

MAX Partnering® Software Managing Business Relationships

*Delivers Visibility, Accountability and Control
in managing your business relationships*



Business Relationship Management (BRM)

It is impractical for a company to be an expert in every business function. There isn't enough time or money. Leveraging a network of partners that can compliment your core competencies and will enable your company to focus on the functions that deliver your unique competitive advantage.

Successful Partner models require skills in managing effective business relationships. These skills include the ability to assess your core competencies, define business requirements, establish selection criteria, conduct a selection process and then begin to manage ongoing performance.

Competitive Advantage

Visibility, Accountability and Control: In every dynamic business there is a need to move quickly and efficiently through the change process in order to be early to market to meet customer requirements. MAX Partnering® provides:

- Visibility into all change projects and key deliverables through integrated project management.
- Accountability is established for every action item with real-time updating and auto e-mail reminders to create a closed loop process.
- Control is increased through clear accountability and improved real-time information visibility.

Ease Of Use: MAX Partnering® is designed for use by all levels of computer expertise. Whether you're an experienced professional or just beginning, you will find that MAX Partnering® is intuitive to navigate .

Unique In The Industry: MAX Partnering® provides assessment next steps directly to you instead of hiring expensive consultants. MAX Partnering® has integrated over 15 tools for your use, where the alternative is to utilize standalone tools and then compile the information as a snapshot.

Web Enabled: MAX Partnering® does not come on a CD. You are able to access your own personal version via the Internet. You are not locked down to using only one PC. You can access it from virtually anywhere, anytime, while using your favorite web browser.

Benefits

Software as a Service (SaaS) subscription model means that no start-up IT support is required for using the MAX Partnering® software.

Embedded best practices means you are leveraging proven means to achieve your objectives.

Standard, and customizable, self assessments focused in specific elements of successful change programs including Direction, Ability, Incentive, Resources, Structure and Action.

Employ process management functionality that enables you to define process steps, assign metrics, set goals and track current levels of performance.

Technology driven best practices model for selecting and awarding Provider business activity.

Automated selection management allows you to establish performance criteria for decision making.

Tool integration eliminates duplicate data entry errors, thereby increasing efficiency.

User access is customizable to limit each individual users access capability.

Accountability through e-mail via delivery of action item notices, with automatic reminders when items are coming due and overdue. Updates are completed through the web real time.

Customizable reporting available real time to focus management's sense of urgency.

Software Features

Readiness Self Assessment: Complete a readiness self assessment to determine your change preparedness and then receive a unique set of observations, recommendations and actions to improve your current state. The assessments are based on the award winning Driving Complex Change® methodology.

Core Competency Review: Identify the current and future core competencies of the organization or project, determining whether investment, disinvestment or no action is required.

Process Flowcharting: Create a process map, identify process steps, and implement measures to establish a target level of the desired performance.

Selection Criteria Management: Identify, prioritize and categorize business requirements by People, Process, Technology and Structure.

Provider Selection Administration: Using our secure messaging protocol MAX Interact®, you can assign partners to receive quotes, generate request letters, manage responses, compare and evaluate results.

Program Award Administration: Compare and contrast all inputs and then recommend the best operational choice.

Relationship Assessment Management: Schedule assessments, determine budgets, assign appropriate resources, and communicate with internal or external functions. Assign corrective action requirements and utilize spotlight reports to track activities and monitor results.

Integrated Project Management: Manage all of the action items across all of the tools in one location. The interface enables point & click access to all tools and current status.

Software Features (cont)

Corrective Action Resolution: Assign ownership and accountabilities and utilize a single corrective action management interface to view status, manage resources and manage results. Create corrective actions requests automatically using predetermined performance criteria.

Communication Planning: Map out the key communications that need to be delivered. Defines ownership, due dates, communication method, frequency, audience and expected outcome.

Business Intelligence Console: A centralized configurable reporting tool that provides customized reporting across the entire MAX Partnering® platform.

Approved Parties Listing: Manage pertinent information on all authorized and approved personnel/companies that will utilize the software directly to status or manage action items.

Knowledge Pro: Provides important information for the project team to mitigate many concerns or risks inherent in the project design. Knowledge Pro includes: Key Success Factors, Common Pitfalls of Change, Helpful Hints, and a Glossary of Terms.

Additional Software Features readily available through MAX Partnering® include:

Stakeholder Assessment and Management
Risk Assessment and Management
Scorecard Administration and Management

Support & Training

Should you encounter any problem with MAX Partnering®, you can call our expert Support personnel and together we will resolve the problem.

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