Partnership Matrix

Note: The intent of the matrix is to develop strategies to be initiated by the organizations listed in the first column to develop a productive relationship with the organizations listed in the first row.   The strategies used to develop a relationship may vary depending on which organizations initiates the activity. (i.e.   What a data supplier does to develop a relationship with a data receiver is likely different than the strategy used by a data receiver to develop a relationship with a data supplier).

The rationale behind this partnership matrix is that the social systems and sociology needs to be in place before the data can be useful. Our technology evolves at a faster pace than the necessary relationships. This is an attempt to define the necessary relationships.

	Data Suppliers	Data Receivers	Data Users	Software Vendors	Hospital Associations	Advocacy Organizations	SDO & Data Content Com.	Government Agencies
Data Suppliers	N/A	Strategy 1	Strategy 2	Strategy 3	Strategy 4	Strategy 5	Strategy 6	Strategy 7
Data Receivers	Strategy 8	N/A	Strategy 9	Strategy 10	Strategy 11	Strategy 12	Strategy 13	Strategy 14
Data Users	Strategy 15	Strategy 16	N/A	Strategy 17	Strategy 18	Strategy 19	Strategy 20	Strategy 21
Software Vendors	Strategy 22	Strategy 23	Strategy 24	N/A	Strategy 25	Strategy 26	Strategy 27	Strategy 28
Hospital Associations	Strategy 29	Strategy 30	Strategy 31	Strategy 32	N/A	Strategy 33	Strategy 34	Strategy 35
Advocacy Organizations	Strategy 36	Strategy 37	Strategy 38	Strategy 39	Strategy 40	N/A	Strategy 41	Strategy 42
SDO & Data Content Com.	Strategy 43	Strategy 44	Strategy 45	Strategy 46	Strategy 47	Strategy 48	N/A	Strategy 49
Government Agencies	Strategy 50	Strategy 51	Strategy 52	Strategy 53	Strategy 54	Strategy 55	Strategy 56	N/A

Questions of note:

Is the relationship by nature adversarial or not?
If the relationship does not exist should it or should there be a surrogate to foster the relationship?
What steps should be taken to maintain or improve the relationship?
What are the priority relationships from your perspective?

The answer to these questions form the bullet points for each strategy below: Other relevant information can be included as additional bullet points. The priority relationships should be **BOLDED**.   It is not expected that everyone complete the entire matrix.

Strategy 1 – Data Supplier with Data Receiver

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 2 – Data Supplier with Data Users

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 3 – Data Supplier with Software Vendors

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 4 – Data Supplier with hospital associations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 5 – Data Supplier with Advocacy Organizations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 6 – Data Supplier with SDO's & DCC's

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 7 – Data Supplier with Government Agencies

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 8 – Data Receiver with Data Supplier

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 9 – Data Receiver with Data Users

- Is the relationship by nature adversarial or not?

- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 10 – Data Receiver with Software Vendors

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 11 – Data Receiver with hospital associations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 12 – Data Receiver with Advocacy Organizations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 13 – Data Receiver with SDO's & DCC's

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?

- What are the priority relationships from your perspective?

Strategy 14 – Data Receiver with Government Agencies

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 15 – Data User with Data Supplier

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 16 – Data User with Data Receiver

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 17 – Data User with Software Vendors

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 18 – Data User with hospital associations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 19 – Data User with Advocacy Organizations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 20 – Data User with SDO's & DCC's

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 21 – Data User with Government Agencies

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 22 – Software Vendors with Data Supplier

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 23 – Software Vendors with Data Receiver

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 24 – Software Vendors with Data Users

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 25 – Software Vendors with hospital associations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 26 – Software Venders with Advocacy Organizations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?

- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 27 – Software Vendors with SDO's & DCC's

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 28 – Software Vendors User with Government Agencies

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 29 – Hospital Associations with Data Supplier

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 30 – Hospital Associations with Data Receiver

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 31 – Hospital Associations with Data Users

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 32 – Hospital Associations with Software Vendors

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 33 – Hospital Associations with Advocacy Organizations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 34 – Hospital Associations with SDO's & DCC's

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 35 – Hospital Associations User with Government Agencies

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 36 – Advocacy Organizations with Data Supplier

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 37 – Advocacy Organizations with Data Receiver

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 38 – Advocacy Organizations with Data Users

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 39 – Advocacy Organizations with Software Vendors

- Is the relationship by nature adversarial or not?

- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 40 – Advocacy Organizations with Hospital Associations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 41 – Advocacy Organizations with SDO's & DCC's

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 42 – Advocacy Organizations with Government Agencies

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 43 – SDO's & DCC's with Data Supplier

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?

- What are the priority relationships from your perspective?

Strategy 44 – SDO's & DCC's with Data Receiver

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 45 – SDO's & DCC's with Data Users

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 46 – SDO's & DCC's with Software Vendors

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 47 – SDO's & DCC's with Hospital Associations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 48 – SDO's & DCC's with Advocacy Organizations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 49 – SDO's & DCC's with Government Agencies

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 50 – Government Agencies with Data Supplier

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 51 – Government Agencies with Data Receiver

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 52 – Government Agencies with Data Users

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 53 – Government Agencies with Software Vendors

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 54 – Government Agencies with Hospital Associations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 55 – Government Agencies with Advocacy Organizations

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?
- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?

Strategy 56 – Government Agencies with SDO's & DCC's

- Is the relationship by nature adversarial or not?
- If the relationship does not exist should it or should there be a surrogate to foster the relationship?

- What steps should be taken to maintain or improve the relationship?
- What are the priority relationships from your perspective?