

Challenges



Reaching outputs

Challenges

Do you collaborate? If yes, how? What are the outcomes of collaboration?

Challenges



Benefits and needs

Challenges

**Do you define joint benefits?
If yes, how?**

Challenges



Trust

Challenges

How do you build trust between companies?

Challenges



Miscommunication

Challenges

What channels do you use to communicate? What kind of practices and habits do you have for communicating?

Challenges



Maintain long-term collaboration

Challenges

What keeps companies engaged over time?

Challenges



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