**Do You Have the Right Partner?**

**Relationship Assessment**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Questions | | A | | B | | C | |
| 1 | We have at least three relationships at three levels with our partner’s organization, starting at the top |  | Yes |  | We have 2 levels |  | We only deal with 1 person |
| 2 | Our partner meets with us to share Quarterly Business Results (QBRs) |  | Yes |  | Sometimes |  | No or Never |
| 3 | The senior level people from both organizations consistently attend QBRs |  | Always |  | Sometimes |  | Never |
| 4 | The Key Performance Metrics for this partnership are consistently being met |  | Always |  | Partially |  | Never |
| 5 | The value/total cost of what we buy is clearly understood and is higher than our purchase price |  | Yes |  | Sometimes |  | No |
| 6 | Our partner surveys our constituents for perceived performance and takes action on the feedback |  | Yes |  | Sometimes |  | No |
| 7 | Our partner brings new & innovative ideas to us first |  | Yes |  | Sometimes |  | No |
| 8 | Our partner understands our company strategy from the top down and helps us achieve it |  | No |  | Sort of |  | Yes |
| 9 | We have a frictionless experience in our interactions with our partner |  | Yes |  | Sometimes |  | No |
| 10 | Our relationship has been in place |  | >5 years |  | 1-5 years |  | <1 year |
|  | **Count** |  |  |  |  |  |  |
|  |  | x3 | + | x2 | + | x1 |  |
|  |  |  |  |  | **Score** |  |  |

**Results**

|  |  |
| --- | --- |
| **25-30** | If you scored between 25 and 30, congratulations! You have a **collaborative relationship** and probably the right partner! |
|  |
| **18-24** | If you scored between 18 and 24, you have a **cooperative relationship** and your partnership is lacking in some key areas |
|  |
| **10-17** | If you scored below 18, you are in a **competitive relationship** and probably have the wrong partner. |
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