ANALYSIS

The **strategy of the partner** fits with our strategy

Business models with the partner are scalable

The **systems & procedures** of the partner fit with ours

ACTION

Achieving **results** with the partner

Balance of power between the partner and us

Improving continuously with the partner is possible

CONNECTIVITY

The **organizational culture** of the partner fits with our culture

I can **trust** the partner cause (s)he is **committed**

Personal click with employees of the partner

INNOVATION

Agile and flexible cooperation with the partner

Knowledge sharing with employees of the partner is possible

The **network of the partner** is interesting for us.