1.6 SCOPING AND BUILDING

Identifying the added value of partnerships

USE IT
To structure discussion of the value a partnership adds, both for shared impact and for each partner

WHEN
Mainly scoping and building; also when forming a partnering policy, and when reviewing a partnership

WHO
Partners together, or one organisation thinking about its partnerships

Use this tool to structure discussions about the added value of partnership:

- **by one organisation**, to set out what it hopes to achieve from partnerships, for example when writing a partnering policy (tool 5.1)
- **between potential partners**, to identify the value each brings and how it combines to address an issue and achieve impact. This also builds transparency about the benefits each organisation expects
- **between existing partners**, to review the value and benefits the partnership is creating, and whether anything needs to change to maximise them

Collaborative advantage: achieving shared impact

The ways a partnership between different organisations helps achieve shared goals for impact in the world.

Complementarity
Bringing together different resources, such as expertise, to provide a complete solution that none could achieve alone.

Critical mass
Creating collective legitimacy and knowledge to develop and promote new norms and policies that raise standards or level the playing field in a sector.

Innovation for effectiveness
Combining different expertise and experience to develop new, innovative solutions, services or advocacy.

Holistic response
Bringing together actors from across society to address several interconnected issues.

Shared learning
Raising knowledge, expertise and capacity to improve the quality, and so the impact, of interventions and advocacy.

Scale
Reaching more people or wider areas through coordinated or combined delivery.

Faster, better emergency response

Combining resources for a timely, more effective response to emergencies.

Benefits to individual partners

The ways partnership benefits each partner. These are often closely linked to the collaborative advantages above.

In-kind physical resources

Materials and supplies, staff, workspace, vehicles, IT equipment.

In-kind non-physical resources

Technical knowledge and expertise, publicity, capacity building and training, data and information.

Additional funding

For a specific programme, staff development, publications or salaries.

Credibility, legitimacy and influence

Through association with well-regarded organisations or initiatives, and the extra impact the partnership achieves.

New connections and peer learning

Access to networks and contacts not reached before.

Staff performance and morale

From working with counterparts in other organisations and achieving impact together.

Our partnership

Collaborative advantage we aim for	What each partner brings to it	Benefits each partner expects

Adapted from How to strengthen collaboration (Tool 2). © The Partnering Initiative. More tools at thepartneringinitiative.org/resources/type/tool/