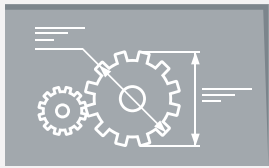


POWER UP Your Partnership Production Line

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.

SYSTEM STRATEGY

must drive the partnership engine. 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.



POTENTIAL PARTNERS IDENTIFIED

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

NEGOTIATION

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.

DUE DILIGENCE

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.

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 Consortia



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.