

PARTNERSHIP CANVAS

PARTNERSHIP CONCEPT

By doing _____, this partnership or collaboration will help _____ with _____, leading to _____.

Example: By bringing together a public utility, a water technology company, and a donor program, the Water Efficiency partnership allows new-market entry for (Company), and helps reduce non-revenue water, which improves water quality for over 8,000 people, and creates savings for the utility.

PARTNER ACTIVITIES

- ✓ What will the partnership do?
- ✓ How is this divided across partners? (not necessarily step-by-step, but a selection of ideas)
- ✓ Is there an equal distribution of activities?

PARTNERS & ROLES

- ✓ Who are the core partners?
- ✓ What will each partner do?
- ✓ How do the different roles complement one another?

PARTNER RESOURCES

- ✓ What resources does each partner bring to the table?
- ✓ Is each organization contributing according to their strengths and ability?
- ✓ Are they reasonable?

PARTNERSHIP GAPS & CHALLENGES

- ✓ What could prevent this partnership from working smoothly?
- ✓ Are there any necessary resources no partner has or would be willing to provide?

DESIRED RESULTS

- ✓ What will the partnership achieve?
- ✓ What are the desired results for each partner?