

Facilities Acquisition Process

The Facilities Acquisition Process is a concept developed by the Contractor Steering Group of Dow Chemical Company. Its aim is to make improvements in the company's contracting for facilities. Dow managers and key contractors talked about attitudes, training and change which led to commitments between the company and the contractors to build long-term relationships marked by mutual trust, shared risk taking, continuous improvement, and teamwork. These involved into "mindsets" which focus on planning resources, questioning past practices, eliminating fear, communicating expectations, making effective decisions, and measuring specific performance requirements.

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