



Progress meeting, brokers of the Belgian project, 16-19 October 2007, Vienna

Participants:

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Janka Geckova, Regional Project Manager

Highlights from discussions:

Partnerships projects:

- How to ensure sustainability of the projects?
- Is sustainability equivalent to core business / commercial projects?
- What criteria should guide brokers in identifying and selecting projects?
- How to strengthen links between the regional project and new UNDP strategy on PS?

The group agreed that projects should have the following features:

To demonstrate potential high impact on poverty reduction:

- link to MDGs (esp. look at p7 of the Strategy document)
- link to national development priorities (esp. pro-poor)

To ensure Sustainability (activities, services operational beyond UN engagement):

- demonstration effect:
 - o new business models with double bottom line (development+profits hand in hand)
 - o ideas for social enterprise (like the Arts and Crafts Centre in Armenia)
- potential to scale up (this can be achieved if the model can be picked up and replicated by markets)

One aspect which was not discussed, and perhaps it could be taken up (on-line or at next face to face meeting) is **collective** projects (for example by consortia of companies or whole GC networks). Collective projects have much higher impact than with individual companies, can mobilize more support and achieve sustainability. However they are much more difficult to broker and develop (complex process of identifying common objectives. Experiences from elsewhere show that sectoral approach might be a good entry point. (Karolina)

Selecting projects with highest developmental impact.

- BRC will also forward CDs with GCOffice Partnership Assessment tool (within one month). This is a simple instrument that allows you to assess developmental potential of a partnership project (developed in collaboration by GC office and Boston Consulting Group). You are encouraged to do this exercise jointly with your partners (business, NGOs, etc) and share results with us (BRC).
- More discussion on the criteria on selection for the 2nd phase at the next regional progress meeting . discussions and work will emphasize possible approaches on developing collective projects (consortia of companies from GC networks)

Sustainability of the GC networks

All the focal points should be steering the networks towards solution where secretariat/facilitation is handed over to local partner(s). No one blue-print can be applied, however the minimum criteria should include:

- local partner that is:
 - o recognized and enjoys trust of business community
 - o able and willing to collaborate with other GC networks as well as GCOffice
 - o has capacity in facilitation, management as well as CSR
- mechanisms ensuring inclusiveness should be build-in (minimize risks where self-proclaimed business leaders might privatize the initiative)
- ideas have been consulted with GC network
- solutions can include development of stand-alone GC entity (formalized) with membership fees and / or donations from companies
- UN should stick around even after transferring responsibilities to local entity – to safeguard and continue strengthening the network

Screening of companies

Focal points are encouraged to re-refresh their understanding of corporate screening. Screening of companies should take places even if no CSA is envisaged (for companies engaged in brokered partnerships)

Screening of local sources: thru interviews with local business associations, partners, media. Screening should be documented. Additionally, please seek peers support (asking for information from other focal points, should you be aware if a company has operations in other markets)

For global companies: see World-Check see: <http://www.world-check.com>

Attached main screening templates, also available on intra

http://content.undp.org/go/groups/brsp/dbp/business_partnerships/Business_Partnerships/toolkit/?g11n.enc=ISO-8859-1&src=brsp

Reporting at the end of the pilot phase of the project:

Reporting will take place in December (Janka will be sending more information).

Reporting will be based on outputs (as per local action plans) and against baselines.

Dilemma solving clinic

Dealing with lengthy administrative procedures – plan in advance and let your operations group know about planned ideas

How to manage diverging expectations of COs and BRC?

- adhere to LAP targets

- re GC network benchmark see http://www.unglobalcompact.org/NetworksAroundTheWorld/Guidelines_and_Recommendations.html
- developmental impact of partnerships: pls see above
- 2nd phase of the project will be decentralized – to ensure more alignment and ownership from the COs.

Who represents the GC networks?

- GC networks should be owned and run by local business community. Thus their views and ideas should be integrated into actions plans (pls also note that in line with UN values and principles of engagement like e.g. inclusiveness)
- Brokers as facilitators and conveners engage in a dialogue to align various companies' interests around common values and objectives.

How to involve GC members in collective projects?

Develop ideas in consultation with members and responding to their interest (a good idea to run a sequence of bilateral meetings to solicit and narrow down ideas)

Achieving sustainability of network (not an easy task!) could be achieved by identifying a local partner and align as much as possible local CSR initiative with GC (by identifying complementarities)

Transferring the project into UN project

- See example from Zambia
- Develop UN private sector & development group (by mapping competencies, resources and sharing roles and tasks)