



# **THINGS TO CONSIDER WHEN CHOOSING A STRATEGIC WATER PARTNER**



# CHOOSING A STRATEGIC WATER PARTNER

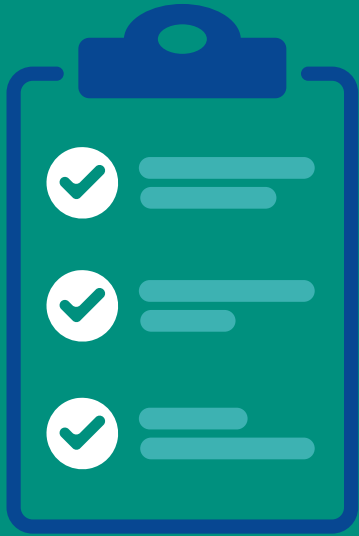
Businesses are responsible for staying compliant with an ever-increasing range of regulations relating to their premises, both to ensure the health and wellbeing of their teams or customers, and to protect the environment.

With so many overlapping areas of legislation relating to water and the environment, it can be challenging to stay on top of changing requirements whilst ensuring that your operations run as efficiently and cost-effectively as possible.

To streamline this process, many companies choose to work with a strategic partner, to help set the right course and make the best decisions for the overall business. In this article, we'll explain how a trusted partner can help your business to save money and stay compliant, as well as some of the key things to consider when deciding to outsource this critical element of your business operations.



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MAKING SURE  
YOU'RE  
**FULLY**  
COMPLIANT

## WHAT IS THE ROLE OF A STRATEGIC WATER PARTNER?

When working with a strategic partner to manage your water usage and compliance, you'll get access to a team of consultants with years of experience and a deep knowledge of the legislation relating to your business. Their job is to help your business manage its water usage and environmental responsibilities in a way that drives the maximum impact on its overall performance.

Their role will be to develop a deep understanding of your individual business circumstances, and identify the key issues most relevant to your company. From there they will work with you to build a comprehensive strategy to make sure you're fully compliant with all the relevant regulatory requirements, whilst taking full advantage of any opportunities for cost savings or efficiencies.

They will help you build a business case and win approval for any recommended changes, and will support with implementation, whether that's completing the work themselves or supporting your team to do so. They'll also support you with measuring the impact of any changes, providing data to prove the savings the work has generated.

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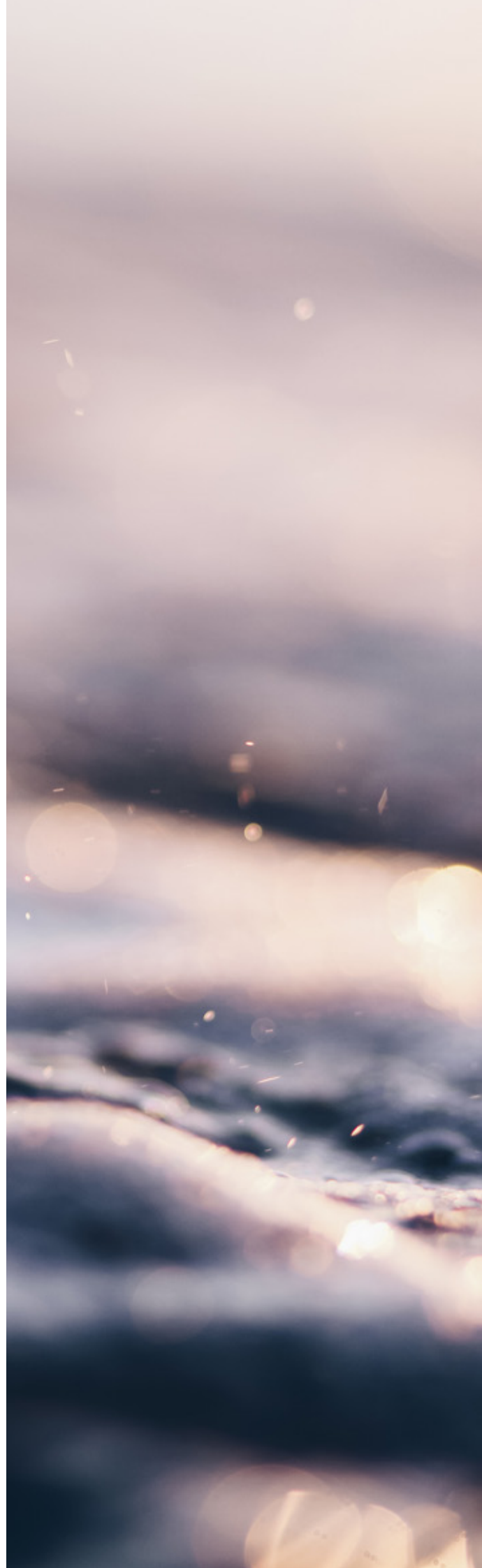
Working with an expert partner to ensure your business's water management is compliant and as efficient as possible can bring tremendous benefits to your organisation. However, to get the maximum results it's important that the partner you choose to work with is the right fit for your business.

Some of the factors to consider include:

### **Your business structure & resources**

It's vital that the partner you choose to work with has the resources and capabilities to support your team in the right way. For example, if you manage a large team and want to implement any recommended work in-house, you will need high-level strategic insight, but not necessarily the ability to provide services directly.

However, if your team is pushed for resources, it could be more efficient to outsource implementation work to your strategic partner, so your employees aren't distracted from the other tasks they're responsible for. In this case, you'd need your strategic partner to have the resources and experience necessary to manage the delivery of your strategy.



## Alignment with your industry

While an experienced consultant should be able to apply their knowledge to a wide range of situations, there are some benefits to working with a strategic partner who has specific expertise within your industry or sector.

Direct experience of working with businesses in a similar situation to your own can make some processes quicker. For example, if a consultant has experience of usage trends for other businesses within your industry, this insight can be used to help benchmark your own usage levels.

It's important to recognise that there's no need for a consultant to have exact like-for-like experience of a project to be able to make it a success. What's important is that they should be able to draw parallels between similar situations they've encountered in the past, and use these to benefit your business.



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## Your Company Objectives

It goes without saying that a strategic partner should be dedicated to delivering the best possible return on your investment in them. In most cases, water consultants should be aiming to save you more in efficiencies than the cost of their fees. However, it's also important that they're closely aligned with your overall business objectives, to ensure that they're able to deliver the right service offering to you.

Your objectives might vary depending on your industry. For example, a healthcare organisation will have much more stringent hygiene requirements than other businesses, and will need to prioritise this accordingly. An office management company may not have as high a level of regulation to comply with, but may well have to juggle budgets and efficiency across multiple sites, leading to a whole different set of challenges.

Finding a strategic partner who understands the challenges your business faces, and the objectives you need to meet, is a vital first step towards building a successful long-term relationship.



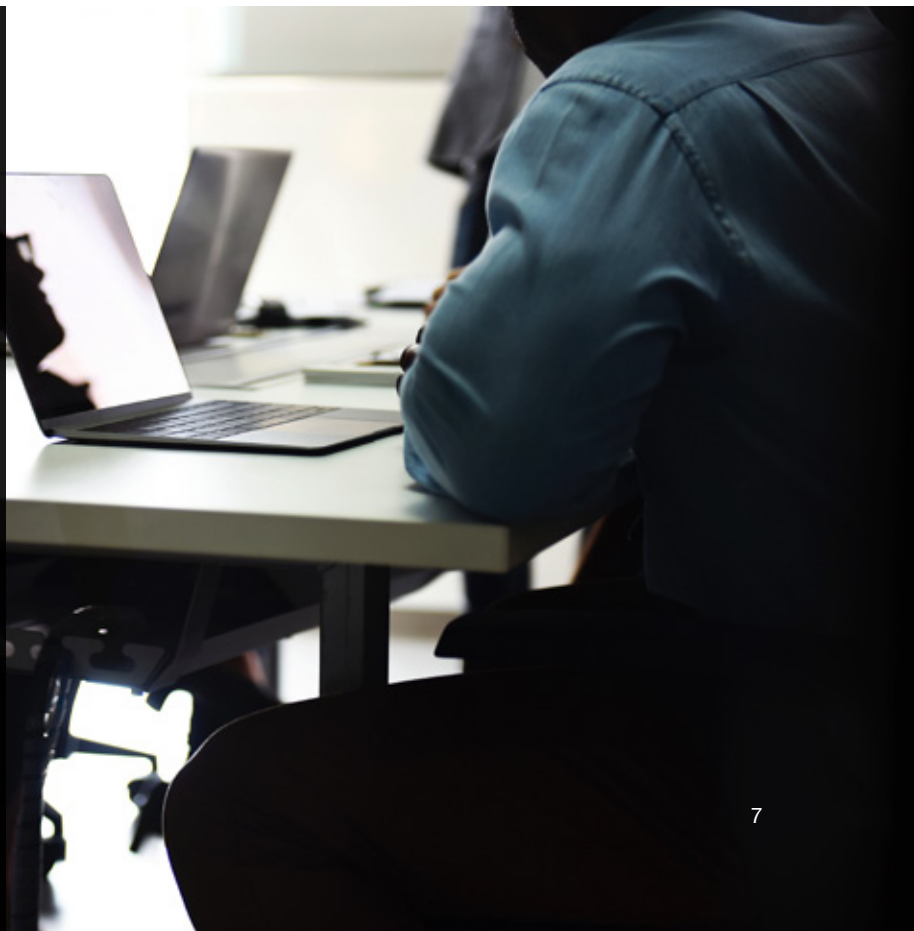


# STRATEGIC WATER & ENVIRONMENTAL MANAGEMENT WITH TWS

TWS acts as a trusted strategic partner to businesses nationwide, supporting them to deliver cost savings, maintain compliance and achieve their objectives. As part of Northumbrian Water Group, TWS has vast experience of the water and environmental compliance challenges faced by businesses in a wide range of sectors, as well as the expertise to deliver services efficiently and to the highest possible standard.



To discuss how TWS might be able to support your business as a strategic water and environmental partner, read our [case studies](#), or [contact us](#).







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