Our approach to Partnerships

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Types of Partnerships

- Political
- Strategic
- “Tactical”
- Operational
- Technical
- Stand-by Partnerships
- Capacity building
- Knowledge

Clear purpose
Partners and relationships

- Donors
- UN-Agencies
- Humanitarian Organizations
- Government Organizations
- Networks
- Regional Organizations
- Private Sector
- Academic Institutions
- Technical agencies
- Provider

Institutional

Network

Informal/personal

- MoU
- Letter of Intent
- Personal contacts
- Network
- Stand-by Partnership
- Transactional
- Contractual
- Informal
Management of the Partnerships

Win – Win
• Based mutual respect
• Complementarity
• Activation/deactivation
• Partners of partners
• Look for new opportunities

Bit be aware of
• Expectations
• Principles
• Maintenance
• Transition
• Close if no longer relevant/needed

Direct relationship
Network
Contractual
Network of Networks