



## Collaborating to win



Creates a shared outcome and action plan



Recognises that the relationship is a critical asset

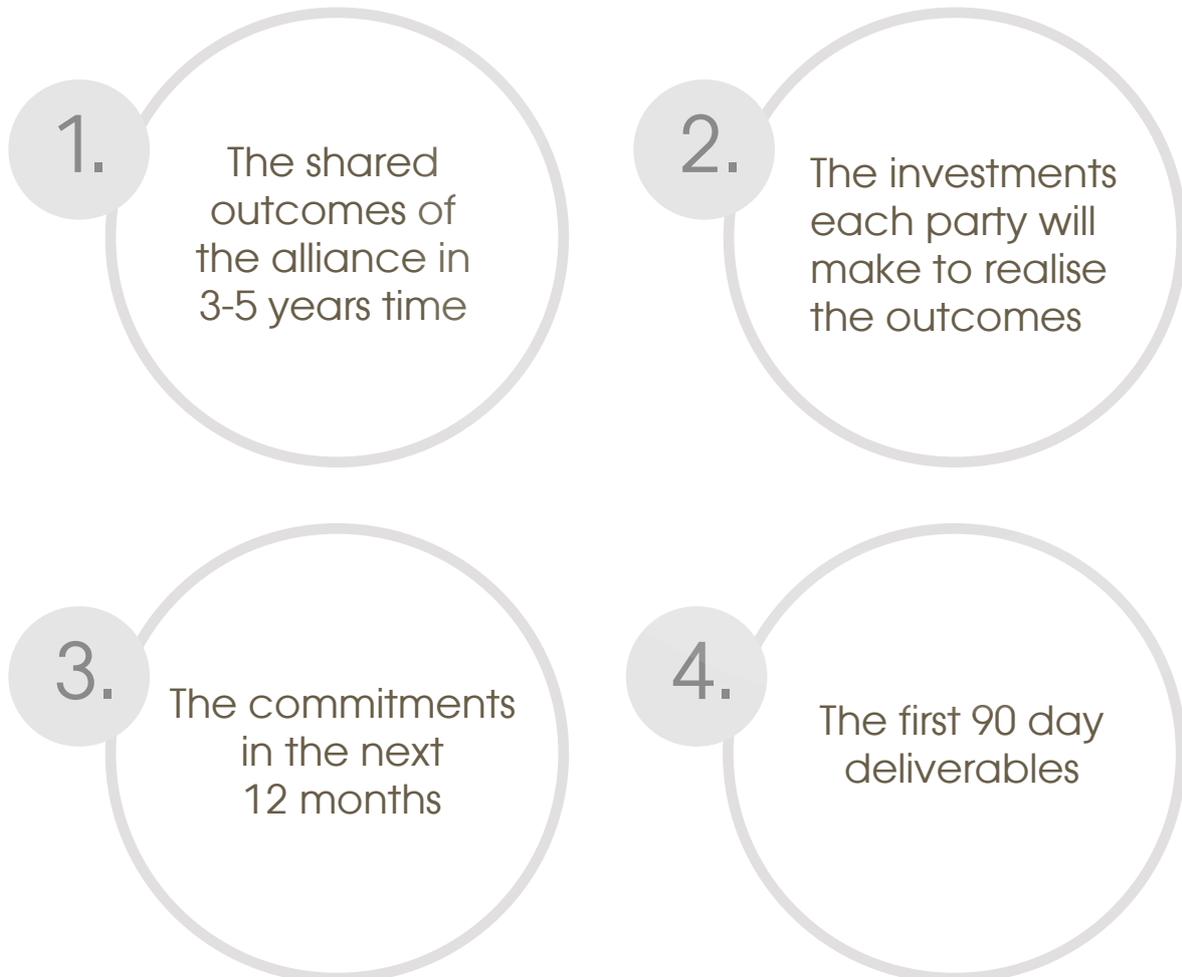


Creates clear responsibilities and accountabilities

# How does it work?

Key representatives from each organisation attend a 1/2 to 3/4 day workshop to develop a one page road map.

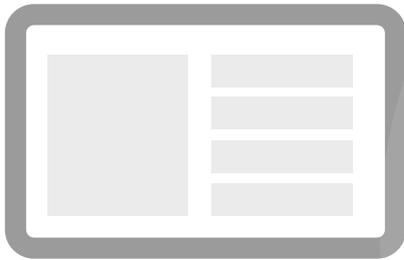
This road map articulates:



# Web application

The one page road map is uploaded to a web based application to track and monitor progress as well as providing visibility to all parties involved.

One page road map



Online cloud solution



Accessible & secure



Adaptive & updatable



Visual & simple reporting



# Application areas

- Key account relationships
- Critical supplier relationships
- Partners
- Major projects

Essentially, Success Alliance will enhance relationships which are critical assets to delivering outcomes over multi-year journeys.

## Successful alliances

Waterfield are collaboration specialists. Some of the key relationships we have been engaged as facilitators on are:

- Melbourne Docklands
- Green Building Council of Australia
- Monash Partners
- Victorian Comprehensive Cancer Centre

# Case study

## Victorian Comprehensive Cancer Centre

A proposition had percolated for a number of years for a comprehensive cancer centre to create a powerful alliance of eight successful Victorian organisations committed to cancer control. These included;

- Peter MacCallum Cancer Centre
- Melbourne Health (including The Royal Melbourne Hospital)
- The University of Melbourne
- St Vincent's Hospital Melbourne
- The Walter and Eliza Hall Institute of Medical Research
- The Royal Women's Hospital
- The Royal Children's Hospital
- Western Health

Waterfield was engaged to design and facilitate the process to bring all parties to an agreement on how to structure and govern this complex entity.

The Victorian Comprehensive Cancer Centre concept, structure and governance model was collectively developed and agreed by all parties. The business case was signed off by the Victorian State Government and successfully joint funded by the State and Federal Governments for \$1.0 Billion.

# Contact us

To discover more about how Success Alliance can deliver outcomes for you, please contact us directly.

## **Kevin Nuttall**

m: +61 414 239 304

p: +61 2 9922 1881

e: [knuttall@waterfield.com.au](mailto:knuttall@waterfield.com.au)

w: [www.waterfield.com.au](http://www.waterfield.com.au)

