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| **Telecommunication Development Advisory Group (TDAG)**  **24th Meeting, Geneva, 3-5 April 2019** | C:\Users\comas\AppData\Local\Temp\Rar$DRa0.735\jpg\ITU official logo_blue_RGB.jpg |
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|  | **Document** **TDAG-19/****21-E** |
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| Director, Telecommunication Development Bureau | |
| ITU-D PARTNERSHIP AND RESOURCE MOBILIZATION | |
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| **Summary:**  The importance of partnerships and resource mobilization was highlighted by WTDC-17. This document presents an overview of the key objective, actions for result-based management, and way forward to enhance partnership and mobilize resources.  **Action required:**  TDAG is invited to note this document and provide guidance as deemed appropriate.  **References:**  PP Resolution 71, Annex 1, Goal 5 and Outcome D.1.e;  [WTDC Resolution 17 (Rev. Buenos Aires, 2017)](https://www.itu.int/md/D14-WTDC17-C-0115/), and 71 (Rev. Buenos Aires, 2017) | |

1. Background

The World Telecommunication Development Conference 2017 (WTDC-17) highlighted the critical role of partnerships, collaboration and resource mobilization in supporting the implementation of the Buenos Aires Action Plan (which includes the BDT operational plan, the projects, and the Regional Initiatives), WSIS Action Lines and Sustainable Development Goals (SDGs), SDG 17 in particular.

WTDC-17 Action Plan indicates that programmes should be, where possible, implemented in partnership with other organizations and stakeholders, including Sector Members, Academia, non-governmental organizations, other United Nations agencies and networks, in order to leverage the impact of the products and services developed under the programmes. More specifically,”Regional Initiatives are intended to address specific telecommunication/ICT priority areas, through partnership and resource mobilization to implement projects.”

WTDC Resolution 17 resolves, among others, “that BDT continue to actively conclude partnerships with Member States, ITU-D Sector Members, financial institutions and international organizations in order to sponsor implementation activities for these initiatives” and appeals “to international financial organizations/agencies, equipment suppliers and operators/service providers to contribute, fully or partially, to financing these regionally approved initiatives”.

Resolution 71 also considers that “partnership between and among the public and private sectors, including ITU and other entities such as national, regional, international and intergovernmental organizations, as appropriate, continue to be key to promoting sustainable telecommunication/information and communication technology (ICT) development”.

1. Strategic Objective

In accordance with the outcomes of WTDC-17, the objective is to facilitate, develop and strengthen partnerships and cooperation with diverse stakeholders including other United Nations agencies, international and regional organizations, ITU Member States, ITU-D Sector Members, Associates, Academia and other relevant partners from developed and developing countries, to enhance resource mobilization, avoid duplication of efforts and support ITU-D in the implementation of Programmes and Regional Initiatives.

1. Status Analysis

In 2018, 43 new partnership agreements and 7 addenda/amendments were signed between BDT and various stakeholders, with an estimated value of USD 10.9 million, co‑financed by BDT and external partners. The list of these agreements with detailed information (e.g. signatories, type of partnership[[1]](#footnote-2), date of entry into force, value and objective) is provided in Document [INF/3](https://www.itu.int/md/D18-TDAG24-INF-0003/)[[2]](#footnote-3). Concluding these agreements has been possible thanks to the combined support and efforts of ITU membership and partners as well as of the BDT staff both in the field and at headquarters.

Between 2015 and 2018, 200 new partnership agreements and 39 addenda/amendments were signed between BDT and various partners, with the following distribution, per beneficiary regions and per areas of action.

**Charts: Agreements signed between 2015 and 2018**

*Note: In 2015, 28 agreements were signed for implementation of the “Joint Capacity-Building Activities under the ITU Academy Centres of Excellence”*

1. Key Actions and Outcomes
   1. External actions and outcomes

Partneship and resource mobilization are primarily relationship-building activities, anchored on trust, confidence and respect. While BDT is paying particular attention to nurturing relationships with traditional partners encouraging them to engage in lasting relationships, it also recognizes the importance of widening and diversifying its partner portfolio. Meetings and strategic missions are being carried out to various entities, opening up opportunities for BDT to enter into partnership with various stakeholders in the ICT ecosystem. Agreements have been signed with entities pertaining to various sectors such as health/pharmaceutical, finance, agriculture and environment: for example, with UNEP, UNU, UNIDO, SBC/SSC[[3]](#footnote-4), UNITAR, ILO, ISWA[[4]](#footnote-5), UN-ViE SCYCLE[[5]](#footnote-6) for projects on e-waste; with WHO, World Diabetes Foundation, Pierre Fabre Foundation, EU, ARM, GSMA, Sanofi Avantis Group, Novartis Pharma AG, Glaxosmithkline (GSK) Services and Norwegian Directorate of Health for projects on m‑Health; with FAO on e‑Agriculture; and with Bill and Melinda Gates Foundation for the Financial Inclusion Global Initiative (FIGI) .

Entering a partnership with key stakeholders allows BDT to raise resources, share projects’ cost, prevent overlap and duplication of work, increase projects’ impact, and enhance BDT’s visibility towards external audiences. It also offers new opportunities to reach non‑traditional resource partners through joint outreach activities.

Timely and efficient implementation of partnership products (e.g., projects and sponsorships) with quality outcomes and communications is essential to gain the trust, confidence and satisfaction of the partner(s) for enhancing future partnerships and mobilization of resources. A good example is the partnership with the European Commission relating to “Increasing wireless broadband penetration through improved and harmonized spectrum utilization and regulation in the African continent” for a total value of EUR 5.5 million, which encourages to enhance partnership with African Union as well as team-work within ITU.

Sponsorship packages for side/social events on the occasion of BDT-organized events (e.g. Global Symposium for Regulators (GSR‑18) and ITU-D Study Groups (ITU-D RGM‑18)) have been proposed on the [*sponsorship opportunities platform*](http://www.itu.int/go/en/itudsponsorships). Resources mobilized are being used to organize sponsored activities and related visibility benefits as well as to serve as seed-funds for the implementation of activities, projects and initiatives, including the Regional Initiatives, and possibly fellowship.

* 1. Internal actions and outcomes

Partnership and resource mobilization is recognized by BDT as a common responsibility. A session was dedicated to resource mobilization during the BDT management retreat in order for staff to share their experience and discuss challenges and opportunities. As a result, a roadmap was developed with the following ten priority actions to strengthen resource mobilization:

1. Resource mobilization strategy;
2. Packaged communication with a human touch;
3. Criteria for engagement with high value resource partners;
4. Market research reports on focus areas to raise awareness and improve consideration by resource partners;
5. Large scale transformative initiatives for focus areas championed by ITU/BDT management;
6. Development of flexible mechanisms to partner;
7. Training for staff;
8. Tool for business owners with critical information on key areas of interest and all resource partners;
9. Use of an appropriate tool for resource mobilization management including clear reporting and target KPI for business owners; and
10. Leverage existing platforms to reinforce and nurture partnership.

To implement the above, the followings were implemented: a training on resource mobilization was provided to P2 and P3 level staff from the field in July 2018, roadshows/strategic missions in the Americas (USA) and in the Asia-Pacific (Philippines), as well as numerous outreach actions with existing and potential partners, bi-/multi-lateral agencies and finance institutions (e.g., OFID, AFD, ADA, EC, World Bank, IFC, Asian Development Bank, Islamic Development Bank etc.), UN agencies (e.g., UNIDO, WHO, UNDP, UNOP, UNFPA, UNCERF, UNDESA etc.) and foundations (e.g., Clinton Foundation, UN Foundation, Citi Foundation, Telefonica Foundation, ProFuturo Foundation etc.). The aim was to raise awareness of ITU, BDT in particular as well as enhance partnership opportunities and mobilize resources. A resource mobilization strategy for BDT is to be further refined, taking into account the outcomes of past and forthcoming BDT management retreats.

In addition, the partnership agreements’ database, which serves as a record-keeping system for all agreements signed by BDT with various stakeholders, is regularly updated. A search tool allows BDT staff to identify potential partners for upcoming activities, projects and initiatives.

1. Way Forward

The BDT Director is reviewing BDT’s approach to resource mobilization, sponsorship, partnership and project execution. This will be addressed during the retreat just prior to TDAG.

Taking the above into consideration, BDT will continue to improve its resource mobilization tools and services as well as to strengthen the cooperative relationship with traditional and non-traditional partners from the telecommunication/ICT sector and beyond in the converged ecosystem for the implementation of global, regional and national projects and initiatives, including the Regional Initiatives.

ITU membership is invited to partner with BDT for the implementation of WTDC-17 outcomes, WSIS Goals, and PP-18 Goals – especially new Goal 5 - as well as the contribution to the Sustainable Development Goals (SDGs), taking into account SDG 17 in particular.

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1. Memorandum of Understanding, Cooperation Agreement, Project Document, Voluntary Contribution Agreement, Sponsorship Agreement, etc. [↑](#footnote-ref-2)
2. a) Agreements and Projects with cash contribution, b) Agreements and Projects without cash contribution, c) Sponsorship Agreements, and d) Addenda/Amendments. [↑](#footnote-ref-3)
3. Secretariats of the Basel and Stockholm Convention [↑](#footnote-ref-4)
4. International Solid Waste Association [↑](#footnote-ref-5)
5. United Nations University Vice Rectorate in Europe**,** Sustainable Cycles Programme [↑](#footnote-ref-6)