G

Connect with me on



*Pick up a
copy...*

