

Strategic Partnership Optimization



Maximizing the value of teaming agreements for service delivery

- Success and growth through partnerships
- Enhance resource allocation
- Expand capabilities and focus on core competencies
- Better determine clear objectives within a partnership to avoid future complications
- Use partnership mapping to develop the most efficient partnership portfolio

e: register@gmi-solutions.com

p: 510-984-3620

f: 510-380-7377

Strategic Partnership Optimization

Strategic Partnership Optimization:

Maximizing the value of teaming agreements for service delivery

As service oriented companies try to cut down on costly and resource intensive operations, leveraging core competencies has never been more important to retain competitive advantage. However, in these hard times organizations have to wear many hats to deliver and execute successfully. This often requires added resource allocation and time commitment, further diluting profits.

Success depends on honing in on and exploiting core competencies.

Today's most effective service companies are realizing the value of strategic partnerships for effective and efficient service delivery. Utilizing the strengths of strategic partners to help address client needs will bring about faster, economical and more competent results. Service companies that foster good strategic partnerships will have the advantage of leaner operations, resulting in greater profits.

Strategic Partnerships is a useful workshop for any service-based company to learn how to better exploit the alliances they have formed for mutual gain. This program explores the dynamics of partnerships that result in a stronger brand and mutual competitive advantage. Key topics of this workshop include:

- Partnership mapping – where are your best alliances
- Shared ownership – brand recognition and allocation
- Clear objectives – managing execution and accountability
- Partnership portfolio – a lean portfolio is a strong portfolio
- Culture clash – addressing the teamwork issue
- Common goals – identifying partners with the same mindset

This program will reveal useful tools and strategies to maximize the value of partnerships and realize their importance to both the company and its clients. Case studies will support the program to help identify industry best practices.

e: register@gmi-solutions.com

p: 510-984-3620

f: 510-380-7377

www.gmi-solutions.com

 Gateway Management, Inc.



Strategic Partnerships

Gateway Management offers a full-service portfolio of resources including training, staffing and consulting to deliver innovative solutions for complex business issues. We believe that the business landscape is rapidly changing, and that innovative solutions will determine your organization's success moving forward. Gateway Management's mission is to help organizations achieve their goals through the utilization of talent and management expertise. Our solutions are customized to address the challenges of today's evolving marketplace.

Gateway Management, Inc

2625 Alcatraz Avenue, #341
Berkeley, CA 94705

Phone: 510-984-3620
Fax: 510-380-7377

Register ❖ Online ❖ Fax ❖ Phone

Phone: 510-984-3620
Fax: 510-380-7377

Email: register@gmi-solutions.com

Online: www.gmi-solutions.com/registration

Fees:

- Online:** \$ 299
- Additional Attendee(s): \$ 99/ea.
- DVD:** \$ 399
- LMS:** \$ 999

Please call to inquire about LMS or Intranet licensing, or email Josh Powell at jpowell@gmi-solutions.com.

This course is also available for use on **smart phones** and **handheld** devices. Please inquire for more information.

NAME		
TITLE	ORGANIZATION	
MAILING ADDRESS		
City	STATE	ZIP
OFFICE TELEPHONE	MOBILE	
EMAIL		
<input type="radio"/> VISA	CARD NUMBER	EXPIRATION
<input type="radio"/> MASTERCARD		
<input type="radio"/> AMERICAN EXPRESS	NAME ON CARD	
<input type="radio"/> OTHER	BILLING ZIP CODE	CV2