**Partnership Analysis Matrix**

Deciding which partners to include in a partnership can be tricky. It can be tempting to work with people you are used to working with and in some circumstances this might be the best approach. However sometimes, for a partnership to be a success, new partners need to be brought together.

Use this matrix to identify potential partners for the partnership. The matrix asks you to think about each partner in terms of

1. what role they will play and whether they are operational or strategic
2. how important they are to the success of the partnership or what the partnership is trying to achieve.

You can use the matrix below to plot your results and then use this to help you identify how you might approach each partner to invite them to be part of the partnership.

An individual organisation such as an existing provider or a local authority building a partnership from scratch and trying to establish where to start will find this analysis useful. Similarly an existing partnership that has identified gaps and/or that wants to bring in additional partners will also find it useful.

There are no right or wrong answers and your views might change as the partnership develops but it can be a useful way of helping to ensure you have a balanced partnership.

|  |  |  |  |
| --- | --- | --- | --- |
| **Type of partner** | Strategic |  |  |
| Operational |  |  |
|  |  |  |
|  |  | Not very | Very |
|  |  | **Level of importance / relevance** |