

Build, Buy, or Ally Decision Framework

Which mode will best enable my company to...

	Build	Buy	Ally		Build	Buy	Ally
Resources				Financial			
Complement existing management talent?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Positively impact quarterly financials?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Minimize critical talent loss?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Positively impact annual financials?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reduce problems of cultural fit?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Positively impact long-term financials?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Limit impact on senior management time and attention?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Reduce up-front costs?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Leverage core competencies?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Improve productivity?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Scale				Most easily measure success of the project?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Generate scale efficiencies and other benefits?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Improve access to capital?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Support the activities of multiple business units?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Risk			
Knowledge				Reduce exposure to currency financial risk?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Learn about future growth markets?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Reduce exposure to operational risk?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Add intellectual property assets?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Reduce the likelihood of identified risks?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expand/improve information management capabilities?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Reduce the impact of identified risks?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Products				Lower risk of intellectual property loss?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Seed the pipeline with basic discoveries/technologies?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Reduce risk of overvaluation?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Accelerate development of near-to-market products?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Speed			
Differentiate product line from competitors?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Execute strategy most rapidly?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expand distribution channels?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Achieve the greatest speed at the least cost?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Customers				Gain positioning for future speed-related advantages?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Create a unique value proposition for existing customers?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Control			
Create new customer relationships?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Ensure control over critical assets?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Deepen existing customer relationships?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Achieve the greatest control at least cost?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Enhance marketing/brand position?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Improve control over critical relationships?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Competitors				Flexibility			
Expand market share?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Ensure the least costly exit strategy?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Create meaningful barriers to competition?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Provide the most flexibility in a changing business environment?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Easily overcome competitor reaction?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
Minimize signaling of new strategy to competitors?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
Regulation							
Overcome regulatory barriers?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
Deepen relationships with regulators?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
Reduce vulnerability to changes in the political environment?	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>				
				Totals			