



# GET READY TO COLLABORATE - CANVAS

fill out before approaching a potential collaboration partner

Corporate name: .....

<p><b>WHO</b></p> <p><i>Who is your collaboration partner? Which industry are they in? What is the size of the organization?</i></p>	<p><b>PREDEFINITIONS</b></p> <p><i>Non-negotiable aspects</i></p>	<p><b>CONFIDENTIALITIES</b></p> <p><i>Non-sharable information</i></p>
<p><b>WHY</b></p> <p><i>What are your goals for the collaboration? Are they a good fit for your collaboration? What motivates them to collaborate?</i></p>	<p><b>STRUCTURES</b></p> <p><i>Involved people Responsibilities Who makes decisions? Who oversees the collaboration?</i></p>	<p><b>RESOURCES</b></p> <p><i>Do you have the resources to pursue a collaboration? Reasonable time and budget expenses How much have you spend on recent collaborations?</i></p>
<p><b>DELIVERABLES</b></p> <p><i>How can you add value to the collaboration partner? How would you achieve these results?</i></p>	<p><b>RECEIVABLES</b></p> <p><i>How can your collaboration partner add value for you? What are their current challenges?</i></p>	

