



# WE DELIVER BETTER TOGETHER

## The WFP Corporate Partnership Strategy at a Glance

**The 2014-2017 Corporate Partnership Strategy (CPS) promotes excellence in partnering by building on the known strengths of WFP as a partner and by providing a framework to analyse priorities and optimize partnerships. Excellence in partnering will enhance WFP operations and achieve a greater beneficial impact on the people we serve.**

### WHAT DO WE MEAN BY PARTNERSHIPS?

WFP defines partnerships as:

Collaborative relationships between actors that achieve better outcomes for the people we serve by:

- ♦ combining and leveraging complementary resources;
- ♦ sharing risks, responsibilities and accountability;
- ♦ working together in a transparent, equitable and mutually beneficial way.

With partnerships, we achieve objectives that would not be achieved as efficiently, effectively or innovatively alone, where the value created is greater than the transaction costs involved.

### HOW DOES THE CPS SUPPORT THE STRATEGIC PLAN?

The WFP Strategic Plan (2014–2017) identifies four core strengths that define WFP: People, Presence, Partnerships and Performance.

No organization can address today's complex food and nutrition security challenges alone, so partnering is more important than ever. Our challenge is to better define the role and value-added of actors within the wider field, strategically select partnerships, strengthen mutual accountability and ensure the collaboration delivers results.

The CPS promotes enhanced understanding of different types of relationships (see table) and provides tools to help with their assessment. This does not imply a value judgement.

Transactional	Partnership
One party decides on the programme based on their knowledge and experience	<b>Joint decision making</b> based on joint knowledge and experience
One party purchases a service from – or donates to the work of – another	Partners bring together complementary resources
Fixed contractual arrangement, with clear activities and outputs decided at beginning	Collaboration agreement, with agreed outcomes; flexibility over how to get there
Limited engagement with parties outside the contractual arrangement	Engagement and commitment beyond the contractual arrangement
Partners stay in their comfort zones – each doing what they normally do	Partners create new ways of working
One-way accountability	Mutual accountability
Significant trust and transparency not essential	Requires mutual trust and transparency

***“The priority for WFP is not just to extend its partnership networks but also to partner more strategically and focus on outcomes.” Elisabeth Rasmusson, AED, PG***



**World Food Programme**

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## WHAT ARE WFP'S PRINCIPLES OF PARTNERSHIP?

The CPS promotes strategic, precautionary and prescriptive principles. The prescriptive principles are adapted from the 2007 UN Principles of Partnership:

- ◆ **Equity\***
- ◆ **Transparency**
- ◆ **Results-oriented approach**
- ◆ **Responsibility**
- ◆ **Complementarity**

*\*UN principles use Equality*

## WHAT TYPES OF PARTNERSHIPS ARE THERE?

WFP engages in a complex range of partnerships, from the deep field to the global arena. These include:

- ◆ **Resource Partners** - provide human, financial and technical resources
- ◆ **Knowledge Partners** - contribute information, evaluation and analysis
- ◆ **Policy/Governance Partners** - work on WFP's own policies and governance, as well as regional and country hunger and nutrition policies, and hunger and institutional governance
- ◆ **Advocacy Partners** - support WFP's work to advocate for food security and nutrition
- ◆ **Capability Partners** - support the design and implementation of programmes and operations

## WHAT DOES WFP EXPECT FROM ITS PARTNERS?

WFP expects partners to be honest about their strengths, weaknesses and the reasons for, and benefits arising from, their collaborative work with

WFP. There should be no hidden agendas and partners should help WFP understand their own value proposition(s).

## WHAT CAN PARTNERS EXPECT FROM WFP ?

The CPS includes a description of WFP's **Unique Value Proposition (UVP)**. Partners can expect to benefit from WFP's:

- ◆ **Responsiveness and agility**
- ◆ **Expertise**
- ◆ **Accountability and transparency**
- ◆ **Delivery focus**
- ◆ **Scale of operations**

## WHAT NEXT?

Led by PGC, the next steps include:

- ◆ Develop engagement strategies with key partners
- ◆ Review of partnership templates/agreements
- ◆ Mapping of all key WFP relationships
- ◆ Gap analysis of field staff needs
- ◆ Developing tools and guidance to support the field
- ◆ Developing tools to measure the effectiveness of partnerships

***“Almost 90% of both WFP staff and external stakeholders reported an enhanced impact on beneficiaries of partnering.”***

*Extracted from WFP Strategic Evaluation, 2012*

Read the full [WFP Corporate Partnership Strategy](#)