

Decision Spreadsheet

Definitions:
 %WA = % Weighting for value statements
 %WB = % Weighting for delivery statement
 %TW = %WA x %WB = Total weighting A x B

Scoring (1-5 performance Scale)	
1	Unsustainable
2	Poor
3	Satisfactory
4	Good
5	Excellent

A. Value Statement	%WA	B. Delivery Statement	%WB	%TW	Client's Organisation		%WB	%TW	Contractor* Name:	
					Raw Score	Weighted Score			Raw Score	Weighted Score
1. Cost	20%	1.1 Profitability of project	14.3	2.86		0.00	14.3	2.86		0.00
		1.2 Capital available to undertake the project	14.3	2.86		0.00	14.3	2.86		0.00
		1.3 Strength of balance sheet	14.3	2.86		0.00	14.3	2.86		0.00
		1.4 Willingness in 'open book' budget exchanges	14.3	2.86		0.00	14.3	2.86		0.00
		1.5 Sharing of profit/loss	14.3	2.86		0.00	14.3	2.86		0.00
		1.6 Financial management capability	14.3	2.86		0.00	14.3	2.86		0.00
		1.7 Availability of human resources	14.3	2.86		0.00	14.3	2.86		0.00
					100	20.00		0.00	100	20.00
2. Duration	20%	2.1 Proposed construction period	50.0	10.00		0.00	50.0	10.00		0.00
		2.2 Track record of delivery in time	50.0	10.00		0.00	50.0	10.00		0.00
			100.0	20.00		0.00	100.0	20.00		0.00
3. Risk	20%	3.1 Equitable risk/reward sharing model (Usually higher risk, higher reward)	25.0	5.00		0.00	25.0	5.00		0.00
		3.2 Risk management capability	25.0	5.00		0.00	25.0	5.00		0.00
		3.3 Readiness in new risk transfer strategy	25.0	5.00		0.00	25.0	5.00		0.00
		3.4 Readiness in new embrace strategy	25.0	5.00		0.00	25.0	5.00		0.00
		3.5 Willingness to put profit at risk based on over/under-performance against agreed KPIs			N/A	N/A	25.0	5.00		N/A
			100.0	20.00		0.00	100.0	20.00		0.00
4. Relationship	25%	4.1 Business relationship	9.1	2.27		0.00	9.1	2.27		0.00
		4.2 Alignment of interest	9.1	2.27		0.00	9.1	2.27		0.00
		4.3 Level of trust	9.1	2.27		0.00	9.1	2.27		0.00
		4.4 Level of cooperation	9.1	2.27		0.00	9.1	2.27		0.00
		4.5 Language (ability to communicate)	9.1	2.27		0.00	9.1	2.27		0.00
		4.6 Willingness to share information	9.1	2.27		0.00	9.1	2.27		0.00
		4.7 Ability to form an integrated project team	9.1	2.27		0.00	9.1	2.27		0.00
		4.8 Clear understanding of individual and collective responsibility	9.1	2.27		0.00	9.1	2.27		0.00
		4.9 Long term commitment	9.1	2.27		0.00	9.1	2.27		0.00
		4.10 Customer care/satisfaction	9.1	2.27		0.00	9.1	2.27		0.00
		4.11 Previous partnering/alliancing experience	9.1	2.27		0.00	9.1	2.27		0.00
			100.0	25.00		0.00	100.0	25.00		0.00
5. Innovation	10%	Innovation and capability of								
		5.1 Design	20.0	2.00		0.00	20.0	2.00		0.00
		5.2 Technology	20.0	2.00		0.00	20.0	2.00		0.00
		5.3 Systems (Monitor, review and report)	20.0	2.00		0.00	20.0	2.00		0.00
		5.4 Techniques (plan, coordinate & workshopping)	20.0	2.00		0.00	20.0	2.00		0.00
		5.5 Achieving stretch targets	20.0	2.00		0.00	20.0	2.00		0.00
			100.0	10.00		0.00	100.0	10.00		0.00
6. Standard	5%	6.1 Safety standard	33.3	1.67		0.00	33.3	1.67		0.00
		6.2 Health and environmental standard	33.3	1.67		0.00	33.3	1.67		0.00
		6.3 Quality standard	33.3	1.67		0.00	33.3	1.67		0.00
			100.0	5.00		0.00	100.0	5.00		0.00
Value statements 1 to 6	100%	Demonstrate partnering/alliance capability		100		0.00				0.00

Note:
 N/A = Not applicable
 *Number of column for contractor can be added to accommodate the evaluation of several contractors
 (1) Relationship has the highest weighting due to its importance
 (2) Value and delivery statements can be modified to suit current projects

Scoring of 3(Satisfactory) and above would be suitable to enter into relationship contract [Benchmark]
 (Benchmark could be reset to suit client's expectation)