

Working Together

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Defence Research 2010

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**Together we'll stand
Divided we'll fall
Come on now people
Let's get on the ball
And work together**

Canned Heat

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Headlines

Why work together?

Dstl's perspective

But what do we need to do differently?

Managing relationships

External engagement by Dstl

Universities

Industry

Industrial networks

Measuring success

Dstl's Critical Success Factor on Productive External Networks

Relationship management in the *Defence Strategy for Acquisition Reform*

PAS 11000:2006

Relationship Maturity Model

The NDIC RDG Work Plan

Strategic Relations and Relationships

Questions

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Dstl's Framework Document

Dstl exists to provide independent, high quality scientific and technological services to MOD, the UK Armed Forces and Government, in those areas inappropriate for the private sector. Its primary purpose is to meet the requirements of its defence customers in the most efficient and cost effective manner. It will transfer knowledge to defence industries, spin off knowledge for civil application and undertake collaborative research with other institutions in accordance with MOD policies. Dstl will not directly compete with industry for the provision of services to MOD

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Level	Description	Measures of effectiveness (cumulative)	Typical scale
Level 1 - Ad hoc (Tactical)	Relationships at this level are (typically) undocumented and in a state of dynamic change, tending to be driven in an <i>ad hoc</i> , tactical and ephemeral manner by users, events or particular projects. This provides an unstable environment for the relationship.		Individual
Level 2 - Repeatable	At this level some relationships can operate on subsequent projects, possibly with consistent results. Process discipline in the management of the relationship is unlikely to be rigorous, but where it exists it may help to ensure that existing processes are maintained during times of stress.	Some relationships may be documented at a local or contractual level.	Team , shared between individuals.
Level 3 - Defined	At this level there are sets of defined and documented standard processes established and subject to some degree of improvement over time. These standard processes are in place and used to establish consistency of productive relationships across the laboratory.	Relationships recorded and contacts used. Communities of Interest may start to appear. Regular (perhaps annual) briefings and reviews of relationship.	Group , shared between teams.
Level 4 - Managed	At this level, using metrics, partners can effectively control the relationship. In particular, Dstl can identify ways to adjust and adapt the process to particular projects without measurable losses of quality or deviations from specifications.	Relationship documented at a strategic level. Shared strategic objectives. Interchange of staff. Allocation of resource mechanisms available to assist in prioritisation. Joint use of facilities. Interaction on a planned and managed basis. Productivity measured.	Department , shared between groups.
Level 5 - Optimised	Relationships at this level focus on continually improving the productivity of the relationship.	Board-to-board (Executive, Vice-Chancellor) meetings. Joint Programmes. Joint investment in facilities. Productivity actively managed.	Laboratory , widespread links across Dstl.

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Strategic Relations

The mutual dealings or connections or communications among persons or groups in a manner important or essential to a plan of action.

Strategic Relationships

Agreements between two or more entities to conduct specific activities or processes to achieve specific objectives

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**The 'bottom line' is to deliver the S&T community's
agreed plans of action and objectives
in support of the Nation's defence**

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