UNLOCKING VALUE WITH PROVIDERS

Getting the best out of professionals

Presented by Steve Mander

Be clear on what you need

Desired outcomes

Clearly defined goals lead to success.

Scope

Outline project boundaries to avoid confusion.

Timing

Set realistic deadlines to stay on track.

Budget

Determine costs to manage financial expectations.

Choose quality and fit over price

Proven industry track record

Look for providers with a **strong history** of success. Their past results can indicate reliability and capability in delivering high-quality services.

Alignment with company values

Selecting partners who share your **core values -** this creates better collaboration. It also makes sure there's a smoother working relationship and a shared vision for projects.

Clear deliverables and acountability

Make sure your provider outlines **specific deliverables** upfront. This transparency helps set expectations and accountability, leading to a more productive partnership.

Treat them as partners

Treating your service providers as partners encourages **collaboration** and trust. By integrating them into your business mission, you create a stronger connection and align goals effectively.

Sharing business context is crucial. When providers understand your objectives, they can tailor their services to meet your specific needs, leading to more successful outcomes and satisfaction.

Maintaining open communication is essential. Recognising good work and offering constructive feedback not only strengthens relationships but also encourages providers to strive for excellence in their work.

Clear terms and communication

Establish agreements and maintain consistent updates

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