

Key Criteria for a Successful Alliance Sponsor

- Leadership and Market credibility -- must be a trusted leader in the community, or must be able to quickly build trust among providers and funders
- Access to providers - must know the provider community well and have the capacity to reach out to and successfully engage providers in a network approach to service delivery.
- Financial reach and stability - must have sound fiscal management capacity; dedicated and skilled fiscal management staff.
- Access to a variety of funding streams - must already have, or be able to tap, multiple funding streams.
- Innovation - Leadership, board and staff are open to new ideas and approaches, willing to "think outside the box"; have experience in developing promising new approaches to old problems.
- Commitment to excellence - Leadership, board and staff are willing to do the internal and external work needed to raise the bar on quality service delivery.
- Entrepreneurial - Leadership embraces an entrepreneurial way of thinking and uses this entrepreneurial energy to effectively engage the staff and board.
- Risk Tolerance - Leadership, board and staff are willing to take risks and organization is stable enough to launch a new endeavor that may not pay for itself in the short term.

Criteria for a Successful Alliance Sponsor Self-Assessment Checklist				
Criteria	Attained	Implementing	Emerging	Planning
Leadership and Market credibility				
Access to providers				
Financial reach and stability				
Access to variety of funding streams				
Innovation				
Commitment to excellence				
Entrepreneurial				
Tolerance for Risk				