



Equitable Partnership in Action

KCOC, Care, PIN

12 Dec 2024



Alliance 2015

towards the eradication of poverty

Equitable Partnership in Action - Brief about Presenters



- Korea NGO Council for Overseas Development Cooperation (KCOC)

Junyoung

- CARE Asia

Alexandra

- I have been working as a Partnerships Advisor with People in Need (PIN) since February 2022. I have over 20 years of experience and have worked with Plan International for 11 years in various partnerships and civil society strengthening roles, including with HQ. I worked with the INGOs, Government, and Universities in Pakistan and Norway.

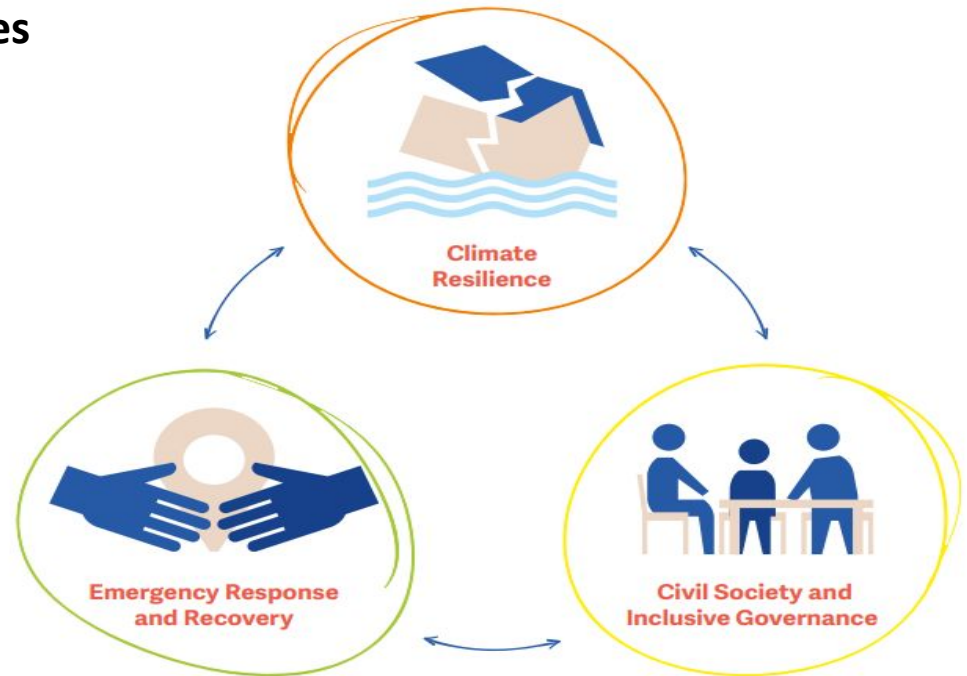
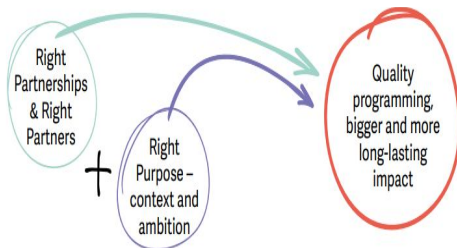
Anwar



RDD Strategy Programmatic Pillars – 2022-2026

RDD Strategy Organisational Priorities

1. Retaining staff
2. Mobilizing resources for impact
3. Maximizing programme quality
4. **Strengthening and transforming partnerships**
5. Harnessing the potential of innovations and digitalization



Partnership Goal & Outcomes



Strategic and impactful partnerships with **diverse partners**;

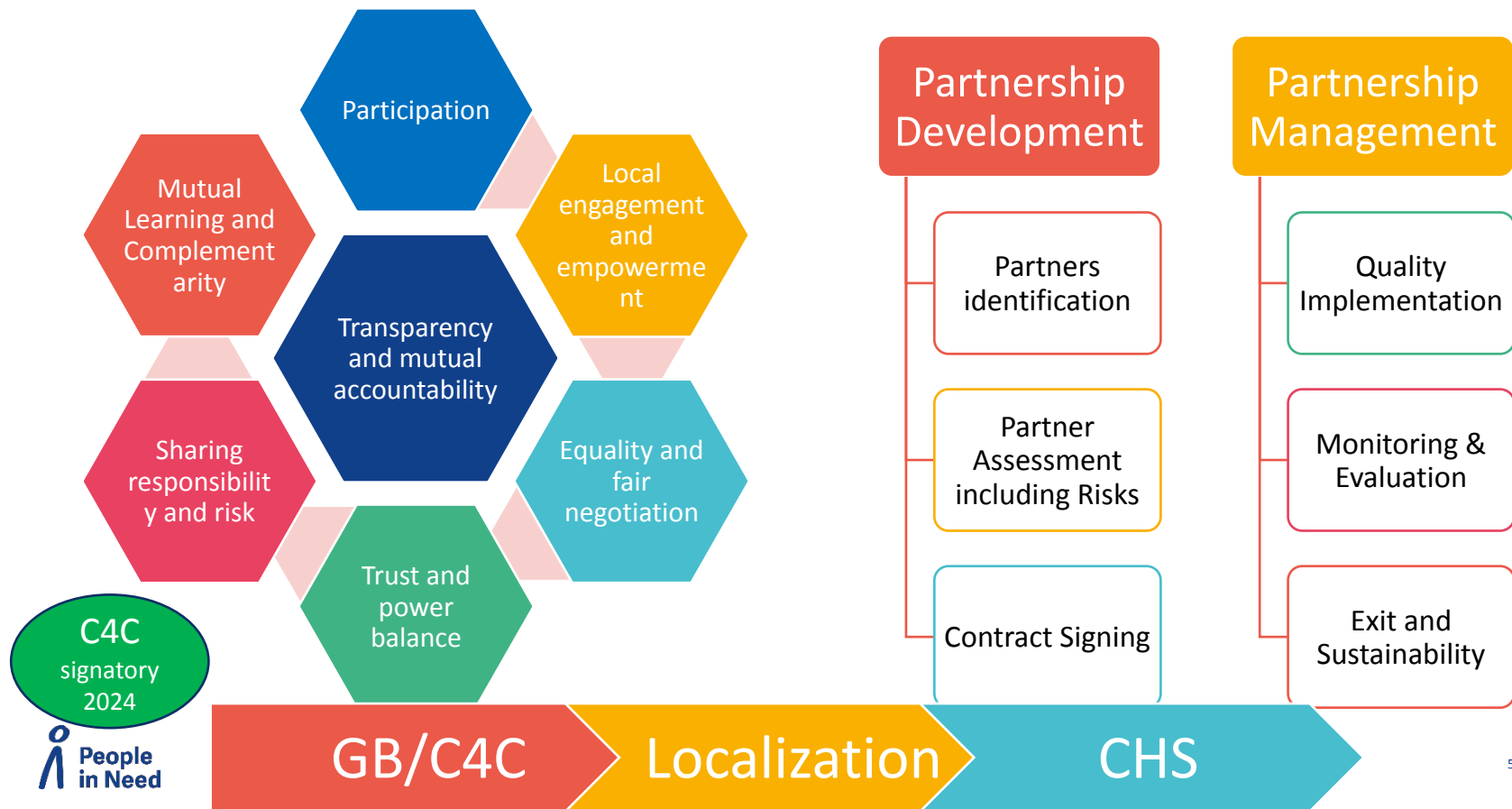
A larger partnership **portfolio** in **all contexts** (development, humanitarian and nexus);

Our main goal in this strategic period is to **expand** our partnership **portfolio**, ensuring **quality** and **sustainability** of our partnerships, with a focus on local **civil society organizations**, in all three programmatic pillars.

PIN's work **showcased** in relevant local, regional and global forums;

Our local partners **value** partnerships with PIN.

Partnership Principles and Cycle



Partnership Journey of PIN



Partnership Handbook 2010

90-120 Partners



2017-2021

RDD Strategy

- Good Governance



700+ Diverse Partners
400+ CSO Partners

2022-2026

RDD Strategy

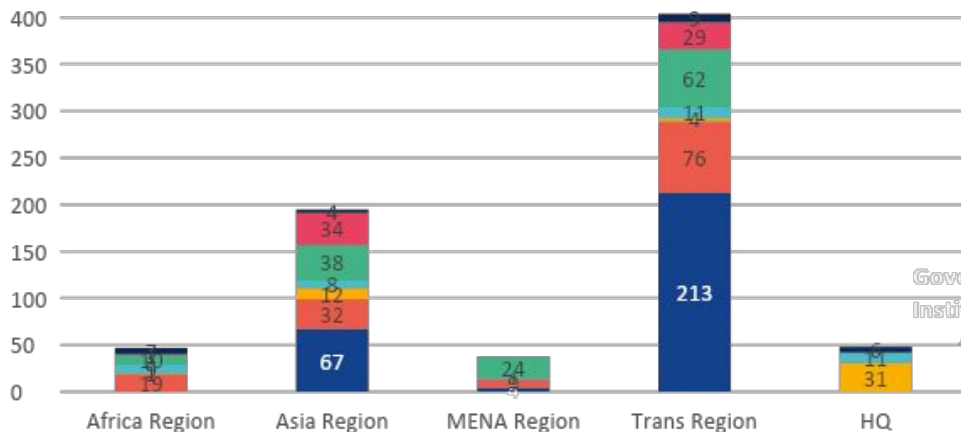
- Partnerships **Strategy**
- Minimum **Standards** for Partnerships
- Partnership Handbook and **Tools**
- **PIN's approach to Locally Led Action (LLA)**



20% Budget by Partners – **7% CSOs** 2023

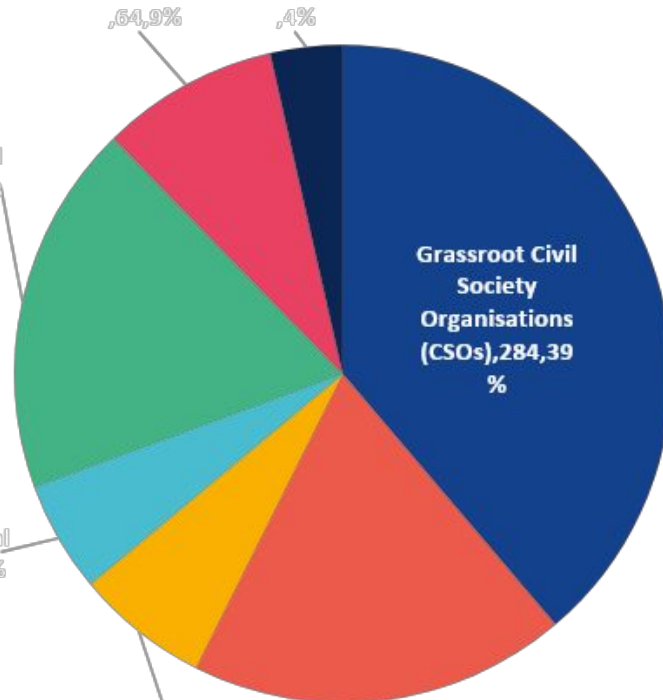
17% Budget by Partners – 2022

PIN Partners 2023



- Grassroots CSOs
- Local & National NGO
- CSO Networks, Alliances
- INGOs
- Government
- Corporate Sector
- Academia

Private/Business Sector, 64,9%
Academic Institutions, 2,4%



2017:	99	2021:	-
2018:	140	2022:	434
2019:	92	2023:	(324)
2020:	88		732



Partnership Investment Fund

PIN Internal Fund for
Country Program

Budget: 10 to 20 K Euro

Duration: Annual – started
from 2022

 Allocation **450,000 Euro**

- **Africa:** Angola, DRC, Zambia, Ethiopia;
- **Asia:** Nepal, Mongolia, Myanmar, Philippines;
- **MENA:** Iraq, NES, Yemen;
- **EPAB:** Armenia, Moldova, WB, Georgia



15 CPs &
4
Regions



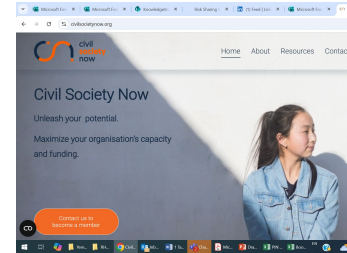
1. Translating Strategy and Handbook into Practice and Transforming PIN's Partnership Approach

- Staff **competencies** – HR
- Systems and Processes **streamlining** and tools update
- CP **strategy focus** and clear roadmap

100+ new potential strategic partners identified

65+ assessed (PAT)
rest in progress –
40+ strategic partnership MoUs signed

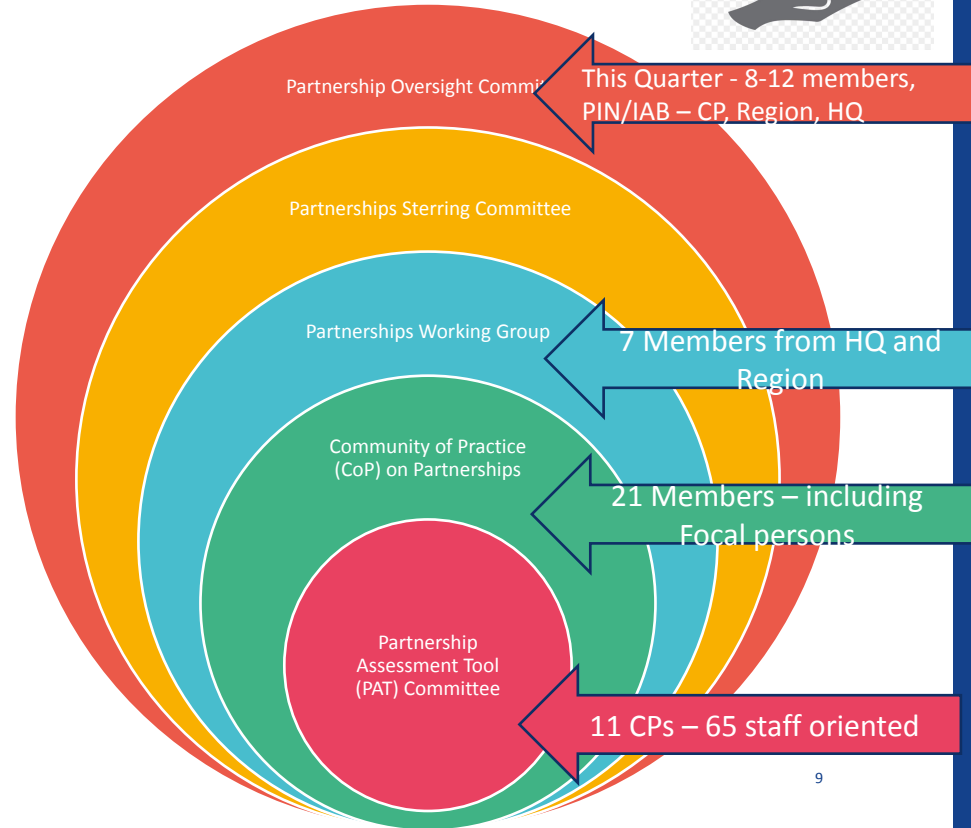
15+ Small grant projects – piloting in different contexts – Angola, DRC, Iraq, Ethiopia and Syria



Institutionalization of Partnerships at PIN



Working in Partnerships Challenges



Partnership Development



Partners identification

- Discouraged reactive partners identification
- Initiated structured partners mapping by Country Program (CP) strategy or Pillar priorities
- Developed pool of potential strategic partners 100 +

Partner Assessment including Risks

- Revisited Partnership Assessment Tool (PAT)
- Piloted different ways of conducting PAT;
- Simplified Self-Assessment Tool with Tiered Approach;
- **E-passporting of due diligence / assessment** at Alliance2015 level being followed in Ukraine, Ethiopia, Yemen
- Country Program ownership of Risks sharing not transferring;
- Partnerships and Localization Risks Study in 6 CPs;

Contract Signing

- Added Strategic Partnership MoUs with CSOs 3-5 years open;
- Simplification of Contract Agreements by type of partners;
- Admin cost sharing with partners policy building on past practices of PIN

Partnership Management



Quality Implementation

- Partner's **Database** and digitalization of Partnership management Tools – co-created with partners and CP staff
- Piloted and being rolled out gradually

Monitoring & Evaluation

- Partnership Review Meeting > CFRM or Feedback Mechanism
- Annual **Partner's Feedback Survey** initiated Globally from 2023
- Knowledge Management on partnership – Intranet and Other Resources
- Partnerships **Case Studies** from CP experiences

Exit and Sustainability

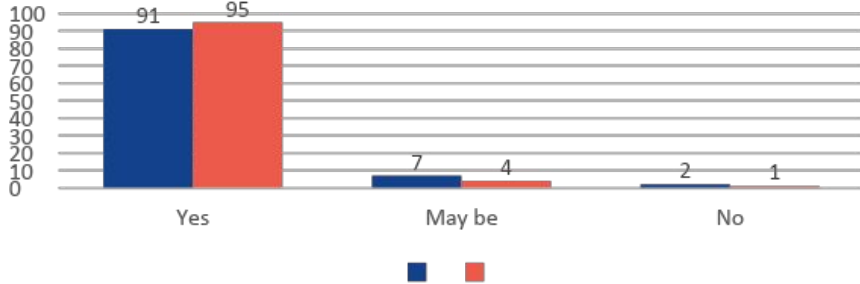
- Understanding sustainability and role of PIN and other actors;
- Strategic Partnership with local authorities;
- Co-creating checklist and tools

PIN Partners Experiences Survey –

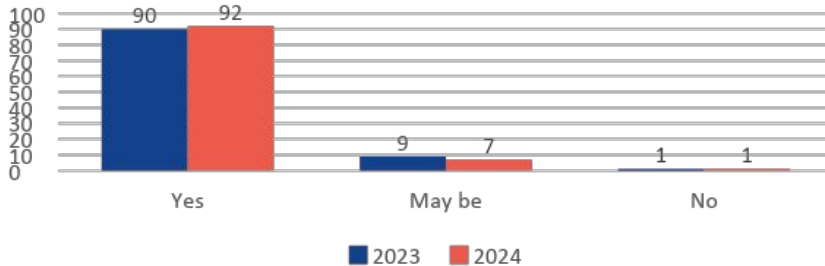
2023 69 partners from 9 CPs

2024 92 partners from 17 CPs – on-going

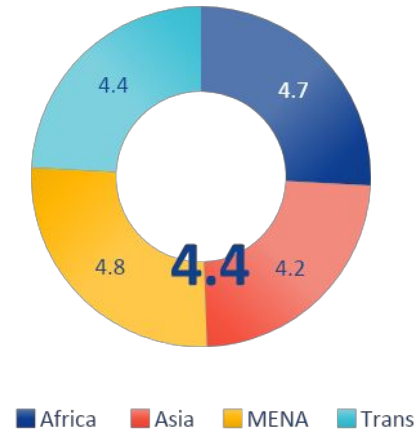
Would you partner again with PIN? %



Would you recommend other organizations to partner with PIN? %



Regional Average of Partnership Experience with PIN -1-5 scale

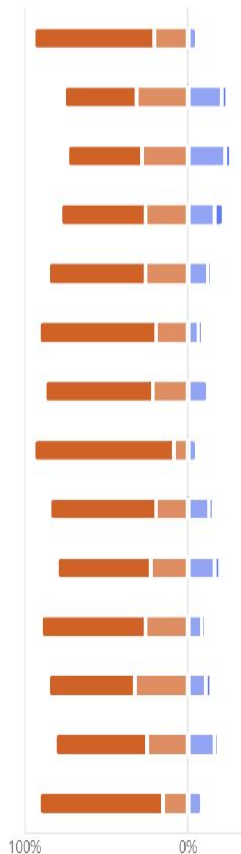


6. In our experience of working with PIN as a partner

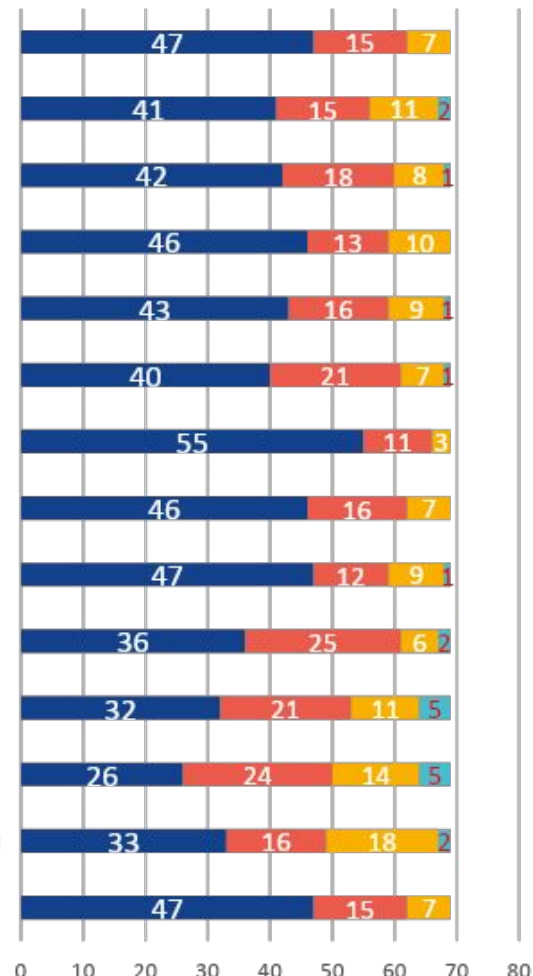
2024 – on-going survey 90+

● Always ● Often ● Sometime ● Never

- A. Objectives and expectations from the partnership were clearly defined and agreed
- B. Regularly inform us about other programmes implemented by PIN and the country strategy of PIN
- C. Involves in partnership decision making
- D. Involves in developing project proposal (s) from the beginning
- E. We jointly review progress, challenges, and learning
- F. We find it easy to discuss problems with PIN staff
- G. PIN's staff listen to our views
- H. PIN's staff treat us with respect and dignity
- I. We find PIN to be flexible to meet our needs
- J. PIN's financial requirements are reasonable and manageable
- K. PIN's reporting requirements are clear and communicated timely and accurately
- L. PIN invest in project staff capacity building of partners
- M. PIN supports us in our organizational development
- N. PIN acknowledges the work we do



- ment
- partners
- communicated timely and accurately
- and manageable
- staff
- arning
- om the beginning
- implemented by PIN and the country strategy of PIN
- relationship were clearly defined and agreed



Open Discussion – Key Questions

1. Are our initiatives promoting equal and effective partnerships?
2. Are we sharing and strengthening capacities?
3. Are we shifting power or transferring risks?
4. Are these investments and initiatives sustainable?

Thank you for your attention

For more information

Anwar Muhammad

Global Partnerships Advisor

anwar.muhammad@peopleinneed.net

+ 92 321 22 111 35

www.peopleinneed.cz

