

PRELIMINARY RESULTS · 2026 SURVEY

2026 state of AI in strategic partnering and alliance management

More than 100 professionals from search & evaluation, business development and alliance management have responded so far. Here is how their answers compare with our 2025 survey.

53%

now use AI daily in their partnering work, up from 38% in 2025

2.4x

more say AI has significantly improved their efficiency or effectiveness (33% vs 14%)

56%

call AI an important or critical priority for their partnering strategy over the next 12 months

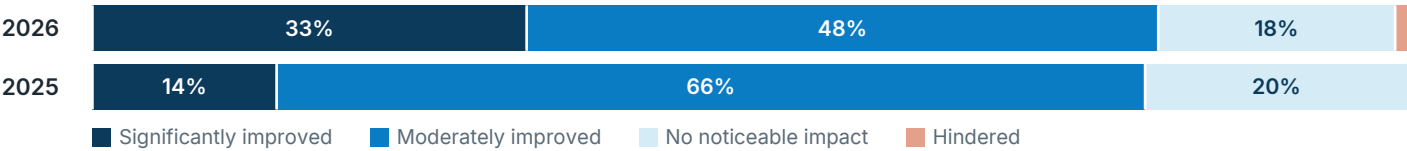
One year on: adoption is up and impact is increasing

Daily use rose 15 points in a year, and three in four partnering professionals now use AI at least weekly (77%, up from 65%). The share reporting significantly improved efficiency or effectiveness more than doubled, from 14% to 33%.

How often do you use AI in your partnering activities?

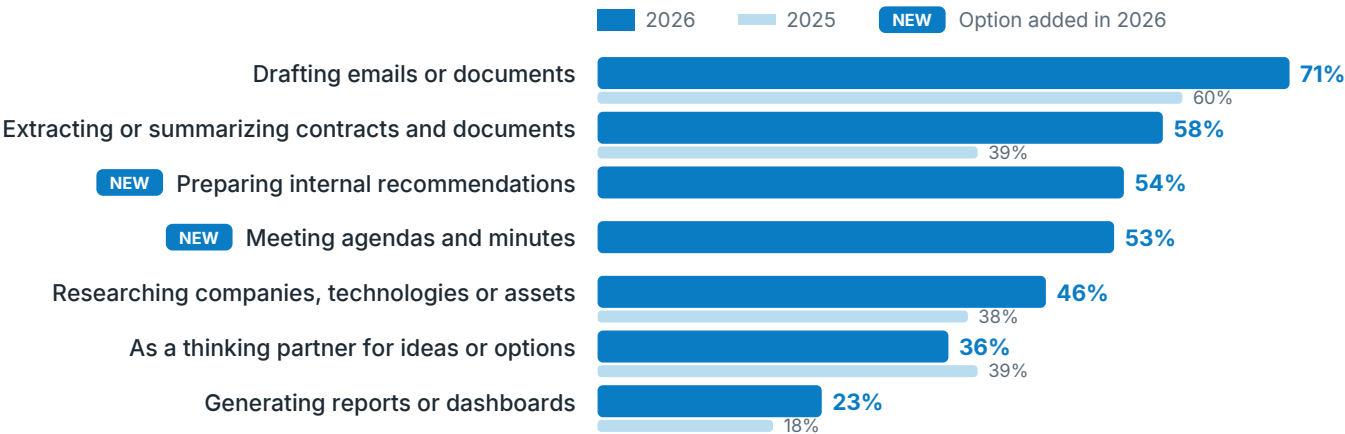


How has AI impacted the efficiency or effectiveness of your partnering work?



Everyday uses deepen and a second wave emerges

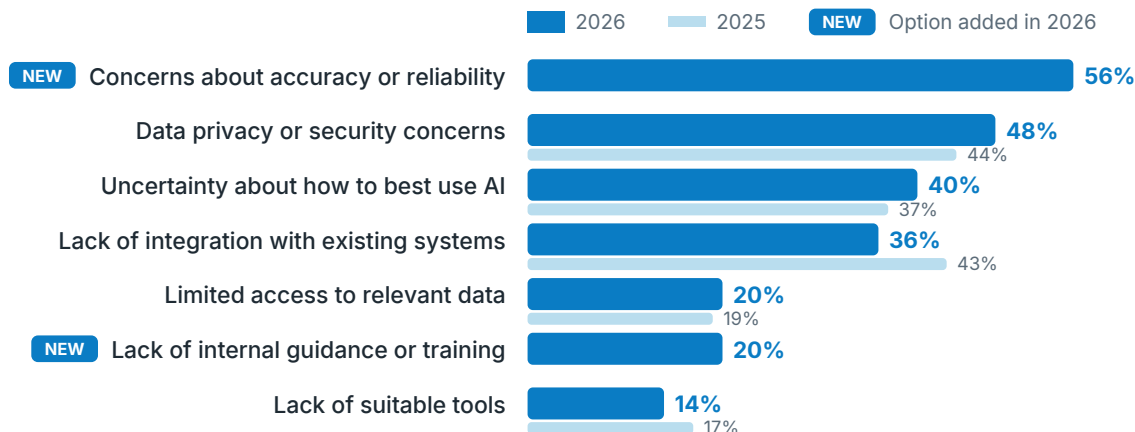
Drafting, document analysis and research remain the main uses, and each grew year over year. Two newly measured uses debut near the top: preparing internal recommendations and drafting meeting agendas and minutes.



Trust is emerging as the top barrier to adoption

Concerns about accuracy or reliability topped the list of barriers this year, suggesting that trust in AI output becomes a bigger issue as usage deepens. Data privacy and security, the leading concern in 2025, remains close behind.

Biggest barriers to using AI in partnering today



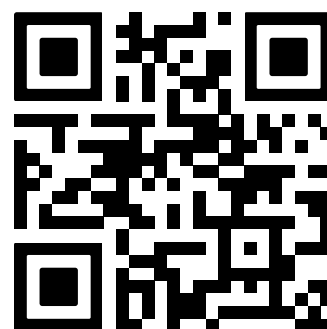
Still to come in the full report

- The complete set of AI uses across search & evaluation, business development and alliance management
- Where partnering teams have the least visibility across the lifecycle, and the capabilities they want next
- How organizations rate their AI maturity, their priorities and their confidence in AI-generated intelligence
- Qualitative insights and lessons from our workshops and discussions with partnering leaders
- Full year-over-year details on adoption, impact and barriers, with practical takeaways for your own AI plans

HAVE YOUR SAY

Take the 3-minute survey and receive the full report

Add your perspective to the 2026 results. Every respondent receives a complimentary copy of the full report with our analysis.



SCAN TO TAKE THE SURVEY

About allianceboard

allianceboard is the AI-powered digital platform used by leading partnering teams to manage their portfolio across the full partnering lifecycle, from search & evaluation to business development and alliance management.

allianceboard AI is a purpose-built assistant that extracts key data from unstructured documents such as pitch decks, emails and contracts, answers questions across your partnering data and builds dashboards on request, while respecting the access controls already in place. You can also work seamlessly with allianceboard from within Microsoft Copilot, Claude and other LLMs.