

Donor partnerships with business – to promote PSD: Outcomes of DCED work and next steps

DCED Annual Meeting, 3 July 2013

Scope of DCED work: *What partnerships have we been focusing on?*

- **Central element of sharing of costs and/or risk, including co-investment** with companies to achieve **commercial benefits** and to create **economic opportunities for the poor**
- Main focus on models that involve **grant support** (rather than other forms of finance)

Knowledge base on DCED website: *Outcomes of DCED work in the last 3 years:*

- **Links to major donor-funded partnership mechanisms and programmes;**
- A **directory for businesses** to identify sources of support
- **Key research and publications**, including
 - Current practice
 - Case studies, and about 12 reviews and evaluations of 8 different partnership mechanisms
- **Set of practical tools** for partnership practitioners

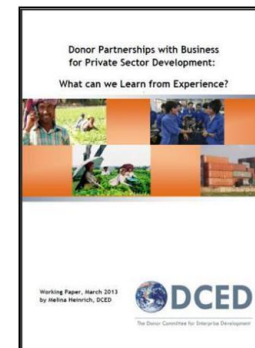


A *“Top Resource”* on
Donor Programmes that
work with business

**Caroline Ashley, DFID
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DCED Review: *What are we learning from experience? (March 2013)*

- **Detailed typology of partnership models** (drawing on DCED mapping, North-South Institute and others), e.g. different matching grant/challenge fund schemes, multi-stakeholder coalitions etc
- **Evidence on results and ‘what works’ is still scarce**
 - Many reasons that could be avoided by donors, e.g. up-front publicity, little funding and capacity for results measurement
- Little clarity on **how to assess that businesses would not have invested anyway**, without donor money (additionality question)



Launch event with ECDPM: *Some further ‘take-aways’ from donor discussions*

- ‘Partnerships’ a generic term, need for defined focus in joint donor activities
- DCED focus to remain on PSD, but possibly relevant for other sectors (e.g. health)
- Different practices in due diligence assessments of partner companies
- Donors need to coordinate different financial instruments, e.g. matching grants and development finance

Future DCED Plans: *How to make partnerships for PSD more effective?*

Two initial entry points:

- (already triggered by previous Results Measurement WG work plans): Guidelines for **measuring results in challenge funds** (e.g. who measures what? Who pays for what? etc)
- (following in particular the Brussels workshop): Guidelines for **assessing 'additionality'** before matching grants for PSD are granted

Other key considerations:

- **Ensuring complementary** with ongoing and emerging initiatives
 - e.g. Sec. to be involved in ANU working group on challenge fund design
- A **field-level workshop** could be organised to present draft guidelines, serve as peer learning forum for partnership practitioners on other practical issues
- **Raising awareness** of member agency staff about finalised guidance products and knowledge offer on website (e.g. 1-day workshops)

Supporting and shaping DCED future plans: *How do members want to participate?*

- Realisation and impact of planned activities will partly depend on the level of active member participation
- Perhaps an issue-driven **task-force on partnerships** that would
 - consist of key member representatives and (other) staff with operational responsibility for partnerships
 - provide input into, endorse and help disseminate DCED guidance products (starting with additionality and/or result measurement guidelines)
 - agree on possible needs for other joint activities



For discussion at the AM and beyond:

Who is interested in participating in a task-force?

Who can recommend other colleagues that should join?

Would anyone like to take the lead, with support from the Secretariat?

What are practical next steps?