Analyze your organization and market to target the search for a partner. Personal relationships, history or geography may also yield good leads.

Potential Partners Identified

Whatever the goal—growth, new revenue streams, higher performance, lower costs—make sure enterprise strategy is pulling the levers to get you where you want to go.

System Strategy

Due Diligence provides the finishing touches, ensuring the critical details are in place. There’s no one right way to negotiate. But whether the CEO or a designated team finalizes the deal, what’s essential is to ensure nonnegotiables aren’t bargained away.

Negotiation

Early Vetting assesses the must-haves for a smooth-running partnership: shared goals, good cultural fit, appropriate scale, decision making that’s in sync.

Implementation

Ongoing Management Regular maintenance to check performance against agreed-on metrics, handle critical issues and take advantage of any new opportunities ensures the new alliance is running smoothly.

Power Up Your Partnership Production Line

Partnerships are too important to leave to chance or to handle on a one-off basis. Instead, health systems need an efficient partnership production line—a systematic approach that streamlines the process and keeps collaborations on track after the contracts have been signed.

HOT OFF THE PRODUCTION LINE

6 new partnership models offer health systems novel ways to achieve their goals by affiliating with nontraditional partners, building more complex relationships and embarking on new ventures.

Competitors Collaborating

Multisystem Consorta

New Community Partnerships

Innovation/New Business Ventures

Analytics/Big Data Alliances

System of CARE/Service Line Partnerships

For a more in-depth look at this topic, read our full report and/or reach out to learnmore@sg2.com.