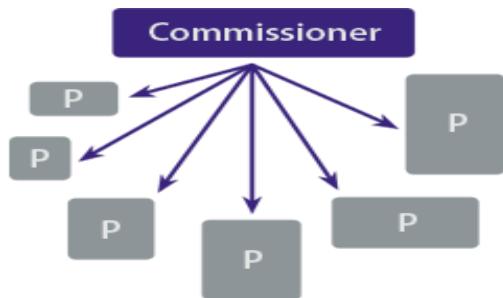


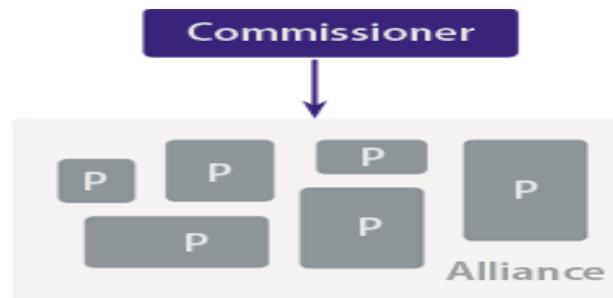
Alliance Contract Comparison

Traditional Contract



- Separate contracts with each party
- Separate objectives for each party
- Performance individually judged
- Commissioner is the co-ordinator
- Provision made for disputes
- Contracts based on tight specification
- Change not easily accommodated

Alliance Contract



- One contract, one performance framework
- Aligned objectives and shared risks
- Success judged on performance overall
- Shared co-ordination, collective accountability
- Based on trust and transparency
- Contract describes outcomes and relationships
- Change and innovation in delivery are expected
