

# GLOBAL DEVELOPMENT ALLIANCE



## WORKSHOP

**RCI Conference, May 2011**

# Clarify your PPP

## Government Contracting Out (BOT)

To achieve government's purpose

**/S the core business** of private sector partner

No leverage is sought

Donors *may* participate



## Development Alliances (GDA)

To achieve Donor's purpose

**Overlaps with or draws on core business** of private sector partner

Seeks inputs (leverage) from private sector

Host government *may* participate

# GDA, our partnership brand

Jointly defined problem and solution\*



Shared resources, risks, and responsibilities\*



Innovative approaches to working with new partners\*



Mutual Investment Goal of 1:1 leverage of cash, expertise, systems, networks and other resources \*\*



Significant and sustainable development impact



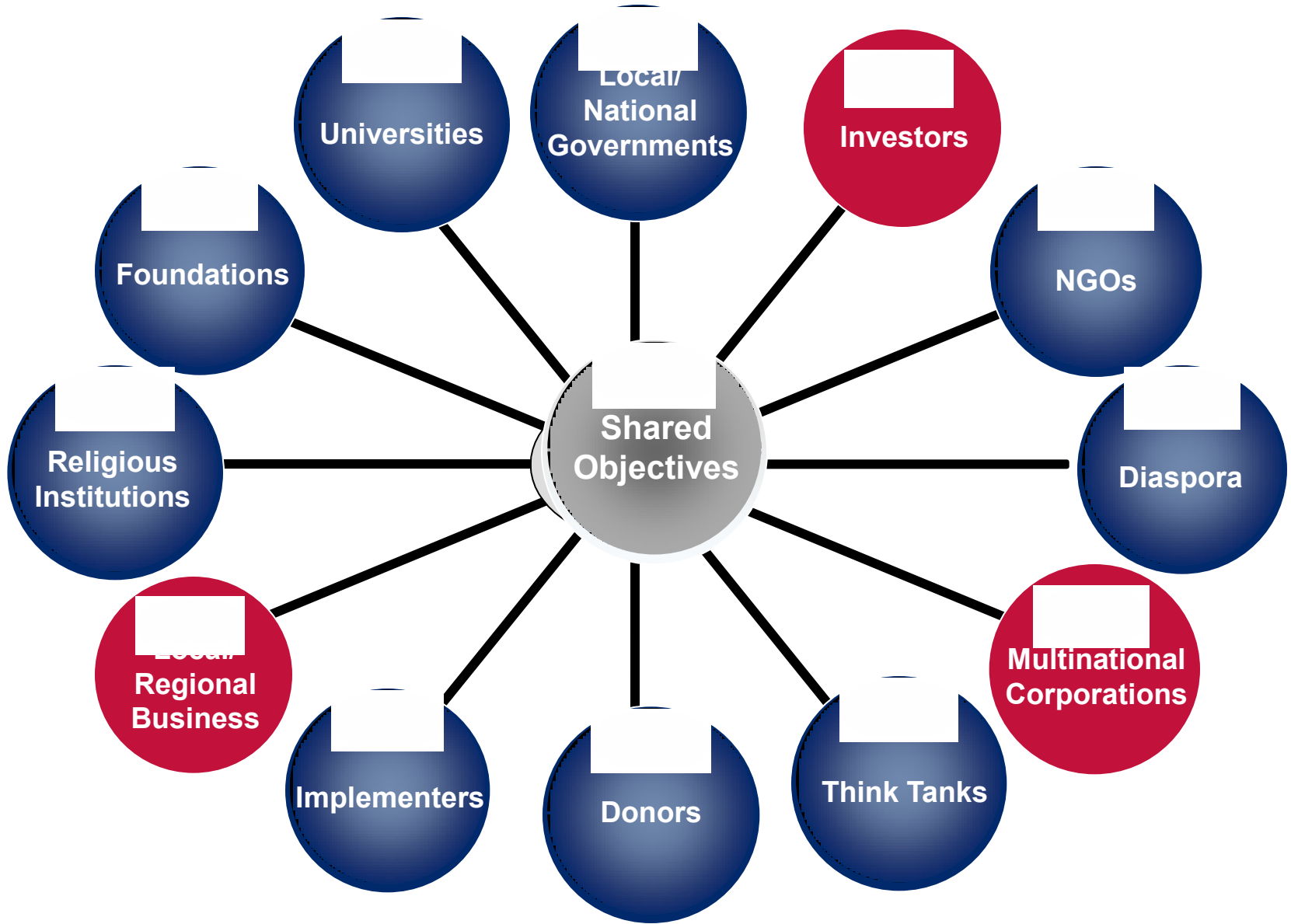
Public good



\* GDA criteria listed in APS

\*\*Required to be a GDA

# Types of Alliance Partners



# Alliances Bring Value

**Business  
Interests**

**Alliance  
Opportunity**

**USAID  
Development  
Goals**

# Focus on Shared Interests

## Business Outcomes

## Alliance Opportunity

## Development Outcomes

- Increase access to sufficiently qualified and skilled talent

**Education & Workforce Development**

- Increase employment rate
- Increase individual income

- Increase efficiencies
- Improve distribution systems
- Reduce cost of products and services

**Strengthen the Supply Chain**

- Increase suppliers' (e.g. farmers) income
- Improve access to markets

- Increase access to new markets
- Develop new products and services

**Distribution Systems and Networks**

- Increase access to affordable and high quality goods and services that provide a development benefit

- Improve relationship with key stakeholders
- Mitigate risk of market entry

**Government Capacity Building**

- Improve democracy and increase political stability
- Reduce corruption

# Complementary Assets

## **USAID**

- Policy influence
- Development expertise
- Convening power
- Local and global networks
- Relationships
- Long-term country presence
- Credibility
- Funding

## **Resource Partners**

- Market driven approaches
- Skills, services and expertise
- Access to supply chains/  
markets
- Technology and intellectual  
support
- Relationships
- Long-term country commitment
- Communications and marketing
- Funding

# Added Value

***Alliances should produce incremental value in terms of both development outcomes and private sector results***

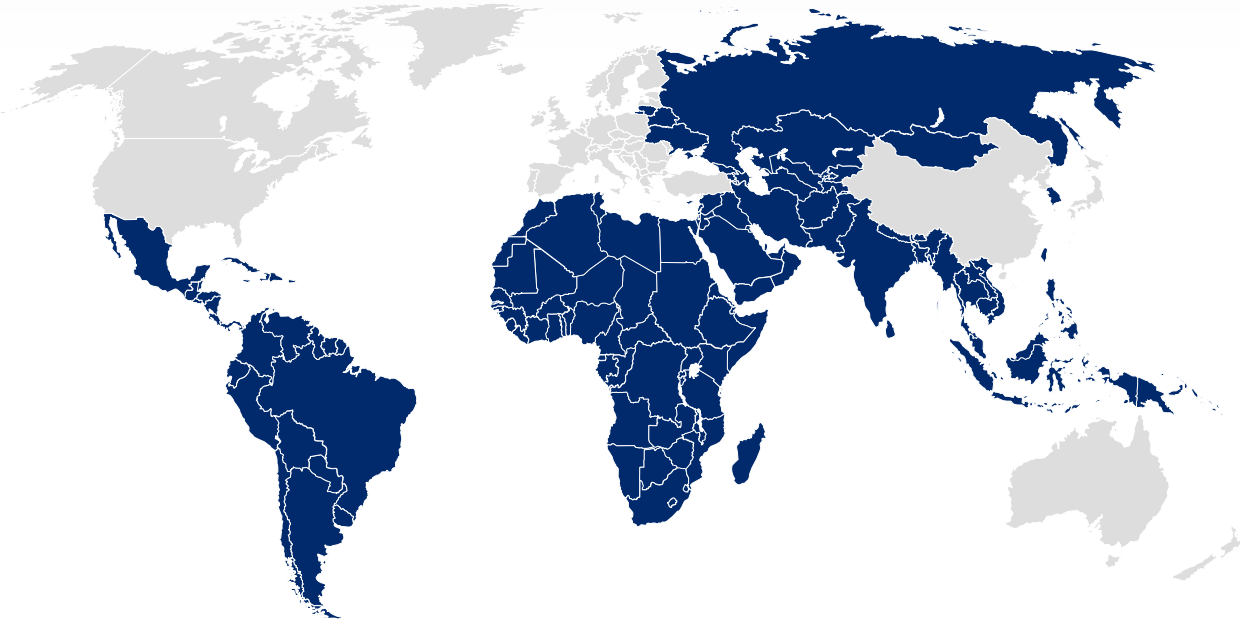
Scale	Effectiveness	Efficiency	Sustainability	Systemic Change
<p>“Through the partnership, we served three times as many as we could have served alone.”</p>	<p>“The program improved due to the industry knowledge of our private sector partners – it was twice as effective as otherwise.”</p>	<p>“With each partner focusing on what it does best, we launched the program with about a third less total cost than it would have been had we gone it alone.”</p>	<p>“Partnering with the private sector, around mutually beneficial goals, helps ensure that the project persists after USAID involvement ends.”</p>	<p>“Forming a multi-actor coalition helped to solve an industry-wide bottleneck.”</p>

# Alliances from 2001 – 2009\*

Over 1,065 Alliances to date

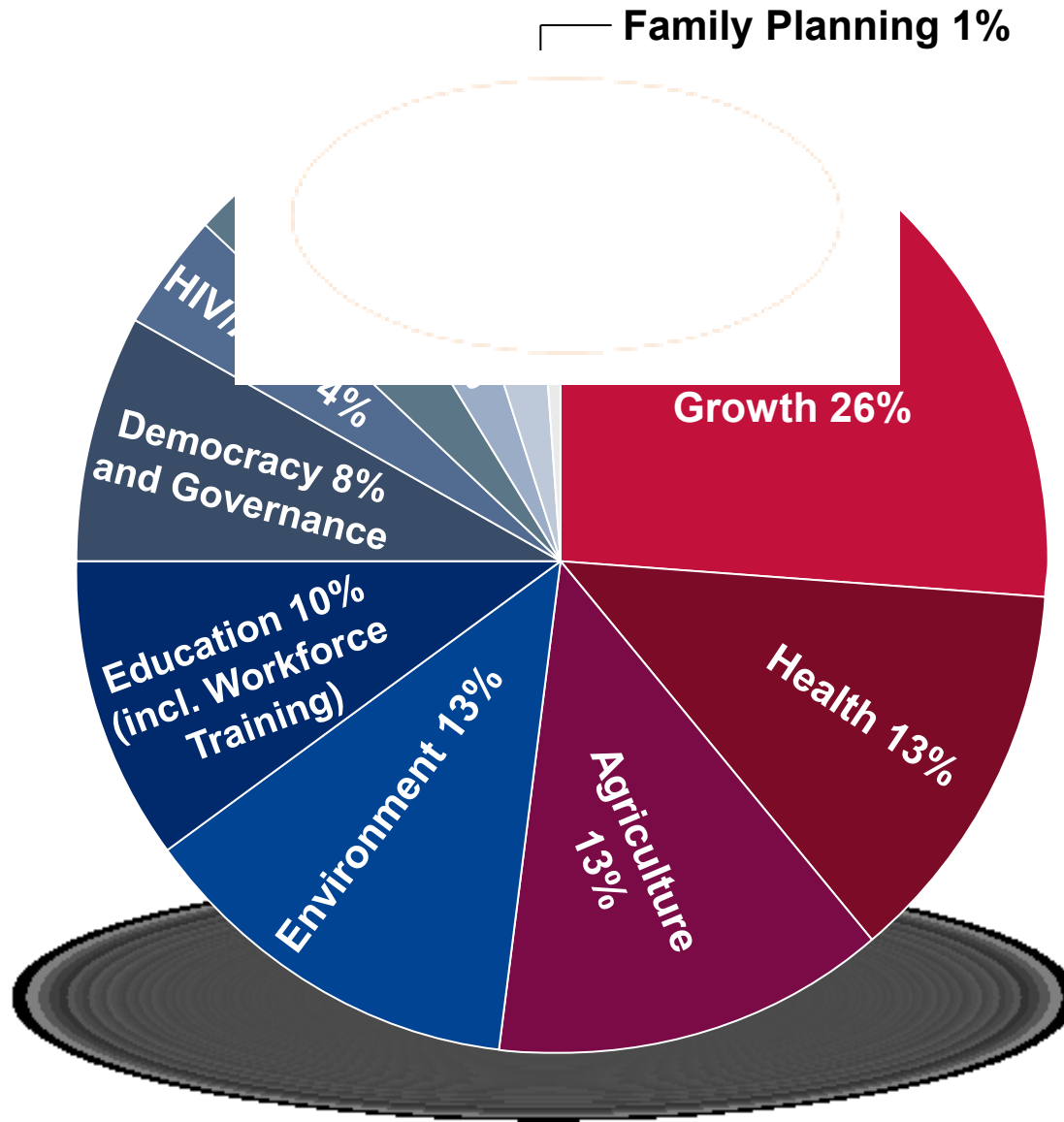
More than 3,025 distinct partners

Average GDA Leverage: 1:3.75



*\*Partner contributions are estimates provided to USAID by its partners and may include contributions by various partners including the private sector, non-governmental organizations, foreign governments and other organizations. Estimated contributions include cash and in-kind resources. In-kind resources estimates may have been valued by non-USAID partner organizations. Partner contribution estimates are not audited*

# Global Alliances: 1999-2009





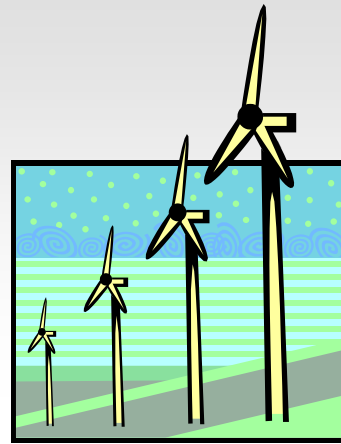
- **Piloting a project**
- **Proving a concept**
- **Promoting a stable work environment**
- **Demonstrating new approaches**
- **Expanding the reach of a program**
- **Providing a business solution to a development challenge**
- **Market access, networks**
- **Capacity building**
- **New technologies**
- **New businesses, new industries**
- **Capital investment**
- **Infrastructure**
- **Promoting better business practices**



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# Regional Partnerships

- Bulgaria
  - Empower Award
  - ESI
  - Pathways
- ICT Innovation Center - Albania
- Cisco
  - Networking Academies
  - Entrepreneurship Institute - LWA
- Alternative Energy
- Work force development
- Youth
- Innovation - Armenia
- Alchevsk - Ukraine (LED, MHR, civil society)



# Future Trends/Opportunities

**Climate Change, Renewable Energy, Energy Efficiency**

**Mobile technology**

**Strategic Diaspora Engagement**

**Social Entrepreneurism**

**Private Investment and Venture Capital**

**Global Health**

**Global Engagement with the Muslim**

**World Global Food Security**

**Global Standards**

**Base of the Pyramid (BOP) Markets**



# GDA Annual Program Statement



Issued annually in November



Fully competed solicitation



Enables USAID to engage in dialogue before formal application process



Details entire process for launching partnerships



Criteria for eligibility and leverage



Clarifies application and Award process



Funding comes from Missions



Missions can issue Addendum



One way to do partnerships





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# Tools on the Website

- Partnering with USAID: A Guide for Companies
- Integrating Alliances into Sector Assessments
- Conducting a Multi-Sector Alliance Assessment
- Reporting on new alliances
- White Papers
- GDA Database
- Tools for Alliance Builders
- Success Stories & Examples (Alliances in Action)
- Forthcoming: Community of Practice website

ABOUT USAID LOCATIONS OUR WORK PUBLIC AFFAIRS CAREERS BUSINESS | POLICY

**USAID** FROM THE AMERICAN PEOPLE **GLOBAL PARTNERSHIPS**

USAID 50th ANNIVERSARY

You are here: Home » Our Work » Global Partnerships » Global Development Alliance

**FEATURED**

**PRIVATE SECTOR PARTNERSHIPS HIGHLIGHTED AT DAVOS**

CLICK TO READ MORE

**OUR MISSION**

Global Development Alliances (GDAs) are USAID's commitment to change the way we implement development assistance. GDAs mobilize the ideas, efforts and resources of governments, businesses and civil society to stimulate economic growth, develop businesses and workforces, address health and environmental issues, and expand access to education and technology.

**GDA UPDATES**

**Feed the Future launches Comprehensive Approach to engaging the Private Sector**

Standing alongside the CEO's of Unilever and Monsanto at the World Economic Forum (WEF) in Davos, Switzerland, Administrator Shah committed USAID, through the U.S. Government's Feed the Future (FTF) initiative, to promote the development of innovative, large-scale private sector partnerships in FTF focus countries to achieve significant impact on global hunger and malnutrition. USAID will support these partnerships by leveraging its own investments in agriculture-led growth in key corridors or breadbasket regions in FTF countries.

CLICK TO READ MORE...

**Gates Foundation and U.S. Government Give \$2.5 Million Prize for Transforming Banking Center in Haiti**

The Bill & Melinda Gates Foundation and USAID announced that Haitian mobile operator Digicel won a \$2.5 million award from the Haiti Mobile Money Initiative (HMMI). The HMMI, a partnership between the Bill & Melinda Gates Foundation and USAID, is a \$10 million incentive fund established to help launch mobile money services in Haiti and enable Haitians to send, receive and store money using their mobile phones after the devastating earthquake in January 2010 destroyed one-third of Haiti's bank branches. Digicel was recognized for being the first to launch a mobile money service in Haiti, Tcho Tcho Mobile, and the award was presented to Digicel and its partner Scotia Bank at a U.S. Embassy event in Port-au-Prince, Haiti.

**GDA Home »**

- About GDA
- GDA APS
- Tools for Alliance Builders
- Partnership Database »
- Innovation
- Publications
- Site Map »

**UPCOMING EVENTS**

- Check back soon for new events!

**SECTOR GUIDES**

- Building Alliances Series: Agriculture
- Building Alliances Series: Democracy
- Building Alliances Series: Economic Growth and Trade
- Building Alliances Series: Education
- Building Alliances Series: Emergencies
- Building Alliances Series: Energy
- Building Alliances Series: Extractives
- Building Alliances Series: Health
- Building Alliances Series: Microfinance & Microenterprise
- Building Alliances Series: Water
- Building Alliances Series: Workforce Development

**SEARCH**

GO



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# The Power of Partnerships

[www.usaid.gov/gda](http://www.usaid.gov/gda)



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Global Development Alliances

**Coca-Cola** **Rainforest Alliance CERTIFIED** **G|M|F** The German Marshall Fund of the United States  
STRENGTHENING TRANSATLANTIC COOPERATION

**VISA** **Intel**

**WWF** **STARBUCKS COFFEE** **M&M'S**

**Chevron** **THE HOME DEPOT** **KRAFT**

**Alliances WORK!**

Visit Global Development Alliances at [www.usaid.gov/gda](http://www.usaid.gov/gda)

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# Business Engagement

**Philanthropy**

**Sponsorship**

**CRM**

**CSR**

**Sustainable  
Business**



# Evaluating the GDA Model

## Key findings

- **Broad/increasing interest**
- **Private sector must be directly involved**
- **Strong business case leads to higher impact, sustainability**
- **Business pace an opportunity and challenge**
- **M&E important, seeking guidance**
- **Relationship manager, champions, leadership important**
- **Incentive fund missed**
- **Desire for better knowledge management, sharing lessons learned**

## Core recommendations

- **Engage private sector on business agenda**
- **Revisit funding systems to better support multi-year partnerships**
- **Develop core indicators, tools and reporting mechanisms**
- **Define partner roles, responsibilities and contributions at outset**