

## Partnering

Kenyon's record of successfully building working relationships based on trust, mutual respect and the delivery of total customer satisfaction has led to significant benefits for our partnered clients. These include substantial and ongoing cost savings, Health & Safety and environmental improvements, and increased opportunities for people from within local communities.

In 1998 Sir John Egan published Rethinking Construction, a ground-breaking report to Government that recommended sweeping reform of the industry. Kenyon was at the time working in a long standing partnership with the then British Airports Authority. BAA and Kenyon were delighted to see innovative practices we had developed on a major Gatwick Airport contract articulated by the Egan Task Force. Specifically, we had devised and were working to an Integrated Project Process, although at the time we had no name to the new methodology.

We are an organisation eager to learn and to adapt. Our success is in part due to our ability to absorb and integrate learning as we move forward. The learning from our Gatwick Airport experience enriched and added value to subsequent major contracts won with public, commercial and voluntary sector clients.

Kenyon continues to re-engineer itself to ensure that an optimum cultural match is quickly achieved in any partnering contract.