

Choosing What Projects to Partner

All projects can utilize partnering because it is a scalable process and we think of it as a risk management tool. If you were to choose only one project, then you should choose to partner the project that is most at risk of not being successful. We say "not successful" in the eyes of any of the project stakeholders (owner, contractor, designer, end-users, etc.). [The Partnering Potential Indicator \(PPI\)](#) is an instrument that can help you measure the potential risks a project faces. It is a key tool in the IPI Owner's Toolbox, which allows you to determine which projects will be best assisted through Partnering. It can also help you determine which level of Partnering to select in either the IPI [Vertical](#), [Horizontal](#), or [Aviation Matrices](#).

By completing the questions of the PPI as they relate to your project, and computing the project's score, you should be able to make an informed decision on the potential benefits partnering can provide.

Using the [Partnering Potential Indicator \(PPI\)](#)

There are 33 criteria used to score a project - by going through this instrument with your PMs (or even with your counterpart from the contractor) you can determine how much partnering you need and whether you should hire an IPI Certified Construction Partnering Facilitator to steer the process. Below is an abridged version of what each score will recommend. See the full PPI document for more details.

How to Interpret your Partnering Potential Indicator Scores

If your score is between:

80 - 90 (Level 1 Partnering in the Matrix)

Low Risk - There is low risk to this project's success. Partnering will still help reduce risk by helping the team examine each challenge and planning for its management, and will provide an opportunity to gain an understanding of what each stakeholder needs so you can better execute the project.

33 - 69 (Level 3-5 Partnering in the Matrix)

High Risk - This project faces a significant threat of conflict, communication and relationship problems. This project has enormous benefit to be gained from partnering, as it has many challenges that are best faced as a team. The process should be led by an IPI Certified Construction Partnering Facilitator. Depending on the budget and complexity of the project, IPI recommends implementing Levels 3, 4 or 5 Partnering for this type of project.

70 - 79 (Level 2 or 3 Partnering in the Matrix)

Medium Risk - This project has "medium" risks to its success. Partnering offers your project a significant benefit. Working through the major challenges identified in the PPI (i.e. statements with scores of 1 - 1.5) will significantly increase the chances for a successful project.

Thanks to Sue Dyer for use of the Partnering Potential Indicator, which originally appeared in "Partner Your Project" (1996). Visit our website to purchase your copy. All proceeds go to IPI!

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