

STEP 6: ESTABLISH COLLABORATIONS WITH COMMUNITY PARTNERS

The collaborations you establish with community partners can have a strong impact on your program. Many of your decisions—for example, how you will conduct outreach or where you will locate a clinic or service site—may depend in part on the types of organizations with which you collaborate, the goals and capacities of your partners, and the nature of the partnerships you forge.

These associations can broaden the reach of your program and increase your chances for success. You will want to assess what you have to offer your partners in exchange that will help them achieve their objectives. The most productive collaborations are those in which the partners clearly understand the mutual benefits. For more detailed information, refer to [Background Guide 4](#).

ACTIVITY 6-A

Assess what you need and expect from community partners and what your organization can offer in establishing mutually beneficial collaborations.

ACTIVITY 6-B

Identify prospective partners and assess the potential benefits and drawbacks of collaborating with each one.

ACTIVITY 6-C

Contact prospective partners to propose the collaboration and explain the LTBI program: its purpose, importance, and objectives.

ACTIVITY 6-D

Discuss and agree upon:

- The scope of services to be offered
- Anticipated costs and how they will be allocated among the partners
- Each partner's roles, responsibilities, and expectations
- The standards by which the partners will evaluate their collaboration

ACTIVITY 6-E

Negotiate and execute a Memorandum of Understanding (MOU) with each partnering organization to document the terms of your agreement. A template, [MOU: Infectious Disease Screening](#), is included in the Tools section.