HCMC Grantmakers Forum 2010
To Promote Meaningful Dialogue Among Grantmakers

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Presentation for session on

Partnerships Among Grantmakers

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What do we mean by ‘partnership’?

- ‘Partnership’ is a word that means different things to different people and covers many types of relationship but, normally within an NGO setting, a ‘partnership’ could be anyone of these:
  - Funding
  - Advice
  - Joint working
  - Formal and informal

- Important to determine clearly what type of partnership you and other organisations are looking for:—
  - Close working
  - Arms length
  - Mutual/shared responsibility
  - Long term or short term

- Partnerships take time to build
  - Trust
  - Mutual understanding
  - Sharing of goals/vision
SCC has many partnerships but one to concentrate on today is those partnerships we have with a number of organisations who work with us on *Working with Others*. These include:

- Lufthansa HelpAlliance
- LIN, DRD, Australian Consulate
- The organisations we support with advice and grants

*Why do we have these partnerships?*
Mainly because our partners bring something special to the table that we do not have or need more of such as:

» Experience – panel members
» Fresh Ideas and knowledge – panel members and other individuals
» Money - donor
» Networks - everyone
» Shared aims – everyone – especially those receiving a grant
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What is Working With Others?

• A small grant fund (typical grant size c$2,000-$3,000)
• Two key aims
  – to ensure that children with a disability receive an education
  – To develop a strong, healthy, able and effective local ngo structure
• Developing real partnerships with organisations working with children with a disability – especially around ensuring the child receives an education
• Idea is that the programme also helps the organisation to develop as an organisation (what is called ‘capacity building’)
• Specialist panel with variety of experts providing advice and also looking for links with the organisations WWO supports
• Partnerships with those organisations receiving grants expected to be long term and developmental and encouraging self-sufficiency
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• What is good about partnerships
  • Constituent parts become bigger than the whole
    “Một cây làm chẳng nên non. Ba cây chụm lại nên hòn núi cao”
  • Bring fresh ideas and perspectives
  • More comprehensive solutions – one organisation can often only respond to one part of the picture
  • Shared responsibilities

• What is not so good!
  • Partners will always have their own needs and will always need to deal with these first so they may not always give the project or your needs enough attention
  • Conflicting objectives – important to establish these early
  • You can lose some control – not easy for some to accept
  • Take over – sometimes one partner is bigger than the other – needs mutual respect
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The Future

– Particularly with Working With Others – we would like to hear from any organisation or individual – (commercial, ngo or government) working with children with a disability.
– SCC committed to working in partnership across all of our work
– We are therefore happy to hear from anyone who feels they would like to work with us on anything we do
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• Thank you

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