

# Strategic Partners

## What is a Strategic Partner?

**SC21 has appointed Industry Forum as one of five organisations to be SC21 Strategic Partners.**

The SC21 strategic partner has sufficient expertise and resource to deliver full awareness training of the SC21 programme including diagnostic and action plan.

The role of the SC21 strategic partners is to:

- Conduct business in line with SC21 principles in particular the relationship code of practice.
- Deliver an awareness level presentation of SC21 including a benefit statement ("what is it for me?").
- Facilitate a board level discussion on whether SC21 is right for the organisation.
- Undertake diagnostics using SC21 principles to produce a specific business plan with clear **Areas for Improvement (AFI)**.
- Facilitate feedback of the AFI's to the organisations leadership team to gain buy in.
- Be able to deliver an understanding level training to the relevant organisation's personnel who will be actively engaged in the programme.
- Identify and refer AFI which may require specialist training partners to help.
- Establish baseline metrics to measure current maturity, rating and monitor future progress.

Each SC21 self starter will be allocated a Strategic Partner to work with them.

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### The Strategic Partner 3 Step Process

The SC21 strategic partner activity is delivered through a 3 step process:

#### Step 1: SC21 strategic overview

For organisations who are not yet signed up to SC21 the strategy partner provides:

- A top level SC21 programme awareness
- An overview of the Accreditation, Development and Performance, and Relationships action streams
- Support to decide if SC21 right for the organisation
- Assistance to sign up to SC21 if appropriate

#### Step 2: SC21 strategic diagnostic

Within the strategic diagnostic process the strategy partner provides:

- An overview refresh of the SC21 programme to a broader audience within the organisation
- A facilitated self diagnostic activity to identify where to focus SC21 activity within the organisation

#### Step 3: SC21 continuous sustainable improvement plan (CSIP)

The strategy partner works with the organisation to

- Develop a Level "0" action plan for areas of improvement and specific action areas
- Facilitate the identification of business groups (customers, suppliers, regional partners) to form an SC21 improvement group.
- Identify specific work stream modules required to support the detailed plan

**Industry Forum is provided by SC21 with a list of organisations to contact as the nominated Strategic Partner. We will arrange to visit you and discuss your needs free of charge.**

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