

Topics to consider when forming a consortium

Initial planning

- ☐ Market potential
- ☐ Needs of end-customer/user
- ☐ Development challenge
- ☐ Initial objectives
- ☐ Initial mission and vision
- ☐ Consortium scope and boundaries
- ☐ Initial number of partners
- ☐ Required skills and capabilities
- ☐ Other resources
- ☐ Preliminary business model and strategy

Partner selection

- ☐ Partner profiles
- ☐ Partner goals and desires
- ☐ Partner value-added
- ☐ Key resources
- ☐ Key skills and capabilities
- ☐ Key personnel experience

Alignment and Consolidation

- ☐ Main objectives
- ☐ Goals and desires
- ☐ Mission and vision
- ☐ Strategy
- ☐ Business model
- ☐ Brand image

- ☐ Roles and responsibilities
- ☐ Resource allocation

- ☐ Governance and operating model
- ☐ Rules and routines
- ☐ Agreements and contracts
- ☐ Information / knowledge exchange
- ☐ Open and active communication
- ☐ Equality among partners
- ☐ Joint decision making / Key decision makers
- ☐ Pre-agreed conflict resolution methods
- ☐ Shared financial risk and reward
- ☐ Transparent financials
- ☐ Executive sponsorship
- ☐ Steering committee
- ☐ KPIs, Performance monitoring