

## PPRN/Network Financial Sustainability Worksheet

Network Name: \_\_\_\_\_

**Expenses – Consider breaking into categories (eg, personnel, technology, ethnography/research) in case there is an option to identify a funder for a particular activity**

Year 1 –

Year 2 –

Year 3 and beyond (estimate) -

**Revenue Sources – List any potential funding sources in each category – be sure to include a range of more likely funding sources as well as ‘reach/blue sky’ ideas**

### **Grant Funding\***

Funder	Amount (if known)	Timing (Duration & Due Date)
1) PCORI		
2)		
3)		
4)		

- 1) PCORI
- 2)
- 3)
- 4)

\*Questions to consider: What is the timing of the grant? Do the requirements line up well (enough) with your network’s objective? What additional resources would you need to apply for this grant

### **Site Fees**

#Network Sites (today & projected):

Fee/Site†:

†The recommended standard site fee is \$20k/site but ranges can be considered relative to an individual network’s circumstances

### **Philanthropic Funding (Foundations/Individuals)\***

#### Individual Donor Prospects

- 1)
- 2)
- 3)

#### Foundation Prospects (consider condition-specific and broader philanthropic institutions)

- 1)
- 2)
- 3)

\*See attached worksheet for key questions to assess philanthropic funding options

### **Commercial Funding\***

#### Potential Industry Partners (consider condition-related pharma/device as well as broader payor/health entities)

- 1)
- 2)
- 3)

\*See attached worksheet for key questions to assess commercial funding options

### PPRN/Network Financial Sustainability: Philanthropic Funding Assessment

This page is intended as a guide to assess the potential fit for approaching and partnering with philanthropic individuals and foundations. This guide can be used to prioritize possible prospects and also to prepare a value proposition for how your network might want to position itself as you seek to build a relationship

Philanthropic Prospect #1:	
Key Questions about prospect	How does/could your network fit with this?
What are they hoping to achieve?	
What have they stated in the RFA (if applicable)?	
What have they funded in the past?	
What appears to be most compelling to them?	
What connections do you have to this prospect? Whom do you know? (Consider 2-3 degrees of separation)	
Are there any sensitivities or 'watchouts' to consider?	

Philanthropic Prospect #2:	
Key Questions about prospect	How does/could your network fit with this?
What are they hoping to achieve?	
What have they stated in the RFA (if applicable)?	
What have they funded in the past?	
What appears to be most compelling to them?	
What connections do you have to this prospect? Whom do you know? (Consider 2-3 degrees of separation)	
Are there any sensitivities or 'watchouts' to consider?	

Additional charts can be developed for each potential funding prospect

## PPRN/Network Financial Sustainability: Commercial Funding Assessment

This page is intended as a guide to assess the potential fit for approaching and partnering with commercial, for-profit entities. This guide can be used to prioritize possible prospects and also to prepare a value proposition for how your network might want to position itself as you seek to build a relationship

Commercial Prospect #1:	
Key Questions about prospect	How does/could your network fit with this?
What are they hoping to achieve? What problem are they trying to solve?	
What assets does the network have that are of value? (eg, data, access to patients, post-market tracking)	
How are they currently sourcing the information that you might provide? What advantages can you offer?	
What have they funded or with whom have they partnered in the past?	
What appears to be most compelling to them?	
What connections do you have to this prospect? Whom do you know? (Consider 2-3 degrees of separation)	
Does everyone agree that this partnership would be in service to patients & the network aims in addition to being a funding source? Why? Why not?	
Are there any other sensitivities or 'watchouts' to consider?	

Additional charts can be developed for each potential commercial funding prospect