



Partner Alignment Assessment

(Step 2 (i) of the 8 Step Assurance Framework)

Phase 1: Partner Alignment Assessment

This Partner Alignment tool allows Reall to undertake an initial systematic assessment of any potential partner to ensure a good fit with the goals/needs of the partnership before undergoing Reall's in depth organisational assessment. This tool could be used as a starting point for exploring a potential relationship by providing a basis for initial discussions with key players involved at both senior and operational levels.

The scoring system is designed to show at a high level, areas of potential strengths and weaknesses and highlights whether it is appropriate to undertake a more detailed analysis that is necessary for becoming a partner with Reall. There is no set pass/fail mark.

Point Scoring System 1: Very Poor 2: Poor 3: Average 4: Good 5: Very Good

Partner Details	Country
<i>(Insert partner name, address and company registration)</i>	Reall Recommendation
	Reall Contact Officer

	Assessment Date					
	Additional details					
Score	1	2	3	4	5	Reasons/Comments
Does the organisation align with the vision and mission of Reall?						<i>(If no, insert here any plans for the future)</i>
Commitment to Reall's critical actions:						
Scalability						
Innovation						
Partner Quality						

Collaborators						
Evidence & Ideas						
Stewardship of Capital						
Is the organisation focused on the affordable homes market?						<i>(If no, insert any plans for the future)</i>
Does the organisation have a long term commitment to transforming the affordable homes market?						
Does the organisation target the bottom 40% of the income pyramid? If not, who is the target market, can/will they align?						<i>(If no, insert any plans for the future)</i>
Credibility of business model (leading/lead to a good track record in the sector)						
What is the organisations stage of development?						<i>(1 being weak governances/processes, 5 being strong governance/processes)</i>

Organisation's link to local markets and key stakeholders, government institutions						
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Total Score	
Accept/Reject/Adapt	

Decision and Justification:

Action:

