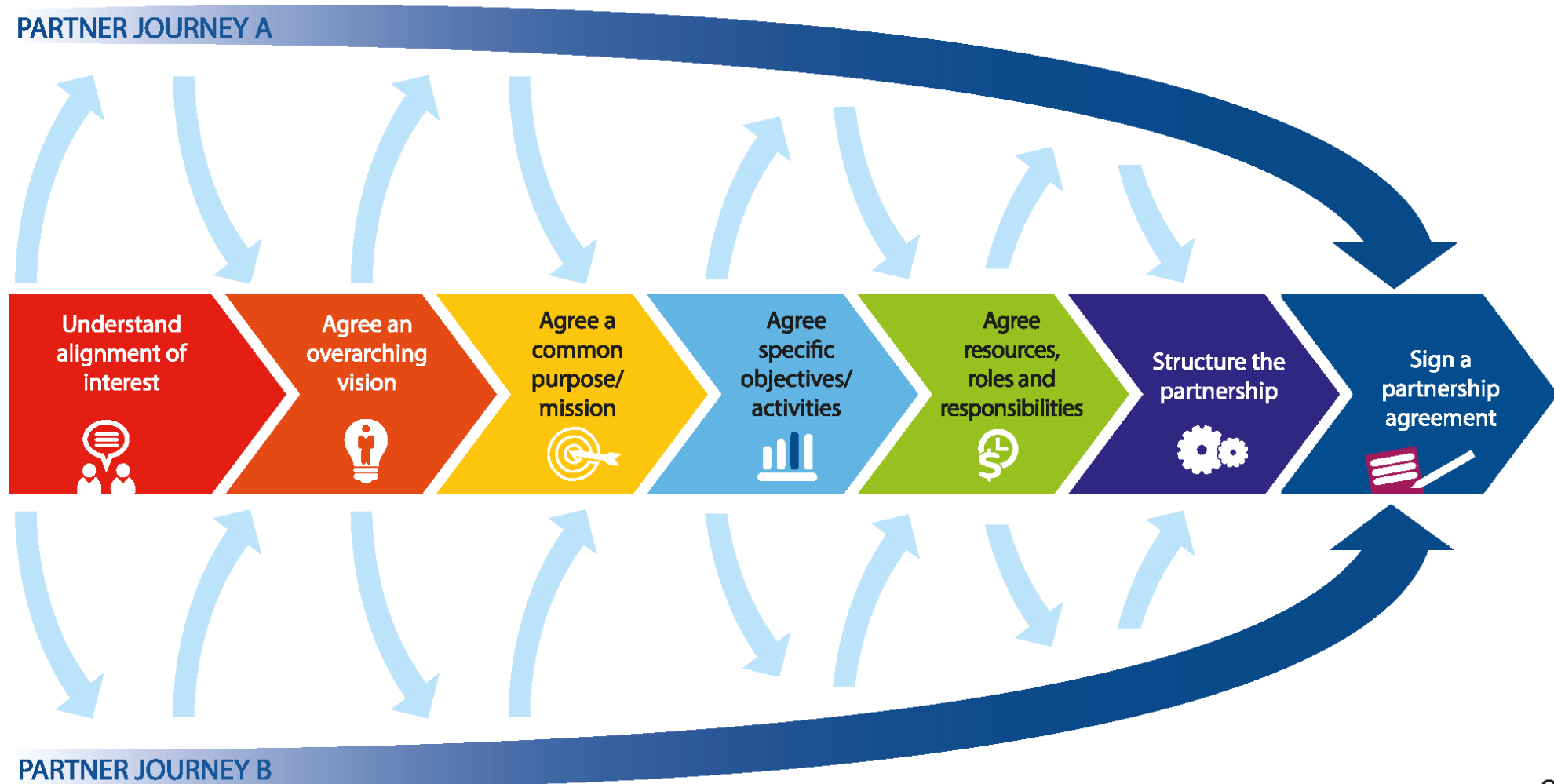




Maximising the impact of partnerships for the SDGs

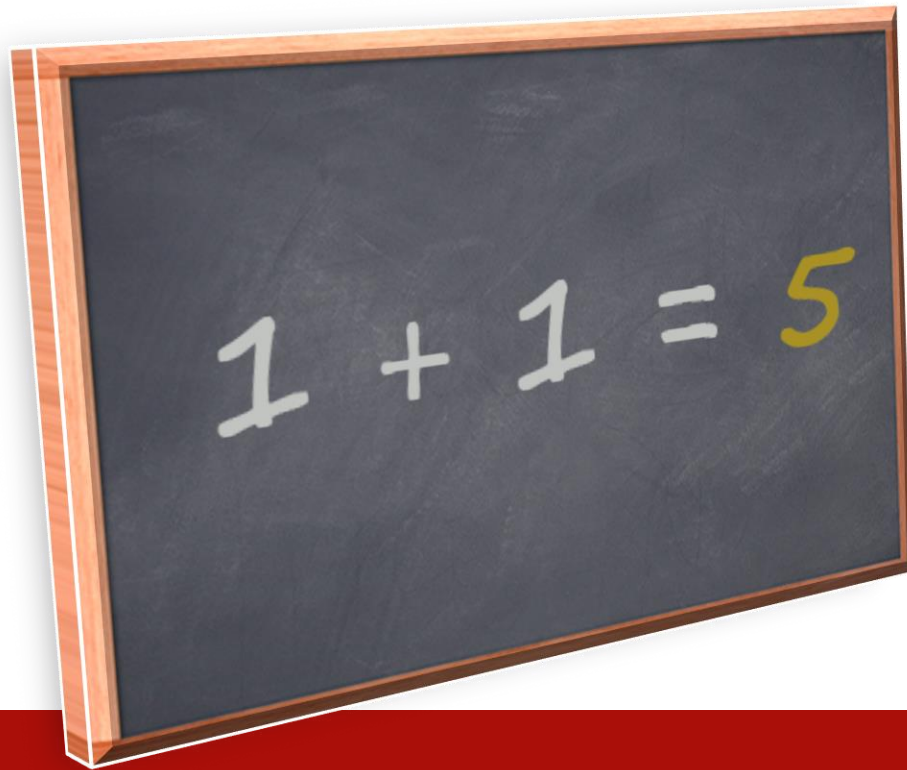
A practical guide to partnership value creation

The Partnering Journey

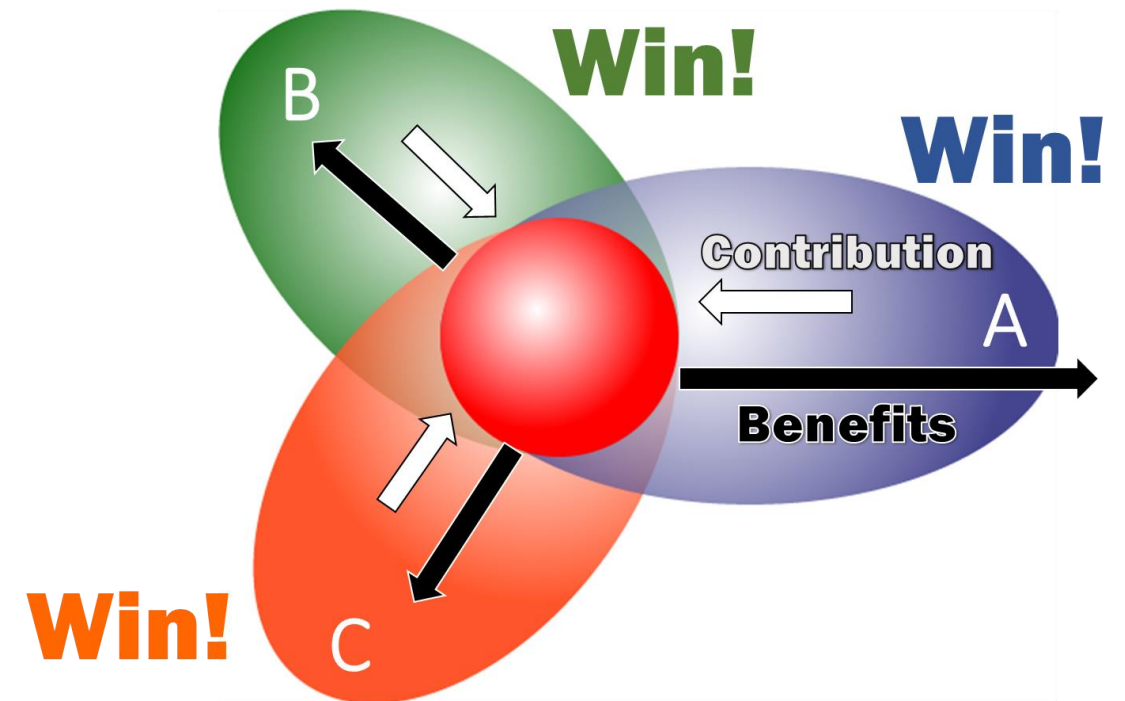


Maximising value creation

1. Partnership as a whole



2. Each individual partner



Value of partnership as a whole



Value created

Collaborative Advantage and ΔP

1	Bringing together essential complementary resources and instruments <i>ΔP: Convening a set of key resources and competencies necessary to deliver a complete solution; harmonizing / coordinating action by multiple actors to intentionally transform a specific system</i>
2	Convening diverse, holistic range of actors <i>ΔP: Developing more workable, context-appropriate, cross-cutting and implementable approaches</i>
3	Exploiting synergies <i>ΔP: Increasing the scale of impact from the input resources available (or achieving the desired outputs with lower input)</i>
4	Creating sufficient weight of action <i>ΔP: Combining / aligning / coordinating resources to create the critical mass needed to deliver outcomes</i>
5	Collective learning and capability building <i>ΔP: Raising the level of knowledge, expertise and capacity</i>

Value created

TOOL 1

Value assessment tool: Partnership value

Partnership value creation assessment				Part 1: PRE-ASSESSMENT
Collaborative Advantage expected to be generated by the partnership	What exactly does this look like in the partnership? What is the ΔP?	Level of importance of this value type	Measuring success: indicators and targets	What needs to be in place?
<i>Please include in a separate line each of the relevant value types (refer to page 4 of this tool)</i>	<i>Please describe in detail what the specific extra value generated by this partnership will be: include specific expected outputs / outcomes</i>	<i>Please indicate level of importance of this value type (0-4)</i>	<i>Please indicate how you will measure success: your partnership's indicators and targets for this value element</i>	<i>Please detail what needs to be in place in order to achieve this added value: note concrete actions and activities that the partnership can commit to</i>

Value from one partner's perspective

Mission Value

Direct or indirect

**STRATEGIC
OBJECTIVES**

Organisational value

Direct
resource
gain

E.g. Funding; cost-
savings; in-kind
contributions etc.

Improving
capability for
future delivery

E.g. Increased
reputation, profiling,
positioning, knowledge
and capacity built,
increase social and
political capital

Value from one partner's perspective

Value to an individual partner **Part 1: PREDICTIVE VALUE ASSESSMENT**

B. Mission value and organisational value

B1. Mission value: How the partnership helps to deliver organisational strategic objectives

Organisational strategic objectives	Partnership results	Importance / level of impact of partnership results	Likelihood of value being achieved	What needs to be in place?	Measure of success	Overall assessment / conclusion
<i>Please complete as many rows as necessary with organisational objectives and needs this partnership could contribute to</i>	<i>List partnership results that contribute to each of your organisational objectives</i>	<i>What is the strategic importance or potential level of impact of the partnership results?</i> Rating 0-4	<i>How likely is this impact to be achieved through this partnership?</i> Rating 0-4	<i>What do you need to do to ensure that these results are achieved through this partnership?</i>	<i>Please note how you will know if you have been successful</i>	

Value from one partner's perspective

B2. Organisational value gain: Building your organisation's capacity to deliver

	Gains / value to your organisation	Importance/ relevance of this type of value	Likelihood of value being achieved	What needs to be in place?	Overall assessment of value / gains
	<i>Detail gains / value to your organisation from the partnership</i>	<i>What is the strategic importance or impact of these gains?</i> Rating 0-4	<i>How likely is this value to be gained through this partnership?</i> Rating 0-4	<i>What does your organisation need to do to ensure this value or create more?</i>	<i>Please note how you will know if you have been successful</i>
Financial					
Non-financial material gains					
Safeguarding assets					
Social capital & connections					
Legitimacy					
Reputation, influence & positioning					
Capacity, knowledge, skills					
Innovation					

TOOL 2 Individual partner value

MAXIMISING THE IMPACT OF PARTNERSHIPS FOR THE SDGs

