

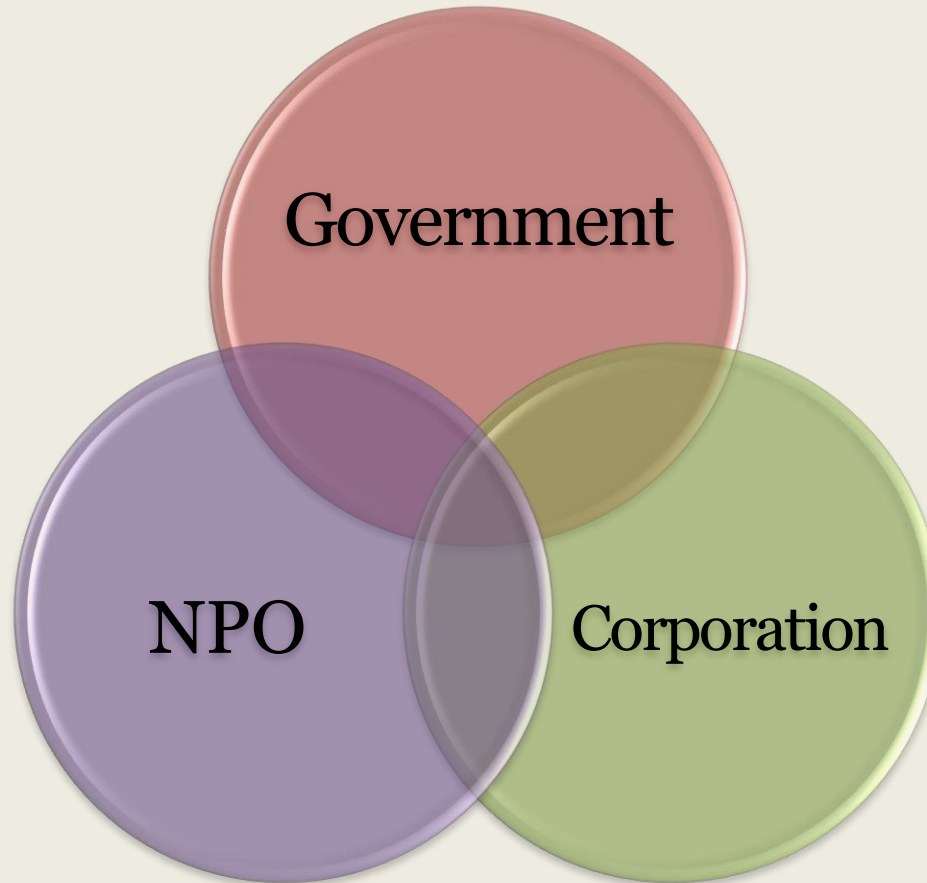
New partnerships in public policy: Governments, Corporations & NPOs



REMARKS BY LORI FORMAN

MARCH 2010

Tri-sector partnerships



Why
tri-sector
partnerships?



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Why partner?



- Increase overall resources
- Increase legitimacy
- Increase access
- Increase results
- Enhance sustainability
- Expand scope

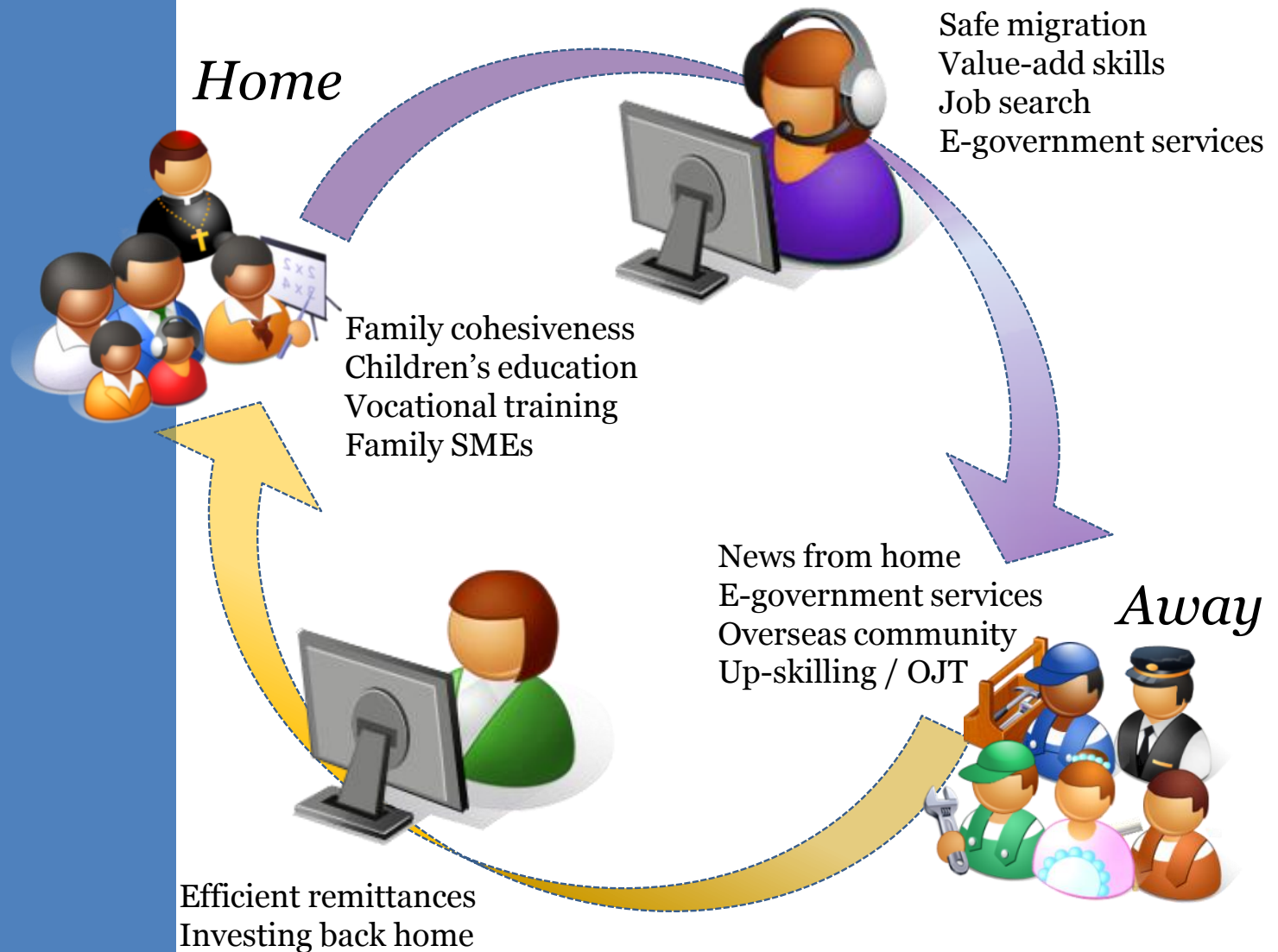
National example

Financial Coalition Against Child Pornography



National Example

Overseas Workers



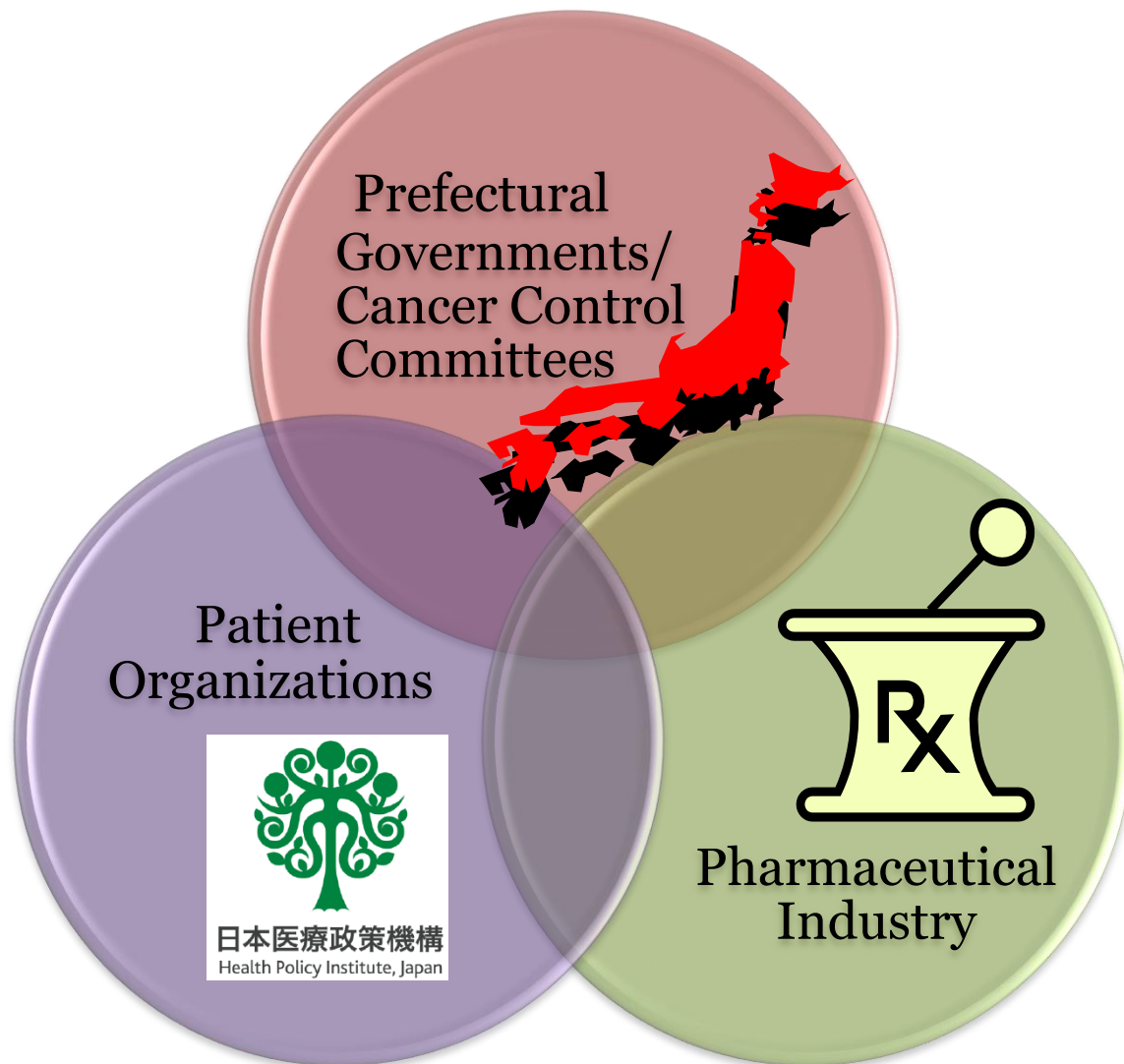
International (ODA) Example

IT education
in Vietnam



Local Example

Patient- Centered Healthcare



Elements of success



The more effective collaborations are characterized by clear purpose, mission congruency, high and mutually-balanced value creation, effective communication, and deep reciprocal commitment.

James Austin,
Harvard Business School,
October 2001

Partnerships



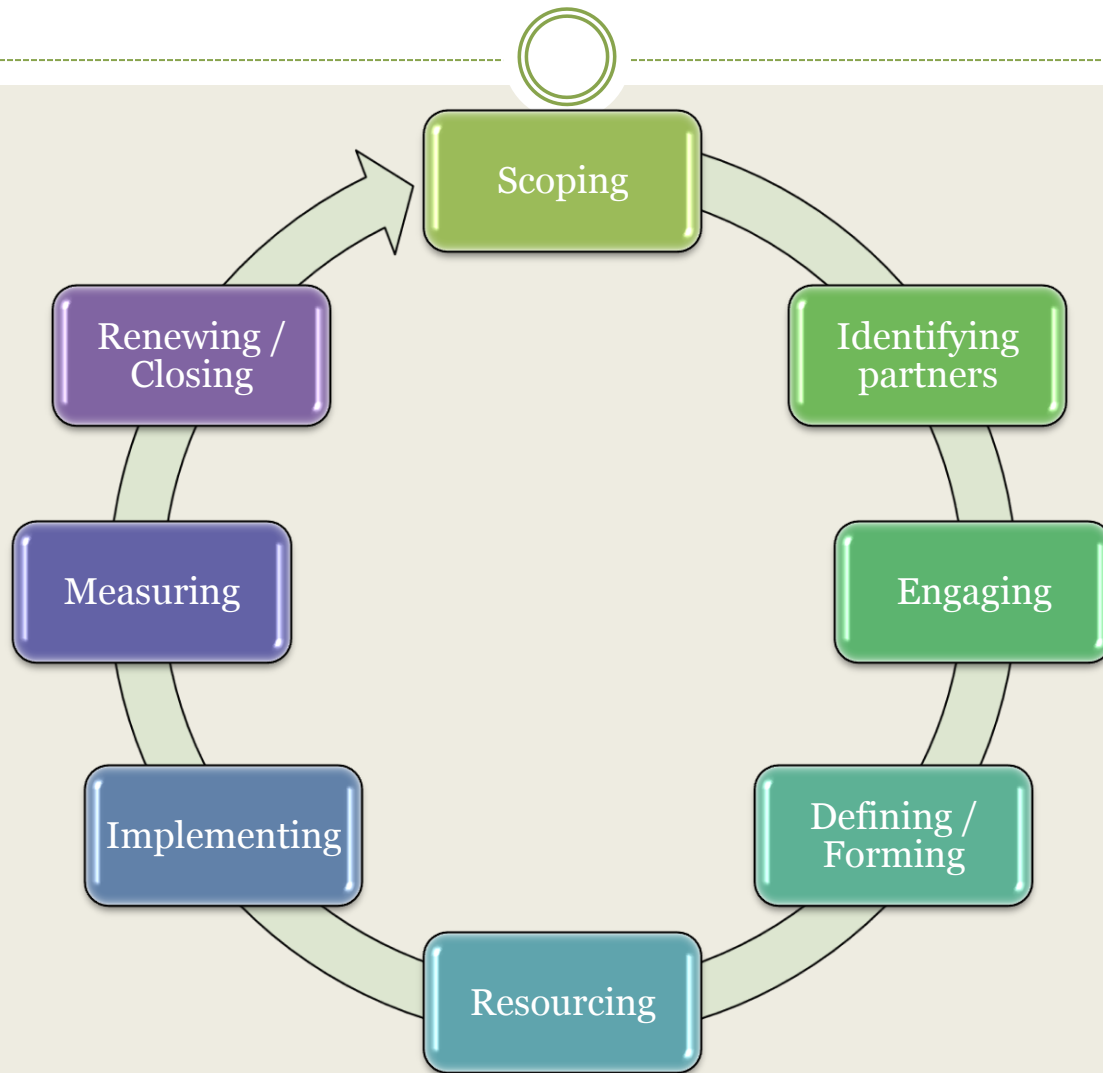
What they are about

- Pooling resources
- Relationships
- Mutual advantage
- Communication
- Communication
- Communication

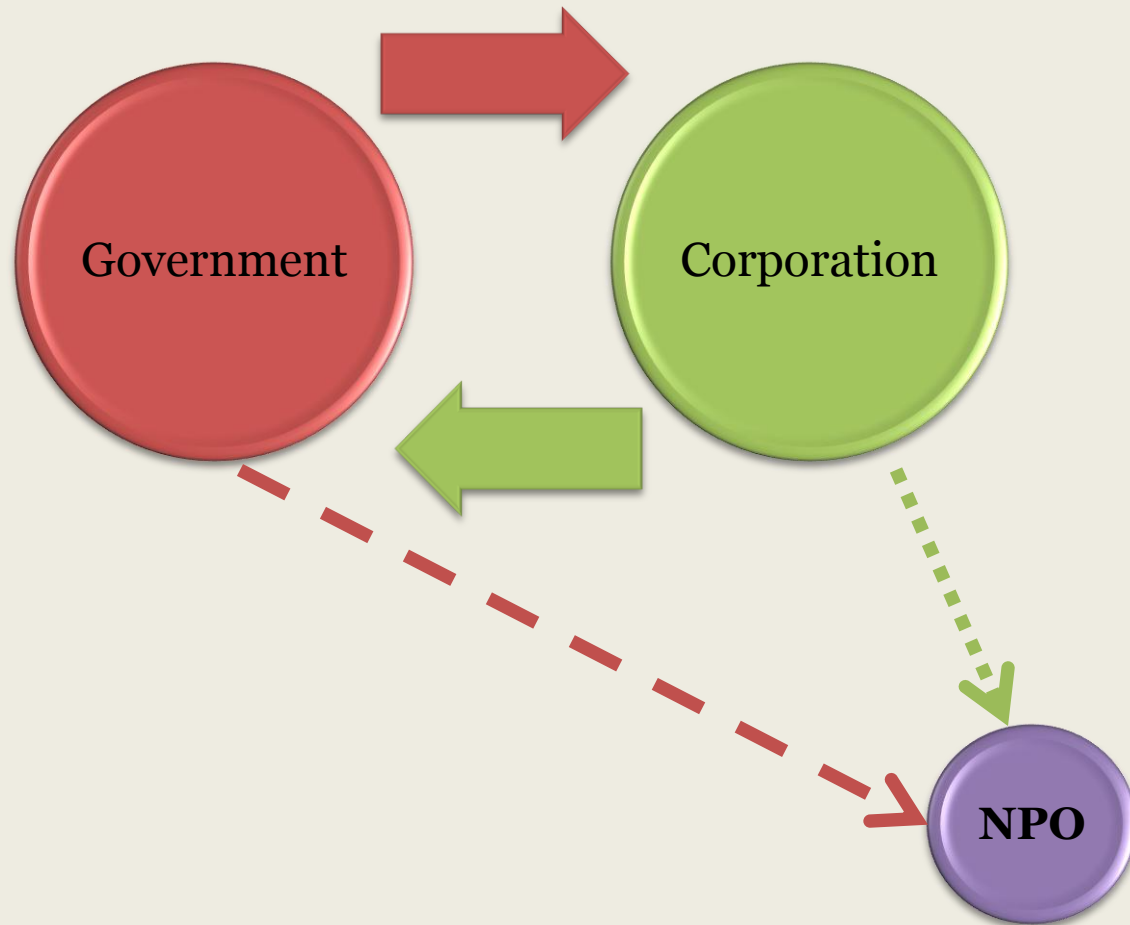
What they are not about

- Fundraising
- Transactions
- Taking advantage

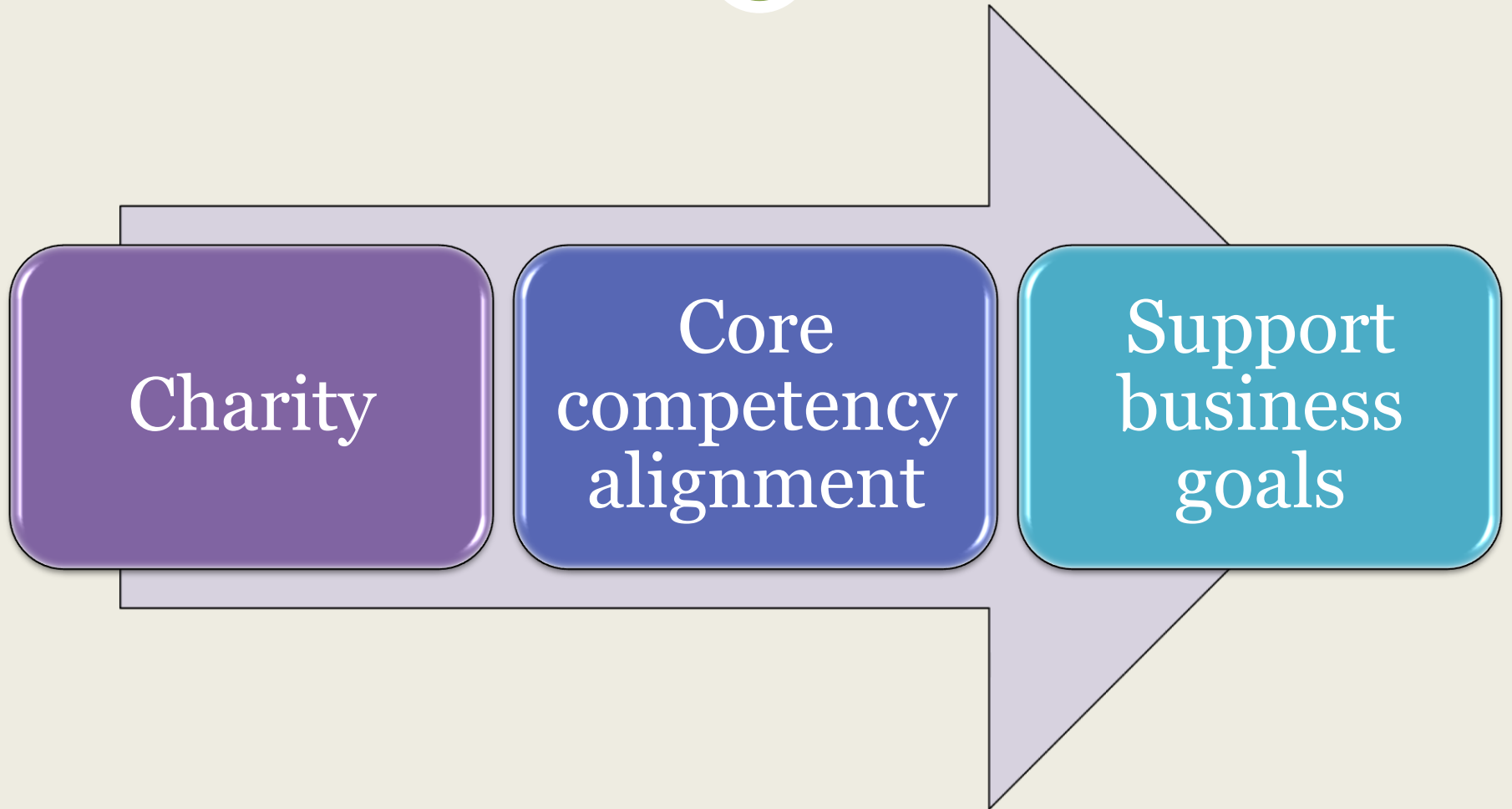
Partnering process



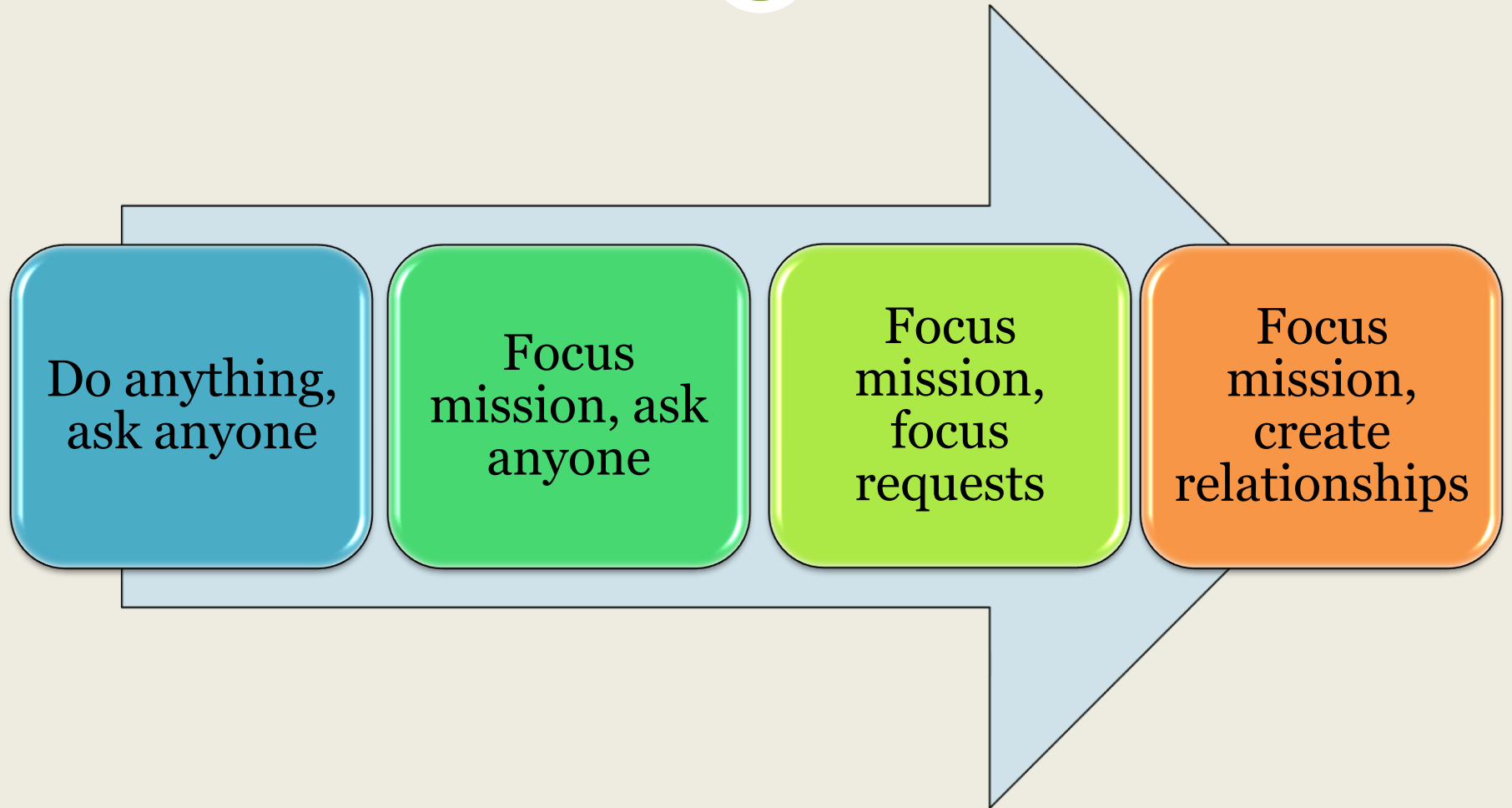
Perception of current state



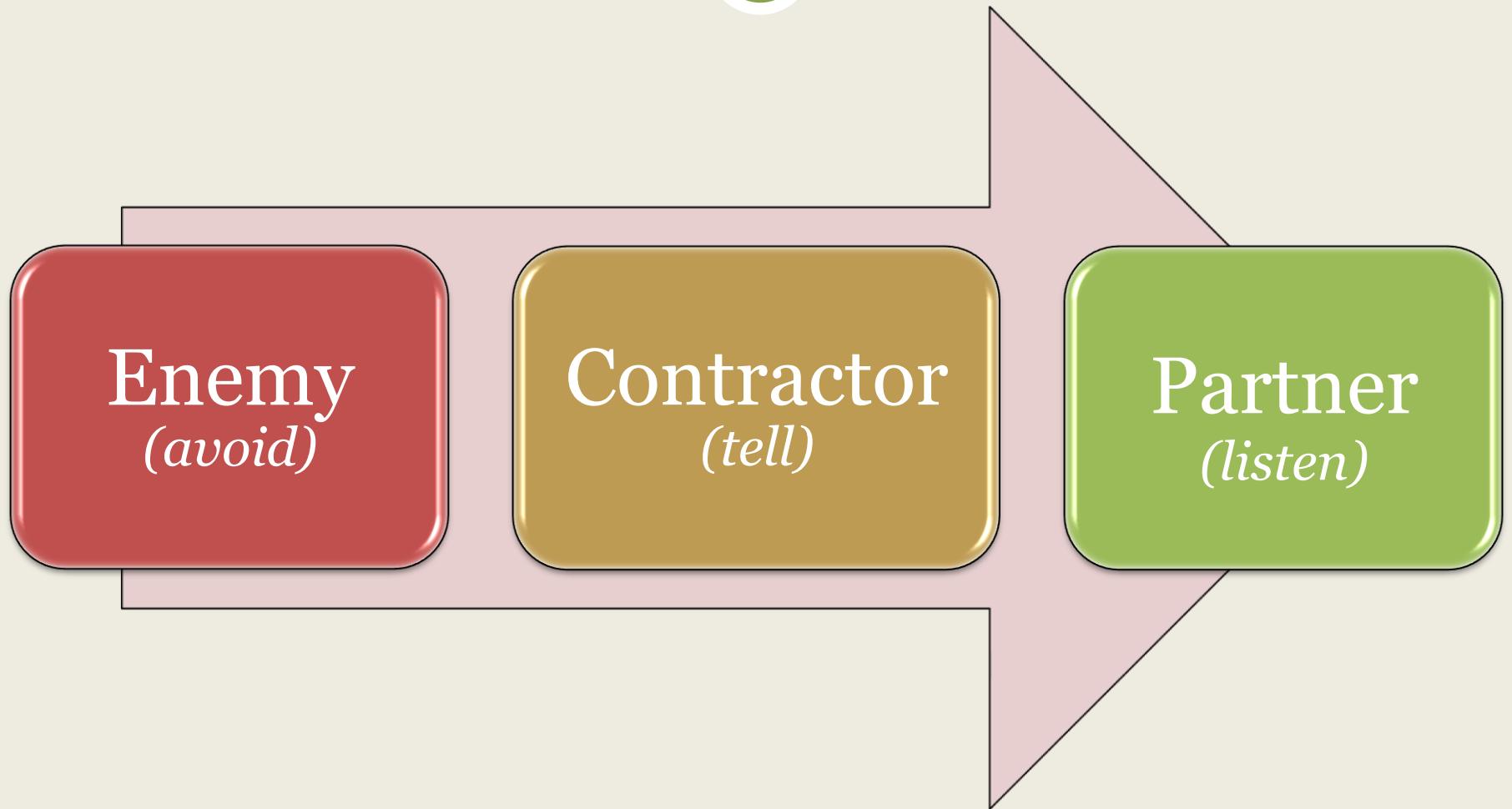
Corporate evolution



NPO evolution



Government evolution



Enemy
(avoid)

Contractor
(tell)

Partner
(listen)

Alignment?



Charity

Core competency
alignment

Support business
goals

Do anything, ask
anyone

Focus mission, ask
anyone

Focus mission,
focus requests

Focus mission,
create relationships

Enemy
avoid

Contractor - *tell*

Partner
listen

The future is here



“The days of the all-purpose authority that planned and delivered everything are gone. It is in partnership with others public agencies, private companies, community groups and voluntary organizations that local government’s future lays.”

Ben Jupp,
“Working Together: Creating a Better Environment for Cross-Sector Partnerships”, Demos,
2000

Why partnerships?



- Government: Where future lays
- Corporations: Next evolutionary stage
- Students: Growing field of partnership brokers
- Academics: Growing body of (Western) literature

Thank you

