BUILDING PARTNERSHIPS

Partnerships of any nature can become tricky.

Our model for building lasting partnerships navigates these challenges through a systematic review of where each partner is and the "go | no-go gates" to move through the phases.

OPPORTUNISTIC



CRAWL

- Independent status
- Work together on sales opportunities
- Reciprocal relations
- Lead partner manages quality

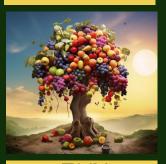
COOPERATIVE



WALK

- Jointly pursue opportunities with a coordinated solution
- Work together on sales and delivery of projects

INTEGRATED



RUN

- Develop & market jointly integrated solutions to targeted clients
- Usually a "newco" to accommodate the relationship



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VALUE CONTRIBUTION

