

# ENGINEERING & CONSTRUCTION RISK INSTITUTE

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## Joint Venture Formation Issues

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**Purpose:** When a Contractor's gap analysis determines that the best capture and/or execution plan for a prospective business opportunity requires the capabilities of another firm, this document guides the E&C firm in selection of that additional firm. The list of suggested issues to be considered in the selection of a Joint Venture partner includes:

- Capability to support winning the project
- Commercial
- Complementary skills/resources
- Prior experience
- JV partner financial strength
- Management style
- Improved management of project risk.

Each should be addressed in detail during the teaming partner selection process.

**Application:** The document applies to joint venture formation in general. Refer to ECRI-JV-001 for its application to the entire joint venture execution cycle.

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