# GLOBAL PARTNERSHIPS WEEK REPORT
## MARCH 5-11, 2018

### 2018 Global Partnerships Week

Global Partnerships Week (GPW) is a week-long celebration of cross-sector collaboration co-hosted each year by the Secretary's Office of Global Partnerships at the U.S. Department of State, the U.S. Global Development Lab at the U.S. Agency for International Development, Concordia, and PeaceTech Lab.

### Partnership Practitioners Forum
March 5, Washington DC

On Monday, March 5, 2018 the GPW Practitioners Forum kicked off the week by bringing together 300+ leaders and practitioners from multilateral organizations, civil society, and corporations to celebrate uncommon solutions to accelerating public-private partnerships from start to scale. Attendees gained cross-sector collaboration insight from global partnering entities like Mastercard, the Overseas Private Investment Corporation, Americares, and Microsoft, and heard pitches from aspiring partnerships participating in the U.S. Department of State's Boldline Accelerator as well as PeaceTech Lab's PeaceTech Accelerator. In the afternoon, they participated in breakout sessions designed around commonly-expressed partnering challenges to learn new techniques and resources to apply in their daily work.

### GPW Events
March 6-11, Global

The remainder of the week featured self-organized events around the world, from large-scale conferences and panels, to intimate gatherings or webinars, that served to illuminate existing collaborations as well as potential partnership opportunities.

# Partnership Practitioners Forum Sessions
## March 5, Washington DC

**Research Presentation: The Role of the Private Sector in Support of SDG 16 Reporting**
One Earth Fund, LexisNexis

**Taking the First Step:**
**How to Start the Partnering Process**
PATH, Project Concern International

**Catalytic Capital: Innovating Project Financing**
Winrock International, USAID, Dun & Bradstreet, UVA Darden

**New Tools: Blockchain for Social Impact**
Microsoft, U.S. Department of State, Consensys, TRUEPIC, BanQu

**The Art of Steering: Using Media, Data, and Local Ownership to Keep Complex Partnerships on Track**
Independent Television Service, Viamo, Aspen Planning and Evaluation Program, USAID

**Measuring Impact for Short & Long Term Needs**
TechnoServe

**Designing an End:**
**Building Partnerships for Sustainability & Scale**
Dalberg Global Development Advisors, USAID

# GPW Events
## March 6-11, Global

**Fragility Forum 2018:**
**Managing Risks for Peace and Stability**
Hosted by The World Bank Group
Location: World Bank Group Headquarters

**From Rhetoric to Action:**
**Moving the Dial on Disaster Preparedness**
Hosted by Concordia & Americares
Location: Project Concern International

**2018 International Women's Day Forum**
Hosted by U.S. Chamber of Commerce
Location: U.S. Chamber of Commerce

**"My Intention Is" Displaced Partnership Initiative**
Hosted by Concordia, Make It Happen, and Georgetown University Institute for the Study of International Migration
Location: Georgetown University

**Applying Partnering Insight to**
**Achieve Inclusive Growth**
Hosted by Concordia & Palladium
Location: Palladium

**Catalyzing a Cocoa Revolution:**
**A Cameroonian Case Study**
Hosted by Concordia, FAGRIB & Winrock International
Location: Brownstein Hyatt Farber & Schreck

**The Private Sector Role in SDG 16 Reporting**
Hosted by Concordia, One Earth Future & Global Alliance
Location: Webinar

**TheConnect Bi-Monthly Full Collaborative Meeting**
Hosted by Ingoma Foundation
Location: Ingoma Foundation

**U.S. State Department TechCamps Roundtable**
Hosted by U.S. State Department
Location: U.S. State Department

**Women's Empowerment and the Zero Discrimination Movement: A Breakfast with Mrs. Lorena Castillo**
Hosted by Concordia & Seleni Institute
Location: Seleni Institute

**Digital Development: The Next 10 Years**
Hosted by USAID, Digital Impact Alliance, DAI, FHI 360
Location: FHI's Academy Hall

**Creating Effective Partnerships for International Development and Humanitarian Action**
Hosted by InterAction
Location: InterAction

**Diaspora African Women's Business & Development Brunch**
Hosted by Heritage Africa
Location: The LOFT 600 F

# Key Takeaways

**1** According to a breakout session led by **TechnoServe**, participants believe corporate partners need to be informed about the value of long-term monitoring and evaluation, and funding ex-post project reporting. This calls for a new definition of what's considered a 'return', to better support the valuation of information and process gains in a culture driven by quarterly reporting.

**2** In discussing partnerships and capital flowing to development projects, there is the ever-present relationship between risk and return. In a partnership, stakeholders often have different risk appetites and expected returns. Better aligning risks and returns will help create successful partnerships.

**3** Repetition and the development of 'portfolio' partnerships are tactics that can improve partnering results, according to a **PCI** and **PATH**-led breakout session. Partnerships take time to set up, which can be a deterrent to the private sector or financiers. Repetition will decrease transaction costs and create opportunity for more (and successful) partnerships. Portfolio partnerships similarly reduce the costs associated with one-off partnerships and create more space for strategic goal alignment.

**4** Partnership exit strategies are important and should be dictated by the type of investment. For equity investments, exit strategies should be identified at the start. For an institutional donor like **USAID**, an exit strategy may shift as project priorities shift. One exit tactic institutional donors could consider is transferring a project to a local government, but this should be planned for from the project onset to build relationships and trust.

**5** Neither conducting due diligence nor setting partner goals is a one-time process. This should be continued throughout the duration of the partnership.

**6** According to research presented about private sector reporting on SDG 16 by **One Earth Future**, partnerships can be a valuable tool to address hurdles to reporting such as gaining legitimacy, understanding local conditions, and identifying positive business cases for engagement. Interested parties can participate in future research by completing the following survey: www.research.net/r/93DSZR9

**7** Partnerships can achieve impact at scale through taking an ecosystem approach. **Mastercard**, the **Overseas Private Investment Cooperation**, and **Americares** used panel remarks around community stabilization to uncover areas where government, private sector, and civil society can all align to build unlikely partnerships that meet demands in urban and city settings.

**8** Blockchain will only reach its potential through cross-sector collaboration, according to a breakout session led by **Microsoft**, **TRUEPIC**, **BanQu**, and **Consensys**. As a new and ambiguous technology, Blockchain requires transformative partnerships between the public and private sector to clarify the role of this digital, decentralized, and disruptive ledger.

## Next Steps

- Submit your partnering examples for the **P3 Impact Award** (Deadline: April 16)

- Watch your favorite Partnership Practitioners Forum sessions at **www.p3.co**

- Continue the conversation online using **#GPW2018**

- Start planning your organization's partnership-oriented side event for **GPW 2019**
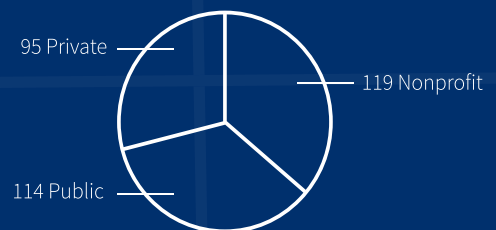
## GPW 2018 Highlights

**13** international
celebrations of partnerships

**328** registered for
Practitioners Forum

95 Private
119 Nonprofit
114 Public

**77,998** social media impressions &
**#1** trend in Washington D.C. on March 6, 2018

Represented at the Practitioners Forum:
**119** Nonprofit
**114** Public
**95** Private

GLOBAL PARTNERSHIPS WEEK

Department of State
UNITED STATES OF AMERICA

**USAID**
FROM THE AMERICAN PEOPLE

CONCORDIA

PEACETECH LAB

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