

Fit for Partnering Framework



1

Leadership & Strategy

- Clearly defined vision and rationale for partnering, including unique value proposition of the organisation
- Full partnering strategy, aligned with / integrated into organisational strategy
- Commitment from Board / Executive Leadership
- Sufficient budget committed
- Strategy and commitment fully communicated across the organisation

2

Systems & Processes

- Partnering policy and principles developed
- Clearly defined internal rules and processes across lifecycle of a partnership
- Systematic approach to mapping / identifying potential partnerships
- Due diligence of partners; cost and value assessment of partnership
- Legal agreements suitable for partnership
- HR policies to support enabling environment
- Tracking, monitoring and knowledge management system

3

Skills & Support

- Staff have sufficient partnering skills and understanding
- Tools and guidelines for partnering available
- Direct support available from experienced partnership brokers
- Capturing and disseminating partnership experiences (e.g. through a community of practice)

4

Partnering Culture

- A humility over what can be achieved alone and an inclination to reach out to work with others to achieve goals
- Openness to taking measured risks and trying out new approaches to achieve the mission
- A commitment to enter into partnerships on the basis of equity, transparency and mutual benefit
- An ability to give up autonomy in decision-making and work for the benefit of the partnership as a whole