

# arXiv Partnership Evaluation Rubric

To distinguish partnerships from simple transactional relationships, we define partnerships as having the following characteristics. A partnership:<sup>1</sup>

- requires seed funding from one or more partners, or an external source, and/or dedicated staff time;
- provides mutual benefits to all partners;
- requires shared risks and responsibilities for all partners, and
- results in measurable outcomes.

## Partnership evaluation questions<sup>1</sup>

1. Provide a brief, high-level description of the partnership (context for the questions that follow).
2. General questions
  - a. Why do we wish to engage with this particular partner (or why is this a good potential partner)?
  - b. What type of organization is the partner organization (e.g. nonprofit, for-profit)? Is it mission-driven?
  - c. Describe the organization's history, track record, and standing in its community.
  - d. How does the partnership advance arXiv's priorities?
  - e. What are the potential opportunity costs?
  - f. Why do they want to engage with us?
  - g. Do the partners share a vision, and if they do, what is it?
  - h. What evidence is there of commitment to the success of this partnership?
  - i. What are the potential benefits to arXiv and to the partner?
  - j. What are the potential risks to arXiv and to the partner?
  - k. What are the partners' tolerance for risk?
  - l. Is there a reasonable exit strategy (explain)?
  - m. Note any other considerations/concerns.
3. Governance, decision-making
  - a. How will governance be handled?
  - b. How will priorities be set?
  - c. How will decisions be made?
  - d. How will IP be managed between the partners?
  - e. What considerations or requirements might constrain or impact our ability to collaborate on grant proposals? What will the roles of the partners be?
  - f. Note any other considerations/concerns.
4. Resources
  - a. What arXiv and partner resources are required to start and sustain the partnership?
  - b. What are the partners willing to contribute?
  - c. What costs will be incurred and how will they be distributed between the partners?
  - d. Note any other considerations/concerns.
5. Software development process
  - a. How will the work get done? Co-development, parallel, etc.
  - b. What development practices will be employed?
  - c. Note any other considerations/concerns.

Notes:

<sup>1</sup> Adapted from Koltay et al. 2016. Partnerships: Assessing when to start, when to hold, and when to fold. College & Research Libraries News 77(2).  
Online: <http://crln.acrl.org/content/77/2/62.full>.