# **Annex 2: Partners**

**[Instruction: once filled in, the highlighted text should be deleted.]**

## Summary of stakeholder analysis

*[Summarize the key findings and conclusions from the stakeholder analysis. Avoid too many details. Refer instead to the stakeholder analysis presented in Annex 1: Context Analysis. For country programmes, each thematic programme can be presented in separate sub-sections with a separate sub-heading.]*

## Criteria for selecting programme partners

*[Present the criteria used for selecting partners for the programme. For country programmes the presentation can be made by thematic programme with a separate sub-heading.]*

## Brief presentation of partners

*[Provide a brief presentation of each partner and the justification for selecting the partner. Present relations between partners and potential synergies that will be pursued during the programme. Reference can be made to the details provided in Annex 1: Context Analysis. For country programmes the presentation can be made by thematic programme with a separate sub-heading.]*

## Summary of key partner features

*[Provide a brief presentation of key features of each partner by using the table below. Reference can be made to annex a. and to other analyses, including the financial capacity assessment. For country programmes the presentation can be made by thematic programme with a separate sub-heading.]*

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| --- | --- | --- | --- | --- | --- | --- |
| Partner name | Core business | Importance | Influence | Contribution | Capacity | Exit strategy |
| *What is the name of the partner?* | *What is the main business, interest and goal of the partner?* | *How important is the programme for the partner’s activity-level (Low, medium high)?* | *How much influence does the partner have over the programme (low, medium, high)?* | *What will be the partner’s main contribution?* | *What are the main issues emerging from the assessment of the partner’s capacity?* | *What is the strategy for exiting the partnership?* |
| Examples |  |  |  |  |  |  |
| *AIM* | *Delivery of training and degree courses within the field of management and organizational development*  *Wants to demonstrate that their courses are of a high standard at reasonable cost; and thereby to attract students.* | *Low.*  *AIM has an annual turnover of USD 236 million. The* | *Low.*  *The outputs to be delivered by AIM have been specified in the agreement.* | *Specific tailor-made training courses targeting public sector managers. Sharing of recent research findings on PSM* | *Strength: capable of tailoring training courses to specific needs and learning style. Capable of upscaling very fast f necessary*  *Weaknesses: Based in Manila with limited knowledge of the specific local context issues, such as culture and traditions in Bangladesh.*  *Opportunities: Can provide on-line follow-up training and coaching to help participants translate theory into practice.*  *Threats: Uncertain whether the Board will continue to accept lower overheads on activities in development projects* | *No special requirements after end of contract* |
| *Aid Coordination Section, MoF* | *Donor coordination and resource mobilization for priority programmes and SDG target monitoring*  *Wants to develop a systematic and transparent approach for the identification and description of national priority programs and the subsequent mobilization of external funding for their implementation* | *Medium to high.*  *Without the program, the ACS will not have financing for the Aid Coordination Database, for the training of sector Policy and Planning Divisions and for mobilizing support for priority programs and monitoring of progress towards SDG targets* | *High.*  *The ACS is part of the Ministry of Finance and an important national stakeholder for the program.* | *Leverage of political support for the programme and the effectiveness agenda; along with programme coordination and oversight during implementation.* |  | *The ACS will need support over an extended period after programme completion, if the improvements in capacity are to be sustained.* |
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