

# INTRODUCTION TO PRIVATE SECTOR ENGAGEMENT







Knorr RISOTTO PARMESAN	Knorr RISOTTO AI FUNGHI	RISOTTO	RISOTTO	RISOTTO	RISOTTO	DETACCHI RISO VIALONE NANO STAGIONATO 21 MESI	DETACCHI RISO VIALONE NANO STAGIONATO 22 MESI	naturaplan Bio Vollreis Riz complet bio Riso integrale bio	naturaplan Bio Vollreis Riz complet bio Riso integrale bio	naturaplan BIO JASMINE	naturaplan BIO JASMINE	naturaplan BIO BASMATI	naturaplan BIO BASMATI
1.80	1.80	0.95	1.95	3.25	1.95	6.95	4.20	3.95	4.50	4.50	5.95	5.95	5.95

Ben's Original EXPRESS MEXIKANISCH MEXICAIN	Ben's Original EXPRESS CURRYREIS INDIEN	Ben's Original EXPRESS RISI BISI RIZ AUX PETITS LEGUMES	Ben's Original EXPRESS RISI BISI RIZ AUX PETITS LEGUMES	naturaplan Bio Risottoreis Riz pour risotto bio Riso per risotto bio	naturaplan Bio Risottoreis Riz pour risotto bio Riso per risotto bio	naturaplan Bio Risotto Carnaroli	naturaplan Bio Risotto Carnaroli	naturaplan Bio Langkornreis Riz long grain bio Riso a chicco lungo bio	naturaplan Bio Langkornreis Riz long grain bio Riso a chicco lungo bio	naturaplan Bio Wildreis Mélange de riz blanc et de riz sauvage bio Mix di riso bianco e riso selvatico bio
3.10	3.20	3.40	3.40	3.10	3.40	4.40	5.50	5.50	5.95	5.95

Ben's Original NATUR-REIS RIZ COMPLET	Ben's Original NATUR-REIS RIZ COMPLET	Ben's Original LANGKORN & WILD-REIS LONG GRAIN & RIZ SAUVAGE	Ben's Original RISOTTO RISOTTO	Risotto d'Italia	Risotto d'Italia	Risotto d'Italia	Risotto Arborio	Risotto Carnaroli	Risotto Carnaroli	Gallo RISOTTO CARNAROLI	Gallo RISOTTO CARNAROLI
5.45	5.45	7.95	3.95	2.95	3.70	4.20	7.50	7.50	7.50	7.50	7.50

Ben's Original LOSER REIS / RIZ EN VRAC	Ben's Original LOSER REIS / RIZ EN VRAC	Ben's Original LOSER REIS / RIZ EN VRAC	Ben's Original LOSER REIS / RIZ EN VRAC	naturaplan Basmati Rice	naturaplan Basmati Rice	naturaplan Jasmine Rice	naturaplan Jasmine Rice	naturaplan Riso Camolino	naturaplan Riso Camolino
7.95	7.95	6.95	6.95	4.95	4.95	4.95	4.95	4.95	4.95







# Definition of Private Sector Engagement

An activity in which private sector actors participate to **jointly reach development results**. Private partners hereby mean organizations that engage in profit-seeking activities and have a **majority private ownership**. This can be either **transnational or substantial domestic companies** that are ready to invest in a development undertaking.

(adapted from OECD 2016)







# Rationale for Helvetas to partner with private companies






## Enhanced probability

- to reach impact and scale
- to achieve sustainable results
- to find innovative solutions
- to leverage public funding

# Rationale for private partners to engage with development organisations

- to access new markets
- to comply with preferences of consumers and clients
- to meet growing expectations from the public and investors
- to establish lasting relationships with producers and collaborators
- to gain improved access to thematic and technical competence
- to find innovative solutions

# Kampala Principles

	<b>PRINCIPLE 1</b>	<b>INCLUSIVE COUNTRY OWNERSHIP</b> Strengthening co-ordination, alignment and capacity building at the country level
	<b>PRINCIPLE 2</b>	<b>RESULTS AND TARGETED IMPACT</b> Realising sustainable development outcomes through mutual benefits
	<b>PRINCIPLE 3</b>	<b>INCLUSIVE PARTNERSHIP</b> Fostering trust through inclusive dialogue and consultation
	<b>PRINCIPLE 4</b>	<b>TRANSPARENCY AND ACCOUNTABILITY</b> Measuring and disseminating sustainable development results for learning and scaling up of successes
	<b>PRINCIPLE 5</b>	<b>LEAVE NO ONE BEHIND</b> Recognising, sharing and mitigating risks for all partners

Source: CSO Partnership for Development Effectiveness (2019)



# 10 Insights from the collaboration with private partners

STEPS	INSIGHTS
Getting partners on board	<ol style="list-style-type: none"><li>1. Develop a shared vision</li><li>2. Understand each other's motivations</li></ol>
Due diligence and partnership appraisal	<ol style="list-style-type: none"><li>3. Put proper processes and responsibilities in place</li><li>4. Understand due diligence processes as a reciprocal learning opportunity</li></ol>
Risk mitigation measures	<ol style="list-style-type: none"><li>5. Foster diverse partnerships</li><li>6. Choose appropriate collaboration modalities</li></ol>
Contracting and partner contributions	<ol style="list-style-type: none"><li>7. Contract carefully and assess commitments</li><li>8. Aim at auditable cash contributions</li></ol>
Implementation	<ol style="list-style-type: none"><li>9. Monitor results and contributions</li><li>10. Management knowledge to nurture a family feeling</li></ol>