## IPI Horizontal Construction Project Partnering Scalability Matrix

**Scale your Partnering:**

In order to determine the level of Partnering that you should apply to your construction project, take a moment to collaboratively assess your project risk factors.

The higher the risk, the more intensive your Partnering efforts should be. When in doubt, scale your Partnering efforts upward to set your project up for success; you can always scale it back down once the project is underway.

### Risk Factors*

<table>
<thead>
<tr>
<th>Level</th>
<th>Project Value</th>
<th>Complexity</th>
<th>Political Significance</th>
<th>Relationships</th>
<th>Desired Level of Engagement</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>Very Large/Mega</td>
<td>High</td>
<td>High</td>
<td>New Project Relationships including: new contractors, sub, agencies, third-parties, high turnover rate of subs or other high potential for conflict (strained relationship, previous litigation, or high probability of claims)</td>
<td>Very High</td>
</tr>
<tr>
<td></td>
<td>(multi-phased highway corridors, complex bridges and structures)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>($250M-$500M+)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Large</td>
<td>High</td>
<td>Probable - Organizational image at stake</td>
<td>New Contractors or CM, New subs/relationships</td>
<td>High</td>
</tr>
<tr>
<td></td>
<td>(new design, new contracting method, or challenging rehabilitation/renovation)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>($10M-$250M)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Small</td>
<td>Moderate</td>
<td>Unlikely, depending on the size of the client and place of importance</td>
<td>Established relationships New CM, subs, agencies, or other key stakeholders</td>
<td>Moderate</td>
</tr>
<tr>
<td></td>
<td>($5M - $10M)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>Micro</td>
<td>Low</td>
<td>Unlikely, depending on the size of the client and place of importance</td>
<td>Established relationships New CM, subs, agencies, or other key stakeholders</td>
<td>Moderate/High</td>
</tr>
<tr>
<td></td>
<td>($0-$5M)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Partnering Structure and Elements

- Professional neutral facilitator
- Partnering training required for all team members
- Project charter
- Multi-tiered Partnering (executive-core team - stakeholder)
- Monthly Partnering meetings (design through construction)
- Special task Forces for specific issue resolution
- Stakeholder on-boarding/off-boarding
- Subcontractor on-boarding/off-boarding
- Monthly surveys
- Executive sponsorship
- Field-level decision making
- Issue resolution ladder and DRB
- Facilitated dispute resolution

### Benefits and Approx. Cost**

- Very high accountability, Issues tracked and decisions made timely, Momentum maintained as progress continues in spite of issues that arise
- Approx. $20,000/qtr.

- More timely decision-making in field, Stakeholders phased in and out, Designers involved throughout process
- Approx. $10,000-$15,000/qtr.

- Increased predictability, Reduced (zero) claims, Improved safety, Improved schedule, On or under budget
- Approx. $1,000 - $8,000/qtr.

**Cost of facilitation based on $5,000/day and $500 per scorecard
Please note that daily rates for facilitators can vary widely.

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*Risk factors will vary by project. Though these are the most common, additional factors should be considered if necessary.

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