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# **Exit/transition tool – Exit criteria:** How to decide if it’s time to exit from your partnership?

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| **Background:** These exit criteria have been designed to inform decisions about whether it’s time to exit. It’s good practice to involve partners in making any decision if possible, rather than simply informing them.Please refer to the [**toolkit**](http://www.Intrac.org/ba-exit-toolkit) for further guidance. |

There are 3 main criteria for exiting from any partnership:

1. **Stopping as success**

You and your partners have done what you set out to do, and there’s no longer a need for continued collaboration. Things to consider under this heading:

* + **Have you met your partnership objectives?** Have you achieved the outcomes that you’d set for the partnership, and would continuing to collaborate no longer add value to the other partner(s)?
  + **Have any key partnership milestones been reached?** For example, is partner’s technical capacity significantly enhanced or have they established new services; or has your organisation been able to improve its programme approach.
  + **Have you met your programme objectives ?** Have you achieved the original programme objectives which formed part of the partnership? Is there no longer a need or added value in continuing to work together on similar initiatives in future?

1. **The partnership is no longer viable or effective**

This can be for internal and external reasons e.g.:

* you can’t resolve your differences
* there’s been an integrity crisis
* the context has changed so much that the original rationale for the partnership is no longer valid
* the added value of working in partnership isn’t being realised.

Typically this will result in a ‘quick’ exit, but which will still need careful and sensitive management.

1. **Change in strategy**

This can be a valid criteria for exit, ifyou or your partners have a new strategy or approach e.g. focusing on an alternative thematic area/region. However, it’s important to recognise that if the change in strategy wasn’t anticipated in advance, and partners are relying on your support then this will have a negative impact on their organisation, and additional support may be required in the lead-up to exit.