



BEYOND TENDERING

MAZZEI
Projects

A smiling woman with glasses and a denim jacket is walking through a modern, open-plan office. She is the central focus, with her hands on her hips. The office has large windows, desks with computers, and other people working in the background. The lighting is bright and natural, with some overhead pendant lights.

WE NOW LIVE IN A
COLLABORATION
ECONOMY

EVERY INDUSTRY IS SHIFTING

Leaders are creating new experiences through a new kind of business model

Consumer goods



High tech



Education



Cloud services



Healthcare



IOT
(Internet of Things)



Media



Communication



A SHIFT FROM LOW COST TO GREATEST VALUE



A man and a woman are smiling and looking at a tablet together in a meeting. The man is wearing a blue shirt and the woman is wearing a light-colored cardigan over a patterned blouse. They are in a modern office setting with other people working at tables in the background.

THE BEST COMPANIES HAVE REINVENTED THEMSELVES – AWAY FROM TRANSACTIONS

It's all about relationships



WORKING WITH CUSTOMERS...
...AS PARTNERS

MEASURING OUR
PARTNER'S SUCCESS...
...AS OUR SUCCESS



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COMBAT TO
COLLABORTION

SECRECY TO
TRANSPARENCY

TRANSACTION TO
PARTNERSHIP

PROBLEMS WITH TRADITIONAL TENDERS

Cheapest wins, but is it best value	Go in low, win job, then increase price through variations	Disinterest, lack of follow up from suppliers/trades
Often goes to the tenderer who is most desperate	Closes innovative thinking	Pressure on suppliers
Risk of going so low the business is unsustainable	Combative	Don't know what you are getting
Inferior products	Lack of transparency	Brand reputation damage

AN INTEGRATED APPROACH



MAZZEI PARTNERSHIP MODEL

Partner
Engagement

Transparent
Pricing

Multiple
Quotations

Continuous
Improvement

Long-term
Relationship

MAZZEI
PARTNERSHIP
MODEL

THIS CHANGES EVERYTHING

PRICING

Secretive and Unclear



Open and Transparent

MARGINS

Hidden and Fluctuating



Disclosed and Fixed

BUY-IN

Low amongst participants



High amongst participants

SUCCESS

Win/Lose



Win/Win

A modern, multi-story residential building with large glass windows and balconies, set against a dark, cloudy sky at dusk. The building is illuminated from within, and the foreground shows a wooden pergola structure and some greenery.

Thank you

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