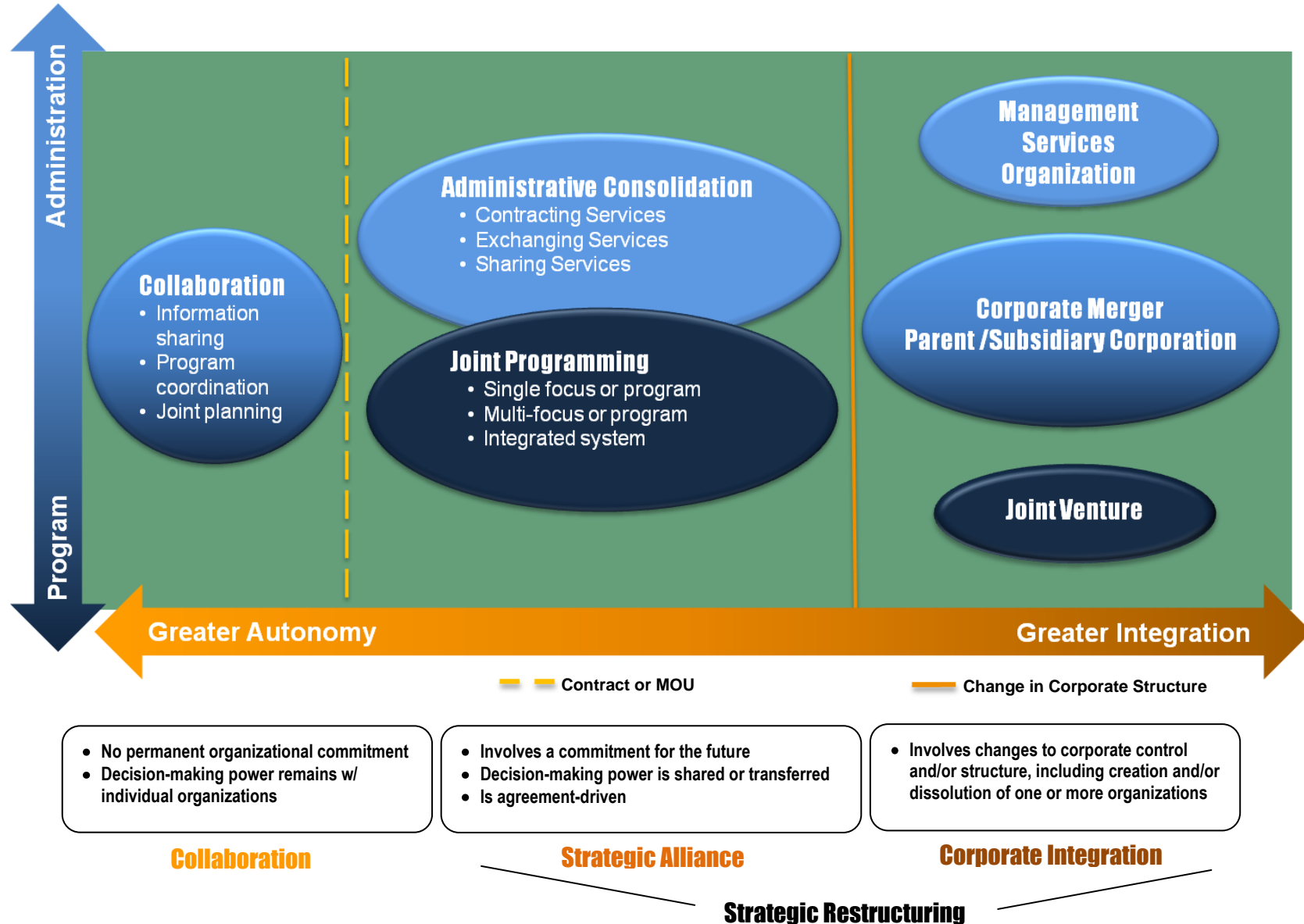


# The Partnership Matrix



## Real Stages of Collaboration

Hallmarks of Development	Inspiration Stage	Formalization Stage	Operation Stage	Institutionalization or Termination Stage
Collaborative Character	Fluid/Creative	Sustained	Continuity	Owned or dissolved
Structure	Informal	MOU-driven	Stable, flexible MOU	From leader focus to institutional focus
Leadership	Key Leaders	Other Staff Involved	Lead Agency	Founders leave/Staff Coordinates
Funding	No Funding	May or may not seek funds	May or may not seek funds	Initial grants and core funding from members

Source: La Piana Associates, 2008

## Nonprofit Strategy Matrix

Competitive Purpose	<ul style="list-style-type: none"> <li>• Incidental Strategies</li> <li>• Occasional Strategies</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic Alliances</li> </ul>	<ul style="list-style-type: none"> <li>• Exclusive Strategies</li> <li>• Integrative Strategies</li> </ul>
Level of Intensity	Low Intensity	Medium Intensity	High Intensity

## Strategic Restructuring Process

