



**PROJECT MANAGEMENT INSTITUTE
Washington DC Chapter, Inc. (PMIWDC)**

A Consistent Leader Serving the Project Management Profession in MD, VA and DC Area

Strategic Alliance Policy

September 1, 2006

Purpose: The Washington, D.C. Chapter of PMI (PMIWDC), wishes to leverage its vision and activities with other strategically minded organizations to promote, advance and reinforce professional project management practices and principles.

Vision: The WDC Chapter will foster an environment that enriches the approach to project management and provide value to its membership founded on the unified principles and practices of PMI.

Objectives:

- To promote professional project management practices;
- To support PMP members in their efforts to meet PMI's Continuing Certification Requirements [CCR];
- To provide a forum for discussion, knowledge exchange and learning of project management practices;
- To expand project management knowledge and capabilities by bringing the expertise of PMI recognized thought leaders, educators and practitioners to like-minded non-profit organizations; and
- To expand PMIWDC's awareness of other strategically-minded organizations, and identify more opportunities for members to further their development.

Expected Outcomes:

- Evidence of project management principles and practices across projects and programs;
- A professional environment that shares and leverages knowledge to improve project management to the mutual benefit of both parties;
- Up to date and sustainable project management knowledge, applied skills and expertise among practitioners enabling the advancement of thought leadership; and
- Increasing membership participation in the Washington, D.C. Chapter activities.
- Increased services to the membership of both parties of the alliance.

Process:

1. The request for a strategic alliance can be initiated by the PMIWDC Board of Directors or any other interested Non-profit organization.
2. The President and President-Elect or other BOD members as designated by the President and President Elect, will discuss the feasibility of establishing an alliance.
3. A PMIWDC Board member will be designated by the President to develop a **Memorandum of Understanding** to summarize the alliance being undertaken. Specifically, the two parties shall mutually agree to the following, as a minimum:

- a. **Length of the Alliance.** The initial alliance will be for a one year period and may be extended for another one year period with agreement of parties.
 - b. **Mutual Benefits.**
 - i. **Shared Speaker's Network.** Members of each organization may be allowed to participate in the other organization's Speaker's Bureau.
 - ii. **Discounts and Benefits.** Mutual membership rates may be granted for activities sponsored by the partnering organizations while the alliance is in place.
4. The MOU must be approved by a two thirds vote of the PMIWDC BOD.
 5. Any member of the Board of Director's may sponsor a Strategic Alliance partner.
 6. The alliance must consider the risks of exchanging membership listings. In the event a decision is made to exchange membership listings, the PMIWDC will request approval from PMI GOC. The following conditions apply:
 - The agreement between PMIWDC and the non-PMI entity clearly states the terms and conditions related to the use of PMI-related membership listings.
 - PMIWDC leaders should receive communications or other materials that are to be sent by their collaborative partners to PMI members and prospective members. PMIWDC will disseminate the communications or materials to Chapter members.
 - Any information provided must exclude those PMI members who have asked that their contact information not be shared.
 - Information regarding prospects who are not members of the Chapter or of PMI must be excluded from such exchanges.
 - PMIWDC is **strictly prohibited** from selling PMI-related Membership and Prospect Database listings, as well as any information, products or services derived from the Membership and Prospect Database listings, to any third party.
 8. In the interest of full disclosure, an ongoing list of Strategic Alliances will be maintained on the PMIWDC website.



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**Strategic Alliance Agreement
(SHORT VERSION)**

This alliance is established between Project Management Institute, Washington, D.C. Chapter, Inc. (PMIWDC) and _____, Strategic Alliance Partner (SP), effective <date>. PMIWDC and the SP have mutually agreed to a loose alliance as described below:

- ✓ Members of each organization may be allowed to participate in the other organization’s Speakers Bureau.
- ✓ The SPs members may be allowed to register for PMIWDC’s PMP and CAPM certification exam preparation courses at the PMI member rate.
- ✓ PMIWDC members may be allowed to _____

Confidentiality. In the performance of this Agreement certain information may be exchanged between the Parties that is proprietary and confidential in nature. This proprietary and confidential information is exchanged solely for the purposes set forth in this Agreement. The proprietary and confidential information shall remain the property of the disclosing Party and shall be subject to the terms and conditions of the Non-Disclosure Agreement attached hereto as Exhibit A.

The alliance will be for a one year period and may be extended for another one year period with agreement of both parties.

Signed:

For PMIWDC*:

For Strategic Partner*:

Signature/Date

Signature/Date

Name/Title

Name/Title

*Individuals must be in a position authorized to obligate their respective organization. For PMIWDC, this is the President and / or President-Elect.



**PROJECT MANAGEMENT INSTITUTE
Washington DC Chapter, Inc. (PMIWDC)**

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**Strategic Alliance Agreement
(LONG VERSION)**

This Agreement (“Agreement”), is entered into by and between **The Washington, D.C. Chapter of the Project Management Institute**, herein referred to as **PMIWDC**, and **<Legal Name of Non-Profit Partner>**, herein referred to as **LNNPP**. PMIWDCI and LNNPP may hereinafter be referred to individually as a “Party” or collectively as the “Parties”.

WHEREAS, **PMIWDC** is recognized as being a leader in the promulgation of excellence in project management, with over 6,000 members throughout Northern Virginia, Washington D.C. and Maryland is a component of the Project Management Institute (PMI®), the global advocacy organization for the project management profession. PMI is actively engaged in setting professional standards, conducting research and providing access to a wealth of information and resources. PMIWDC also promotes career and professional development and offers certification, networking and community involvement opportunities. PMIWDC has advanced the careers of practitioners who have made project management indispensable in achieving business results. For more information, please visit www.pmiwdc.org.

WHEREAS, **LNNPP** is a non-profit organization dedicated to _____. One of the organization’s main goals is to _____ in _____ environment. _____ was founded in ____ and has _____ members. For more information, please visit www.strategicpartnersname.org

WHEREAS, PMIWDC and LNNPP mutually desire to establish a strategic alliance to further both of their organizational goals. The specific focus of this agreement is to reinforce both organizations dominance in project management and to facilitate _____. To that end, we wish to jointly find opportunities to provide additional benefits to both organizations membership.

NOW THEREFORE, in consideration of the mutual terms and conditions set forth herein, the Parties hereby agree as follows:

1. **Scope of the Agreement.** This Agreement is a master agreement that commits the Parties to work together for their mutual benefit to identify and advise each other as to specific opportunities to market and advertise their respective services.
 - (a) The obligations of the Parties under this Agreement are non-exclusive. Either Party may, at any time and for any reason, enter into similar arrangements with any other entity with respect to the same or similar areas or opportunities set forth in the Marketing Exhibits or for any other purposes.
 - (b) Unless otherwise specified in this Agreement executed hereunder, each Party may bear all costs, risks and liabilities incurred by it arising out of its obligations and efforts under this Agreement.. Unless otherwise specified in this Agreement neither Party shall have any right to any reimbursement, payment or compensation of any kind from the other Party for activities pursuant to this Agreement.

2. Term and Termination.

- (a) This Agreement shall have an initial term of twelve (12) months commencing on the Effective Date (the “Initial Term”). Following the Initial Term, this Agreement may be extended only by the written, mutual agreement of both Parties for an additional period of twelve (12) months (each a “Renewal Term”). For purposes of this Agreement, the Initial Term and any Renewal Terms shall be known as the Term.
- (b) Each Party shall have the right to terminate this Agreement at any time and for any reason, with or without cause, effective upon thirty (30) days prior written notice. Neither Party shall be entitled to reimbursement for or be obligated to pay any damages, costs or expenses in connection with such termination.

3. Confidentiality. In the performance of this Agreement certain information may be exchanged between the Parties that is proprietary and confidential in nature. This proprietary and confidential information is exchanged solely for the purposes set forth in this Agreement. The proprietary and confidential information shall remain the property of the disclosing Party and shall be subject to the terms and conditions of the Non-Disclosure Agreement attached hereto as Exhibit A.

IN WITNESS WHEREOF, the Parties represent and warrant that this Agreement is executed by duly authorized representatives of each Party as set forth on the date indicated below.

Signed:

For PMI WDC:

For Strategic Partner:

Signature/Date

Signature/Date

Name/Title

Name/Title

NON-DISCLOSURE AGREEMENT

The Project Management Institute Washington DC Chapter, Inc. ("PMIWDC") wishes to engage in a business relationship with your company, <Company Name>, for the purposes of <define purpose>. During the course of this relationship, both parties may divulge information that they consider to be proprietary and confidential. Such information may include member, business, financial, legal, technical and other types of information and/or ideas, in written, electronic and oral form. All such information is hereinafter referred to as "Proprietary Information." "You" for purposes of this Agreement means the company named above, its agents, attorneys, affiliates, subsidiaries and all persons acting on its behalf.

In consideration for the disclosure and any negotiation concerning the proposed business relationship, You and PMIWDC (the "Parties") individually agree as follows:

1. The Parties will hold in confidence and not possess or use or disclose any Proprietary Information except information that can be documented (a) as existing in the public domain through no fault of the Parties, (b) was properly known by the other party, without restriction, prior to the disclosure, or (c) was properly disclosed by another person without restriction. The Parties agree that they will not reverse engineer or attempt to derive the composition or underlying information, structure or ideas of any Proprietary Information. The foregoing does not grant either Party a license in or to any of the Proprietary Information.
2. If the business relationship between the parties expires or is terminated by either Party, each Party will return and/or destroy all Proprietary Information and all copies, extracts, and other objects or items in which it may be contained or embodied.
3. Each Party is obligated to promptly notify the other Party of any unauthorized release of Proprietary Information.
4. The Parties acknowledge and agree that due to the unique nature of the Proprietary Information, any breach of this Agreement would cause irreparable harm to PMIWDC, Inc. for which damages are not an adequate remedy and the Parties shall therefore be entitled to equitable relief in addition to all other remedies available at law.
5. The terms of this Agreement will remain in effect with respect to any particular Proprietary Information until a Party can document that it falls into one of the exceptions stated in Paragraph 1 above.
6. This Agreement is governed by the laws of the Commonwealth of Virginia and may be enforced in any state or federal court sitting in that state. Nothing in this Agreement may be modified or waived unless in writing, signed by a duly authorized representative of both Parties.

Intending to be legally bound and duly authorized to enter into this Agreement on behalf of the company set forth below, this Agreement is:

ACKNOWLEDGED AND AGREED TO THIS _____ DAY OF <MONTH, YEAR>.

BY: _____

COMPANY:

BY: _____

Project Management Institute Washington DC Chapter, Inc.