

Collaborative partnership consulting

Expert advice on structuring, forming, and implementing collaborative partnerships

To have a good collaborative partnership you have to understand the perspective of the individual. The aim is to integrate different perspectives and work on something together that benefits all partners. Working in a collaborative partnership does not mean you should settle for compromise.

We help you do the hard work of identifying synergies. This starts with understanding the 'why' for each individual partner. We map the benefits each partner is seeking onto a 'collaboration value matrix' that maps individual partner benefit against the common benefits of the collaborative partnership. If the objectives of a project do not meet, or exceed the needs of an individual partner we advise that they not be engaged as a partner.

Our experience is extensive, and we can help provide advice on the governance, implementation, risks, and strategy for having a highly effective collaborative partnership. We can do this on an organizational or individual level. This can take the form of traditional consulting or for individual ongoing support the form of a 'Master Mind' group that serves to advise, educate, and provide implementation for individuals looking to increase the value they get out of collaborations.

Facilitation of structured discussions between diverse stakeholders.

Integrating the input of diverse stakeholders is not easy. Sometimes different stakeholders seem to be talking a completely different language. We have facilitated well over 5.000 stakeholder discussions and we put that expertise to use in innovative ways

Think Tanks

Our approach to forming a collaborative project involves first getting the individual perspective. This is then brought together around a '**collaboration canvas**' which we have created by adapting the business model canvas. We then facilitate a discussion with the different stakeholders/or partners with the collaboration canvas providing the structure. This helps participants think beyond the typical discussion topics and understand aspects such as what is unique about the project, what the impact will be, and perhaps most importantly what the value proposition is. Our experience is that researchers and clinicians find this approach illuminating. It truly forms the basis

Discussion games

When you have a broad spectrum of stakeholders, more effort needs to be applied to achieving a meaningful dialogue. We use discussion games to increase the interaction between stakeholders. A discussion game typically involves a bit of role playing and a framework for getting input from all present. We either use an established game framework such as 'Play Decide' or we create one for you depending on the circumstance. Discussion games are excellent for gaining an understanding of different perspectives and building a team to deliver some concrete outputs. They are particularly useful for addressing policy issues and getting meaningful patient input.

Application of business principles to make collaborative partnerships sustainable and more impactful

Most collaborative projects have a finite amount of funding, or have to be developed in such a way that they are sustainable. This requires business thinking.

We use our knowledge of business development coupled with our knowledge of science and project management to bring expertise to the problem of making medical innovation projects sustainable. Like all of our services we can help you integrate multi-disciplinary expertise to deliver sustainability plans that are more than a bunch of nice projection graphs.

We apply a lean start-up methodology. The lean in 'lean start-up' does not necessarily mean 'cheap'. It is an approach that relies heavily on a series of "build-test-validate iterative" cycles. This is not unlike how most science is conducted. The point is that if you spend all your time planning and not testing you are likely going to miss opportunities and develop a plan that has no chance of success. The value of plans developed with such an approach is that they are grounded in reality and backed up with evidence of their feasibility.

Get in touch

We believe that even the first call or meeting we have with you should provide you with some value. So, if there are aspects of your collaborative partnerships you need help with, get in contact with us. We assure you that our first discussion will provide some of the help you need.

Our hope is that we can provide even more value through a deeper engagement. Our mission is to help make as many medical innovation collaborative projects successful as we can.

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