## Partnership Evaluation

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| Question | What we will measure | How we will measure | When we will measure | Comments/update |
| How well did we achieve our purpose as a partnership? | Client/stakeholder awareness of partnership  Achievement of partnership objectives  ROI | Interviews with clients and stakeholders  Indicators – inputs and outputs Sales  Client engagement  Accountant feedback / financial assessment | Start of partnership venture–expectations  Benchmarking indicators | May benefit from engaging an external analyst |
| Was there a need for a partnership collaboration – could we have done this ourselves? | Partnership activities v our core activities / projections without a partnership  Skills and knowledge developed via partner expertise | List of Activities achieved mapped to our  Internal Skills Matrix – gap analysis  Interviews with staff | Agreed evaluation points eg 12 months, 18 months, 3 years  Resources Matrix – at the start v resources used in the venture (skills, networks etc) |  |
| How did our relationships with our partners change over the course of the venture? | Perceived changes to relationships between the partners | Network/Collaboration chart (mind map with varying lines between partners)  Periodic review of Foundations matrix | Determined point eg every 90 days, annually |  |
| How well did we engage our partners in the venture? | Partner engagement in activities | Meetings – minutes  Attendance  Who did what?  Review of progress – reflection against partnership plans | 90 days, annually |  |
| What did we learn about our partners – culture, expertise, practices? | Internal feedback | Ongoing – internal reports (verbal and written)  Debriefs | Ongoing  Monthly | Subjective but helps with risk management |

Your turn ….

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