

ORGANIZATIONAL RELATEDNESS INDEX©

Handout A

Organizational relatedness is a measure of how similar organizations are on the four elements of the business model.

To score the degree to which other organizations have a business model that is the same as or similar to yours, assign a score as follows:
 Low = 1, Medium = 2, High = 3, Extreme = 4

	Similarity of Programs/Services	Overlap of Consumers Served	Overlap in Geographic Area	Sub-Total	Overlap of Funding Sources	Total Score
Organization 1				0		0
Organization 2				0		0
Organization 3				0		0
Organization 4				0		0
Organization 5				0		0

Other organizations we might consider (and why based on their programs, constituents, geography and funding):

	Rationale
Organization 1a	
Organization 2a	
Organization 3a	

Action Planning

	Given what I've learned, what action is indicated for my organization?	What are my "next steps" for each?	What additional information or supports do I need to take those steps?
1			
2			
3			

Prospective Partner Screen

Overlap or similarity in business model (consumers, programs/services, geographic area, and funding sources) provides an initial indication of whether there is opportunity to integrate programs, functions, or both. However, there are additional factors or dimensions or organizational life that can be used as criteria in evaluating prospective partners.

Rank on a scale of 1 to 4 to indicate how well the prospect satisfies the established criteria, with 1=insufficient, 2=sufficient, 3=strong, 4=outstanding

Sample Criteria	Organization 1	Organization 2	Organization 3	Organization 4	Organization 5	Organization 6
Mission Statement is Similar						
Organizational values are similar						
Staff skills are complementary						
Has capable CFO						
Respected by our key stakeholders						
Have successfully worked together in the past						
Has strong development function						
Can use our approach to DME						
Score	0	0	0	0	0	0