

Parameters/Criteria in Selecting Partners

4 C's

- Core
 - Shared Vision
- Capacity
 - Complementation rather than Duplication
- Capability
 - Willingness to operate within the depth and width
- Clarity
 - Transparent, Legal, and Moral
 - Mutual understanding

Essential Elements in Maintaining Successful Partnerships

Contracts and Documentation

- Common goal is determined
- Well-defined roles, responsibilities, and stakes
- Agreed policies and processes

Learning and Development

- Research, Monitor, and Evaluate
- Flexibility and Adaptability

Communication and Transparency

- Regular meetings, feedback loops

Key Lessons in Implementing and Maintaining Successful Partnerships

- Start Small and Start Slow
 - Assess and Guard potential risks together
- Document!
- Board and Management Buy-In