

# Technology Partnership Canvas



### Potential partner

Organization name

### General information

Website	Industry	Type of organization	
Location	# of employees	Year founded	<input type="checkbox"/> Research institute <input type="checkbox"/> Startup <input type="checkbox"/> Corporation <input type="checkbox"/> University <input type="checkbox"/> Government <input type="checkbox"/> Supplier <input type="checkbox"/> Industry group <input type="checkbox"/> Customer <input type="checkbox"/> Other:

### Who? Is it the right organization?

Is the organization aligned with your company?	Yes	No
Vision	<input type="checkbox"/>	<input type="checkbox"/>
Mission	<input type="checkbox"/>	<input type="checkbox"/>
Values	<input type="checkbox"/>	<input type="checkbox"/>

How viable is the organization?	Who is the leadership team?
Market positioning	Founder & background
Financial stability	Executive team & previous roles
Potential for long-term success	

### What? Is it the right technology?

#### Technology stack

What is the organization's technology that is of interest to your company?

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#### Business relevance

What business challenges or opportunities does the organization's technology address?

#### Scalability

VERY LOW      VERY HIGH

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#### Interoperability

VERY LOW      VERY HIGH

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#### Uniqueness

VERY LOW      VERY HIGH

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#### Use cases or applications

How would your company use or apply the organization's technology?

### When? Is it the right time?

#### Organizational readiness

Evaluate your company's readiness to partner with this organization, including your internal resources, capabilities, and strategic priorities.

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#### External factors

Evaluate the trends, regulatory environment, competitive landscape, and other market dynamics that could impact this partnership.

#### Type of partnership

<input type="checkbox"/> Vendor venture	<input type="checkbox"/> Strategic partnership
<input type="checkbox"/> R&D partnership	<input type="checkbox"/> Outsourcing partnership
<input type="checkbox"/> Joint venture	<input type="checkbox"/> Innovation ecosystem
<input type="checkbox"/> Venture clienting	<input type="checkbox"/> Licensing partnership

### What next?

#### Partner fit matrix

Use the organization and technology assessment to plot the technology partner on the partner fit matrix.

Technology fit	High			
	Low			
		Organization fit		

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#### Priority

VERY LOW      VERY HIGH

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#### Recommended action

<input type="checkbox"/> Decline	<input type="checkbox"/> Validate
<input type="checkbox"/> Evaluate	<input type="checkbox"/> Engage

Unlock the full potential of your technology partnerships with the **ITONICS Innovation OS.**

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