

Working in Consortia Gathers Knowledge, Competence and Minimises Risks

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Jacobs Overview

At Jacobs, we are challenging today to reinvent tomorrow by solving the world's most critical problems for thriving cities, resilient environments, mission-critical outcomes, operational advancement, scientific discovery and cutting-edge manufacturing, turning abstract ideas into realities that transform the world for good.

With \$14 billion in revenue and a talent force of more than 55,000, Jacobs provides a full spectrum of professional services including consulting, technical, scientific and project delivery for the government and private sector.

Jacobs leads the global professional services sector providing solutions for a more connected, sustainable world.

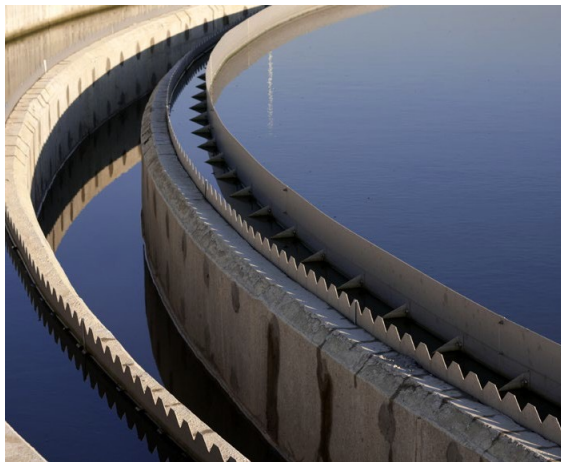
We do things right.

We always act with integrity — taking responsibility for our work, caring for our people and staying focused on safety and sustainability. We make investments in our clients, people and communities, so we can grow together.



We challenge the accepted.

We know that to create a better future, we must ask the difficult questions. We always stay curious and are not afraid to try new things.



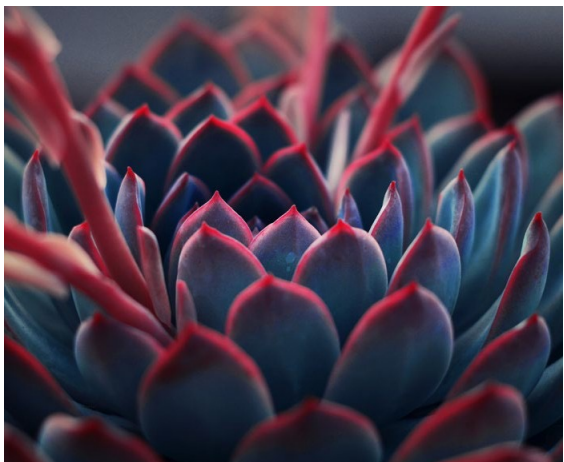
We aim higher.

We do not settle — always looking beyond to raise the bar and deliver with excellence. We are committed to our clients by bringing innovative solutions that lead to profitable growth and shared success.



We live inclusion.

We put people at the heart of our business. We have an unparalleled focus on inclusion with a diverse team of visionaries, thinkers and doers. We embrace all perspectives, collaborating to make a positive impact.



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We know we can help our partners make a positive impact on the world. Jacobs' lines of business – Critical Mission Solutions and People & Place Solutions – now better reflect outcome-focused solutions for our clients.

Countries

Offices

Talent force

Annual revenue

Metric tons CO₂
avoided for our clients

in backlog

in client savings

Why Collaborate?

Jacobs is a global business with over 55,000 employees delivering successful projects in Energy, Security, Technology and Infrastructure sectors. We are committed to our clients by bringing innovative solutions that lead to profitable growth and shared success. So why collaborate?

At Jacobs, we will evaluate the factors required to deliver a successful project. We are honest in our evaluation of our own capability and will seek partners to reinforce our offer or fill gaps so that we can deliver the best outcome to the client.

Typical factors in considering partners are:

- Clients Need
- Technical Knowledge
- Capacity
- Geographical Presence
- Skills
- Cost
- Political Factors



Collaboration Best Practice

Best Practice

- Well-defined Outcomes cascaded to:
 - Shared rewards and risks
 - Behaviours
 - Systems Engineering
- One Team Identity (including client)
- Best for Project mentality
- Integrated Product Development Teams
- Develop and Maintain High Performing Teams

Pitfalls

- Transactional relationships
- Rigid scope split
- Unfair risk / reward
- Best for My Company mentality
- Silo working
- Failing to invest in sustaining team behaviours



Our Major Infrastructure Programme Experience

Working in collaboration on many major projects and programmes

Partners include; Clients, Competitors, Specialist Contractors and Suppliers

Multiple geographies including high technology and nuclear projects

PPP
Project 13



SPA
Project 13



TEAM2100
Alliance



NASA
Associate Agreement



CNEA
Consortium



EDF TSA3
Alliance



SL DSA
Joint Venture



HS2
Joint Venture



Systems Integration approach to increase delivery certainty, reduce delivery risk, control scope, cost and schedule with reach back capability, to deliver business benefits

Thank you!



Jacobs

Challenging today.
Reinventing tomorrow.