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Collaborative Contracting Comeback – Lina Fischer, Christopher Slocombe, Andrew Fry and Edwina Higgins

In a market characterised by unprecedented activity, stakeholders and contractors are seeking more collaborative procurement and delivery models. Such models – in moving away from a traditional adversarial approach – emphasise the role of people, the parties’ relationships, and seek to align the parties’ commercial interests and priorities. This article explores four collaborative models of procurement and contracting, providing a guide for parties as to when and how to use them. The models considered by this article are the Early Contractor Involvement model, the Managing Contractor/Target Cost model, the Delivery Partner model and the Project Alliance model. 26

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