

## United Nations System Private Sector Focal Points Meeting 2008

Exploring the Challenges and Opportunities of Collaboration  
throughout the Partnership Life Cycle

**2-3 October 2008, Geneva, Switzerland**



## Mission, Vision, Goal

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GAIN's mission is to reduce malnutrition through the use of food fortification and other strategies aimed at improving the health and nutrition of populations at risk, **particularly children and women**



# Mission, Vision, Goal

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GAIN's vision is for all people, everywhere, to have the nutrition they need to lead healthy and productive lives

## Mission, Vision, **Goal**

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**Reach 1 billion people with  
improved nutrition, of whom,  
500 million are at risk of  
malnutrition**

# GAIN Highlights

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- Headquarters **Geneva**
- Regional offices **China, India and South Africa**
- Total staff **42**
- GAIN Board **High-level members from across sectors: WHO, UNICEF, World Bank, USAID, CIDA, Danone, Unilever and PATH**
- Main donors **Bill and Melinda Gates Foundation, USAID and CIDA**
- Expenditures 2007/2008 **USD 22.5 million**
- Grants and technical support dispersed **USD 40 million**
- Current reach **approximately 200 million beneficiaries**

## GAIN's Partnership Model

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**Partnering is an integral strategy to reducing micronutrient malnutrition.**

At the national, regional, and global level, GAIN promotes, catalyzes and implements programs through partnerships and utilizes partnerships to improve program effectiveness and sustainability.

GAIN partnerships include:

- National Fortification Alliances
- Business partnerships
- Public sector partnerships
- GAIN Business Alliance
- Ten Year Strategy thematic working groups

## Rationale for Monitoring

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Enable GAIN to **assess the strength of its partnerships** and how this may be **linked to project and program outputs and outcomes**.

Be used as a **learning instrument** to help partners understand how working together is influencing their ability to achieve project goals.

Help GAIN and its partners make their **partnerships stronger, more effective and more sustainable**.

# Partnering to Developing the Framework

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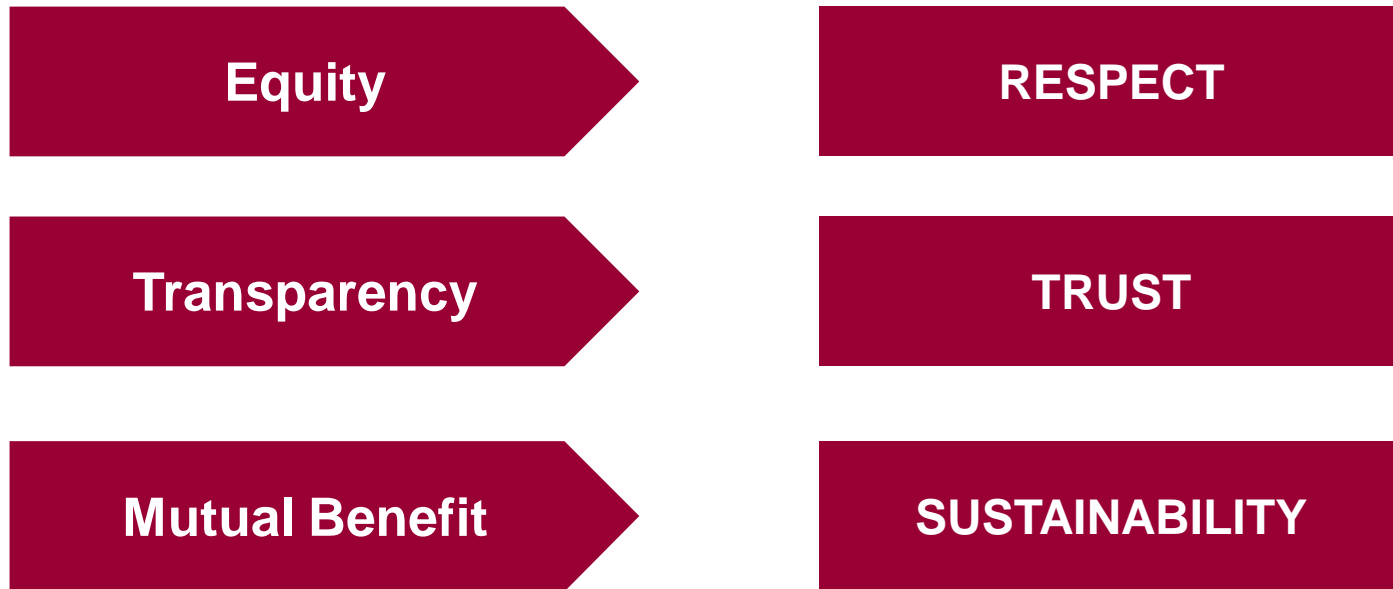


In order to develop a **holistic partnership monitoring strategy**, GAIN has collaborated with **The Partnering Initiative** (TPI), a program in the University of Cambridge's Department of Industry and the International Business Leaders Forum (IBLF).



# Principles of Successful Partnerships

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Equity, transparency, and mutual benefit should be the fundamental characteristics of GAIN's various partnerships and are measured in the partnership monitoring questionnaires.

# GAIN's Partnership Monitoring Strategy

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## 3 Online Questionnaires

**1. Partnership Set-up and Operations**

**2. Partnership Relationships**

**3. Value to Participating Organizations**

Structures enabling partners to meet their goals

Quality of cooperation and teamwork

Making the partnership or alliance work for each organization

# A Work in Progress

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**Develop  
Monitoring  
Framework**



**Pilot Project**



**Strategy for  
acting on the  
results**