



## Partnership Canvas – Stage 1

Your Company Name

Project Name

Factors influencing the partnership – what lies behind the need for a partnership



Go to Market Strategy



Resources – what resources (money, assets and personnel) will you deploy



Objectives – what are your objectives in the partnership



Roles – What role will you play in the partnership



Exclusivity – what degree of exclusivity do you want from the partner?



Boundaries – what is included in the partnership and what is excluded





Your Partner Company Name

Project Name

Factors influencing the partnership – what lies behind the need for a partnership



Go to Market Strategy



Resources – what resources (money and personnel) will you deploy



Objectives – what are your objectives in the partnership



Roles – What role will you play in the partnership









Exclusivity – what degree of exclusivity do you want from the partner?



Boundaries – what is included in the partnership and what is excluded



## Partnership Canvas – Stage 2

Partnership		Project Name
<p>Detailed Objectives &amp; Outcomes –the detail objectives &amp; outcomes from the partnership</p> 		<p>Governance – How will you manage the partnership?</p> 
<p>Working Processes – how will you manage the process, what are the timelines?</p> 	<p>Financial arrangement – what is the anticipated financial split between the parties in development and delivery phases?</p> 	
<p>Structure – how do you want the structure for the partnership to work?</p> 	<p>Intellectual Property – how will you handle the IP that is created by the partnership?</p> 	<p>Terms &amp; Termination – how does the partnership end?</p> 