

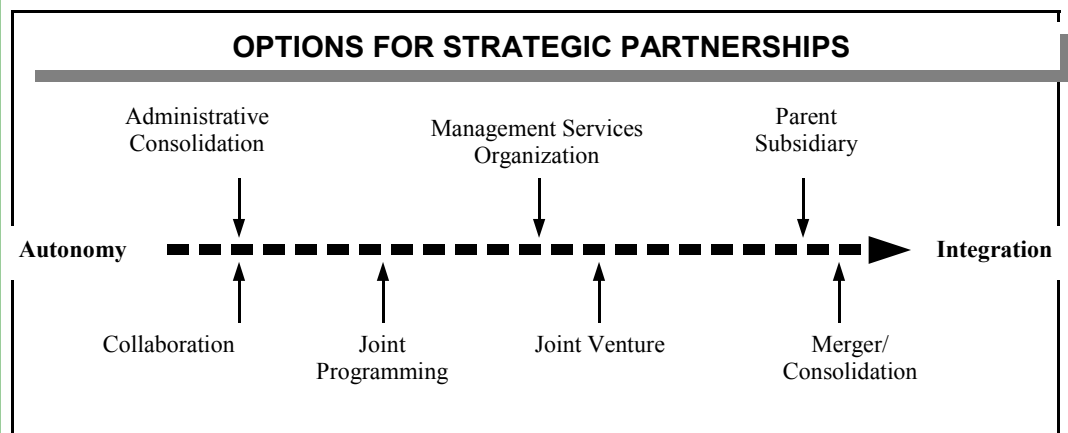
**Speakman
Management
Consulting**

Effective Plans, Partnerships and People

Strategic Partnerships

Moving from Collaboration to Consolidation

Many non-profits and government agencies are addressing difficult challenges including increased competition, demand from government devolution, difficulty in raising funds, public scrutiny and difficulty in retaining leadership. With these declining resources and increasing demand, community and public agencies are moving beyond collaboration to explore formal methods of partnership, ranging from alliances to joint venture to outright mergers. These options also include public-private partnerships. Building strategic partnerships is a challenging and complex process that can take years to arrange, and if not planned properly can result in a lot of wasted energy and resources.



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STRATEGIC PARTNERSHIP PROCESS

Phase 1 – Feasibility/Assessment Study

- Step 1 – Define the current internal and external situations; assess needs and opportunities.
- Step 2 – Conduct a partner assessment to explore a partnership potential.
- Step 3 – Determine a partnership purpose and commit to negotiation with a Partnership Letter of Intent, including a communications plan.

Phase 2 – Negotiate a Partnership

- Step 4 – Complete due diligence for all partners.
- Step 5 – Negotiates key issues and develops recommendations related to the partnership through a Joint Partnership Task Force
- Step 6 – Socialize the recommendations with the entire board, staff and key stakeholders.
- Step 7 – Develop a Partnership Agreement to be ratified by all involved boards.

Phase 3 - Plan for Restructuring

- Step 8 – Develop the partnership's implementation plan.
- Step 9 – Develop implementation structures and processes.



Phase 4 - Implementation

- Step 10- Implement and integrate cultures.
- Step 11- Monitor and evaluate.

Professional Assistance from Speakman Management Consulting

Speakman Management Consulting has built specialized expertise in providing consulting, facilitation and mediation for new and established partnerships, so that prospective partners can optimize their investment of time and resources. We help your organization explore the options, develop effective partnership strategies, identify the most appropriate partners, and involve key stakeholders to ensure commitment and successful implementation. We provide a full range of technical assistance including:

- Coordinating the overall scope, purpose and option of the partnership process.
- Conducting organizational and partnership feasibility assessment
- Facilitating of all working sessions and negotiations.
- Documenting findings and results, including managing both internal and external communication.
- Mediation of differences among partners and stakeholders, and negotiation of key partnership issues.
- Providing recommendations during each step of the process.