

Helmsman Consulting

Performance Reset & Realignment Workshops

(Re)align your project, contract and business unit partnerships and get the performance you need to drive real, lasting outcomes.

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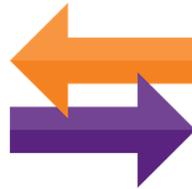


(Re)align your project and business partnerships

Boost partnership performance without resorting to combative and time-intensive interventions. We'll help you work *with* your partners to (re)set your relationship, (re)align your goals and expectations, and drive your shared performance to new heights.



Project and business performance can suffer for all kinds of reasons. But when two or more independent parties are involved, it can be hard to get to the bottom of why—let alone agree on how to fix it.



When outcomes depend on the shared performance of contract partners or autonomous business units, enterprises need a simple way to get (or keep) shared performance on track—so they can focus on delivering outcomes for customers, shareholders and the community.



Our Performance Reset & Realignment workshops combine Helmsman's 15+ years of experience helping organisations solve complex project problems with our unique approach to getting performance through partnerships, to help you (re)set your relationship, (re)align your goals and expectations, and drive your shared performance to new heights.

Who is it for?

Whether your partnership is kicking goals, falling short, or just starting out, our Performance Reset & Realignment workshops can help you and your partner get the performance you want to deliver the results you need.



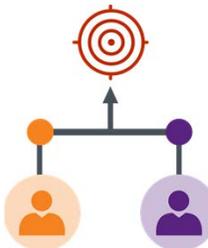
Integrated project teams

Major projects are increasingly carried out through outsourcing, with customers and suppliers succeeding or failing together. We can help you and your partners overcome cultural and commercial differences to deliver outcomes that meet both parties' interests and wants.



Long-term contract partners

Maintaining performance over years—or decades—is a key challenge for long-term contract partners. Whether you've just engaged or you're ten years into the relationship, we can help you align expectations and action to drive an improved performance exchange.



Business units

Despite being part of the same organisation, business units often face tension in the form of competing goals and KPIs. Our workshops help autonomous business units align around a common goal and co-design a plan to achieve shared success.

What you'll get

Over three workshops, we take participants on a structured journey to define shared outcomes, discover the obstacles in the way of shared success, and design a roadmap to deliver shared performance.

At the end of the workshops, you'll have:

- A greater shared understanding of each party's interests, constraints and drivers, as well as the perceptions (and misperceptions) standing in the way of performance.
- A shared goal or goals, plus a clear view of what the parties believe success looks like and what critical capabilities they need to deliver the outcome together.
- A set of recommended actions to maintain momentum and support the two parties to achieve their goals and boost their shared performance.

Workshop format



Structure

We hold two separate half-day workshops (one with each party), followed by a third combined workshop. We tailor the third workshop based on the output of the first two.



Group size

We get the best results with 4-5 participants from each party. We also believe in the power of face-to-face communication, and strongly recommend participants attend in person (not over the phone).



Location

We can host the workshops at an appropriate venue or come to you—the choice is yours!

Let's talk

If you'd like to discuss how we can help you reset performance, call us on 0429 122 298 or email andrew.thomas@helmsman.consulting

What people are saying

Here's what others who have participated in the workshops have to say about their experience.



"Helmsman facilitated really well. They brought a lot of knowledge into the room and really helped me articulate a lot of things and figure out what I needed to do differently. I really appreciated that."

Project Manager
Defence Industry Prime



"One of the biggest things for me was just getting my team in the room with their industry counterparts to have a discussion. They talk a lot on the phone, but getting them face-to-face in the room was great."

Program Director
Commonwealth Project Office



"I was very impressed with the way Helmsman administered and delivered the workshops. Eight or nine out of 10 is not exaggerating."

Commercial Manager
Commonwealth Project Office

About Helmsman

We are a management consulting firm with a passion for conquering complexity. For more than 16 years we've been supporting Australian organisations to overcome their biggest challenges—and improve their performance—at every stage of the project and asset lifecycles.

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