

# Opportunities across the strategic partnership lifecycle

## **Continuous improvement**

Build in learnings from the partnership-level into the enterprise-level. Establish a feedback loop involving partnership teams to inform the continuous improvement of the R&D partnerships operating model so that future partnerships can flourish

### **Close out**

Prioritise retrospective evaluation to identify areas for improvement, and inform future strategic planning (e.g. further opportunities to collaborate with the partner organisations)

# Onboard & operationalise

Optimise governance controls by tailoring them to key partnership needs, avoiding unnecessary complexity and bureaucracy

Establish appropriate oversight of partner activities, considering factors such as inherent risks, partner capability, and the nature of the research and sponsorship



## **Define strategy**

Defining a clear strategy and set of target outcomes upfront sets the precedent for the partnership, with the value and purpose of the partnership being communicated widely to minimise ambiguity and foster shared commitment

## **Assess options**

Proactively identifying and managing partnership risks early allows focused due diligence and contracting on high priority areas, minimising disruptions throughout the partnership lifecycle and safeguarding financial, scientific and reputational interests

### **Contract**

Defining a consistent set of non-negotiables across a range of specialist areas prior to negotiations helps to improve consistency in partnership positioning and management; setting the partnership on the right path to success