

Partnering – value proposition

Through partnering with the ETC and its ecosystem, partners have the ability to meet their objectives through constructive collaboration, which effectively channels their efforts. This provides scale, scope, visibility and efficiency that could not be achievable otherwise.

Four Questions – For Offline Discussion

- What are we missing in that statement?
- Do we have / how do we get to a good understanding of the ‘big picture’ – who does what where already?
- Who are the key, global or field players, that are not around the table – yet?

Four Questions – For Offline Discussion

- What attracts partners to work with us – what adds value for them and helps us deliver?
 - How do we evolve and maintain partners' engagement throughout time?
 - How do we tune / refine Cluster objectives on the base of Partners' feedback?
- Define success of the Partnership stream
- Who is the ETC? (branding / PR / ...)
 - What does it mean to be a partner of the ETC?
 - What forms do partnerships / partnership agreements do we need?
- What are the gaps / who else do we need?
- How do we select most relevant partners? Do we select 'best of breed' or multiple partners for each area?
- Demand vs supply partnering
- Emergency partnering

Four Questions – For Offline Discussion

- How do we collectively resource field ETC Activities?
- Pre-established (global?) & ‘response’ / operational partnerships. Creating new partnerships in the middle of an operation – how-to?

Four Questions – For Offline Discussion

- CODE of conduct
 separate from
- SLA / SOP for Cluster response

Next Teleconference

- Discuss frequency and dates