

The Partnering Concept

The artifact in this folder provides a concise summary of the partnering concept. Partnering is a mechanism and method to gain a shared vision of a project from the customer for a system or software project and from the developer of that system or software project. Partnering has also been used to gain *improved communication* among the individuals in the component organizations of an organization undertaking any important effort, as well as to increase the *commitment* to the effort.

We have learned that the stated needs for a system are *never* the real needs. Partnering establishes the *relationships* that are required to undertake any important effort. For example, it provides the basis to establish a *joint team* to be responsible for the requirements throughout the development effort. The joint team provides a mechanism to analyze the stated requirements with the benefit of developer assistance to determine the *real customer needs and expectations*. Lacking a concerted effort to do this, systems and software projects are doomed to expend resources on stated requirements that are not real requirements. This translates into rework, added costs, late schedules, dissatisfied customers, and frustrated development teams.