Partnerships

ETC2020 Strategy Process

March 2015

The ETC2020 theme Partnerships seeks to ensure that the ETC and its relevant stakeholders, be they partners, members, organisations, etc. can provide mutually beneficial and added-value partnerships that encompass quality and effective service delivery for the task at hand.

The Partnerships group consisted of 9 people, including the Facilitator and ETC Cell Focal point, from 5 different organisations. Representatives were all from the humanitarian and development sector.

Through three teleconferences, the group explored the value, understanding and meaning of Partnerships with regard to the ETC, discussed its true value proposition within this context and put forward notions of success in a Partnership that would influence the manner in which this thematic stream could develop as a core component of the ETC2020 strategy.

## Definition of Partnerships

It was agreed by the group that the overarching concept and understanding of Partnerships can be defined as:

* Relationships that are mutually beneficial with tangible benefits;
* Partnerships that encompass different stakeholders and is multi-layered (core / outer);
* Agreements and understanding that has relevance, is enabling and is collaborative;
* Alliances that enable, support and are based on ‘’true partnership principles’’.

## Value Proposition

Given the above definition, the value proposition will need to be revised and finalised, focusing on and amending the highlighted area.

By 2020, through partnering with the ETC and its ecosystem, **partners have the ability to meet their objectives through constructive collaboration,** which effectively channels their efforts. This provides scale, scope, visibility and efficiency that could not be achievable otherwise

## Success Factors

One of the key areas discussed throughout the partnerships stream was ‘’success’’ and the factors that contribute to it. Various elements that largely mark this outcome can be loosely summed up below:

* Delivery of Services by partners in projects, emergency response, etc.;
* Consolidating clear needs and requirements with ETC stakeholders (internal / external) for more effective implementation of projects / operations;
* Emphasize and encourage shared learning between various stakeholders / partners, garner true community feedback and pursue quality collaboration with other organizations / entities,;
* Alliances that are win-win, bi-directional and deliver value for both parties;
* Engagement with a diverse stakeholder network that is cross-cutting geographically as well as functionally industry-wide;
* Emergency Operations / Services are fully resourced and jointly delivered.

## Points Considered

Points considered during work stream discussions include:

* It was noted that the current value proposition needs to be revised and re-purposed once the objectives of the partner are known. Without this knowledge, it is untenable to keep the statement the way it stands at present;
* The overwhelming consensus is that geographic diversity is needed in order to understand partner needs, ascertain their relevance and incorporate their knowledge, all at the local, regional and global level;
* The group consensus is that in order for the partnerships stream to garner further clarity, it is essential that there is full understanding of needs / requirements in the other work streams outlined in the ETC2020 strategy;
* All participants agreed that they would bring to the Rome strategy dialogue their concept and understanding of what is means to be members and/or partners of the ETC;
* It was also agreed that participants would provide various examples of partnerships from their individual organisations as well as further discuss the various roles the ETC will play in a 2020 environment.

## Cross-Cutting issues

* When we refer to the ETC in the context of ETC2020, what does it mean and what role will it play? What do we mean by members / partners? What are the differences? Different models of

## Work Stream Participants

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