In-depth assessments to deliver actionable intelligence
Using deep-dive interviews conducted either face to face or by phone/skype, Relationship Audits® delivers detailed actionable intelligence to service providers to help them secure and grow relationships with key Clients or Partners.

Deep dive relationship assessments
• Provide an objective and insightful assessment of the strength of the relationship
• In depth one on one interviews of approx. 40 minutes
• Market proven, proprietary ‘can opener’ questions designed to unlock relationship dynamics
• Uniquely, questions grouped by ‘opinion’ and ‘intention’ to assesses client/partner commitment rather than simply satisfaction
• Focus on what needs improvement and help as well as where there are opportunities to be leveraged
• Develop plans to secure and grow client/partner relationships

Simple, graphic reporting for easier analysis to guide action
• Questions grouped into 5 categories for easy analysis
  • Relationship
  • Attitude
  • Delivery
  • Added Value
  • Recommendation
• Provides a one number ‘RADAR’ score as well as degree of commitment to the provider
• TIM (‘Transform’, ‘Maintain’, ‘Improve’) chart highlights where action is required

Identify how committed your clients are

Easily pinpoint where improvement is needed
**In-depth Assessments continued**

**Performance & commitment comparison**

- All data kept on secure password protected servers
- Compare vs previous years and vs Relationship Audits® benchmarks
- Commitment scores viewable Overall, by Client or by Individual
- Quantitative presentation of answers to qualitative questions,
- Reporting available, by overall audit, client company and individuals
- Reports include multilevel conclusions/learning with clear recommendations for indicated action
- Create customised reports in MS Word or MS PPT

**Pricing that fits your needs**

Pricing is determined by the scope of the project, especially

- The number of people to be interviewed at the client/partner company, and
- The anticipated preparation and debrief requirements for learning and recommendations.
- Typically in-person interviews cost more than those carried out by phone

**Contact us**

Want to learn more about how to get *actionable intelligence* on your key strategic relationships and hear what other users have said? Please get in touch using the country contact details on our website or email us

**Website**

www.relationshipaudits.com

**Email**

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