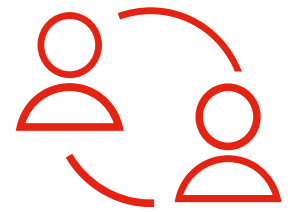


ISO 44001

How your organization will benefit

Executive Briefing



Collaborative business relationships deliver a wide range of benefits that enhance competitiveness and performance through:

- Improved engagement
 - Stronger processes
 - Improved risk management
 - Enhanced skills
 - Sustainable relationships
- ISO 44001 is a business tool that helps organizations implement a flexible and robust system of establishing, managing and even ending collaborative relationships involving two or more businesses. The international standard outlines collaborative relationship management practices that help to ensure that businesses of all sizes get the maximum value from working with others to achieve a common goal or outcome.

ISO 44001

In addition to the benefits above, BSI clients who engage ISO 44001 expect that implementing the standard will provide the following business advantages:

- **79%** increases competitive edge
- **62%** attracts new customers
- **55%** improves products and services
- **55%** protects your business
- **53%** manages business risk*

Formerly BS 11000, ISO 44001 became an international standard in 2017. The key difference between BS 11000 and ISO 44001 is how the prescriptive content is structured. See the section 'An integrated approach' for more detail.

Eight-stage process

ISO 44001 includes an eight-stage journey of a collaborative business relationship and what organizations need to do throughout the process. Though each stage has its own requirements, at a high-level it includes:

- 1 Awareness:** identify if collaboration is an option for the organization
- 2 Knowledge:** identify the benefits of, and build the business case for, collaboration
- 3 Internal assessment:** identify if an organization is able to collaborate
- 4 Partner selection:** set the process to find appropriate partners
- 5 Working together:** develop a model for collaboration
- 6 Value creation:** develop a process for continual improvement

7 Staying together: manage, monitor and measure the relationship

8 Exit strategy: develop a mutually beneficial way to end a collaborative relationship

Leadership

The standard requires significant involvement by your leadership team to make sure it's effective. These changes will ensure compatibility between the collaborative business relationship management policy and the organization's strategic direction. This alignment will improve the performance of the management system and ultimately drive better cross-functional performance.

An integrated approach

Known as the high level structure (HLS), ISO has introduced a common structure and core text for all of its management system standards. Using risk-based thinking throughout, it promotes a proactive approach to identifying risks and taking opportunities making continual improvement systematic. This leads to improved governance and decision making and makes it easier to integrate multiple systems, saving both time and money.

Organizations will continue to benefit from the changes to ISO 44001 and many are already implementing a number of the new requirements. It will give you an opportunity to ensure that your whole organization is working to the same common goals – leading to improved collaboration and operational performance.

BSI provides a unique combination of products and services to support the adoption of ISO 44001

To find out more about how BSI can help you, visit: [bsigroup.com](https://www.bsigroup.com)



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*Source: 2011 BSI Benefits - BSI clients were asked which benefits they expected from certification to BS 11000 (the British Standard ISO 140001 is based on).

Top tips on making **ISO 44001** effective for you

Every year we have interactions with tens of thousands of clients. Here are their top tips.

