

NGO Partnership Strategy

Sub - Strategy



NGO Partnership Strategy

Goal

Collaborate with other NGOs with aligned vision and values so that we can achieve more together.

Type of Partnerships	Measure of success	Target by end 2021	Target by end 2023 (cumulative)	Target by end 2025 (cumulative)
Direct funding partners	£ received by TMP to undertake activity in Malawi by NGOs (at rates that fully cover all costs)	£20,000	£150,000	£500,000
Good school implementing partner	£ spent by partners delivering an activity at TMP-supported schools (which was unplanned before partnership)	£5,000	£100,000	£500,000
Scale consortium implementing partner	£ received through bids and proposals submitted in consortium (which TMP was unlikely to access alone)	£25,000	£50,000	£250,000
Good practice partner	£ saved by TMP in delivery—identified through case studies of best practice	£5,000	£25,000	£100,000

Considerations

- Partnerships are the keystone of TMP's approach. For example, community and government partnerships are the foundation of our success to date. Partnering with other NGOs will allow us to deliver more as a Good School Ecosystem.
- Partnerships help us achieve more and contribute more meaningfully to our target children and families. Partnerships can be tricky to put in place and maintain, so we need to be sensible and strategic when developing them.
- We will consider these **types of partnerships**:
 - Direct funding partners** who contract or fund us to deliver school buildings.
 - A **Good School Ecosystem implementation partner** with an organisation that delivers Good School Ecosystem elements. For example, a water NGO that provides school water facilities.



- A **scale consortium implementation partner** will enable a proposal that reaches a greater scale, facilitating considerably more funds.
- A **good practice partner** with an organisation working in a similar space to share good practice and learn from one another.
- To ensure success, we will consider the following **approaches to partnerships**:
 - **Have a clear focus** on the relationship.
 - **Present our values, goals, and Five-Year Strategy** to help establish long-term alignment.
 - Our organisational strategies do not need to be the same; we need shared outputs.
 - Be pragmatic: We need shared outputs that don't contradict our values, but we do not need to partner with identical organisations.
 - Be selective: Vet partners to make sure they align with national government priorities and are a registered entity in Malawi. They must share TMP's ethos and values.
 - **Define the partnership strategy**, including consortium viability analysis.
 - Sign partner MOUs that outline roles, DOR, DOW, and establish channels of communication.
 - Create a plan to manage a failing partnership.
 - Outline the communication strategy before a partnership starts, which increases the TMP brand and builds trust.
- **Ideal TMP partner qualities** include:
 - Having a positive track record working in partnership with in-country NGOs.
 - Being registered as an entity in a relevant country and having a positive history of compliance.
 - Having open accounts and processes.
 - Having a logical strategy with clear outputs similar to TMP's.
 - Having kind, empowered, and capable staff who embody integrity and inspire trust.



Process

We will update the board quarterly on partnership formation and implementation status.

The process of partnership creation includes the following steps:

1. Define the need for the partnership. We should focus on what the partnership delivers, rather than the type of partner.
2. Identify suitable partners. Send them a partnership pack, including:
 - a. Our values and goals.
 - b. A partnership concept note.
 - c. Proposed partnership strategy.
3. Analyse potential partners. Consider at a minimum:
 - a. Likelihood of partnership success.
 - b. Expected resource requirements to deliver partnership goals.
 - c. Other potential risks and opportunities.
4. Meet with the potential partners and assess them face-to-face.
5. Create an MOU with a tester partnership plan.
6. Extend if all goes well.

The process for maintaining partnerships includes the following steps:

1. TMP will appoint a lead to manage each partnership. TMP's partnership lead will ensure that the partner meets the partnership MOU obligations, or revises the MOU as needed.
2. TMP will review each partnership annually. The CEO will approve the review. All partnerships will run for three or five years—except for the first year when we jointly develop our three or five-year strategy.

Future Actions

- Review the current high-level partnership overview and goals.
- Retrofit the process to any existing TMP partners.
- Add “Partnership Overview and Goals” to the board meeting agenda.