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The PIND Experience

*Managing Multi-Stakeholder Partnerships
and Collaboration*

PIND has leveraged donor resources to contribute to the development impact in the Niger Delta region primarily through direct grants and private sector partnerships

PIND was established in 2010 as Chevron's largest social investment to promote economic development and peace building through partnerships in the Niger Delta region of Nigeria.

To date, PIND has leveraged \$136M in grant funding to support Economic Development and Peace Building activities in the Niger Delta region



 *The nine states of the Niger Delta region*



Over 76,000

New jobs facilitated across agriculture, construction and ICT



About 1

Million

farmers and SMEs reached to provide best practice information



Over 10,000

Peace actors strengthened to tackle conflict in the region



Over 3,500

Households and businesses with access to clean energy



US\$142.6M

Additional investment by Federal and State governments, the private sector and donor agencies

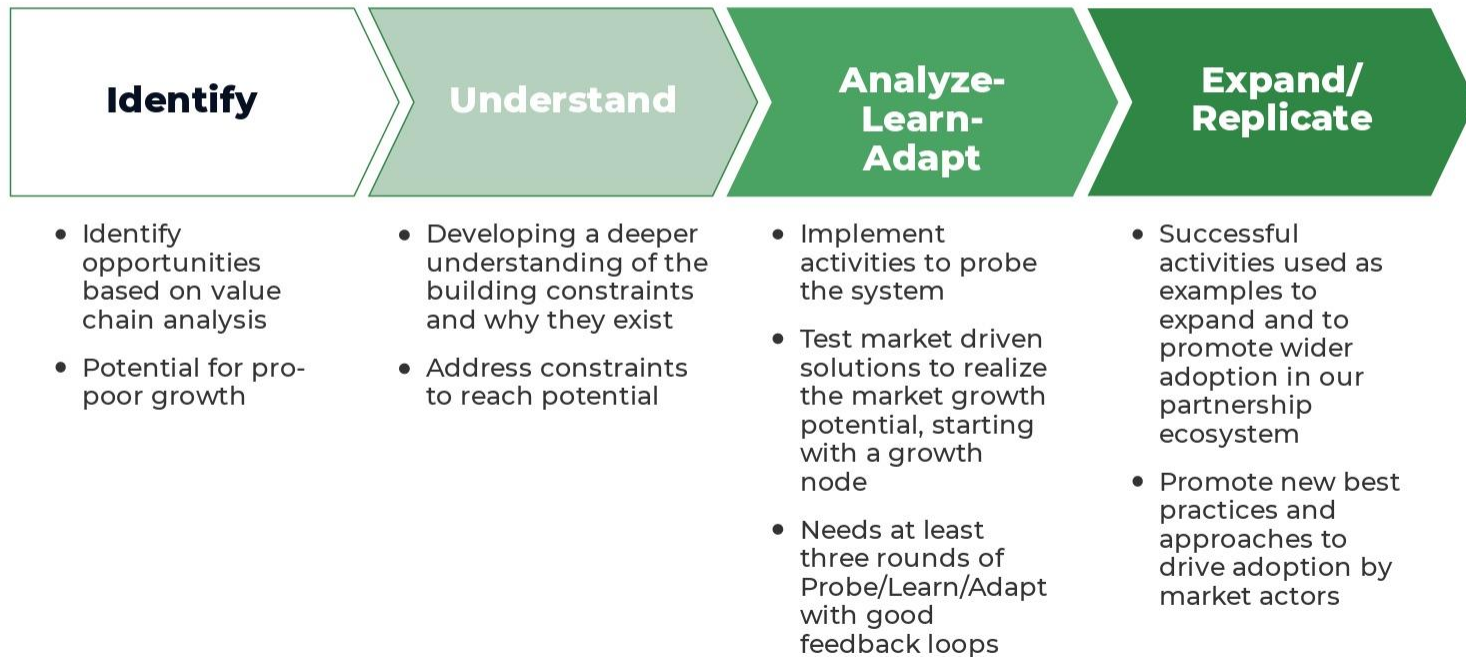


USD\$85M

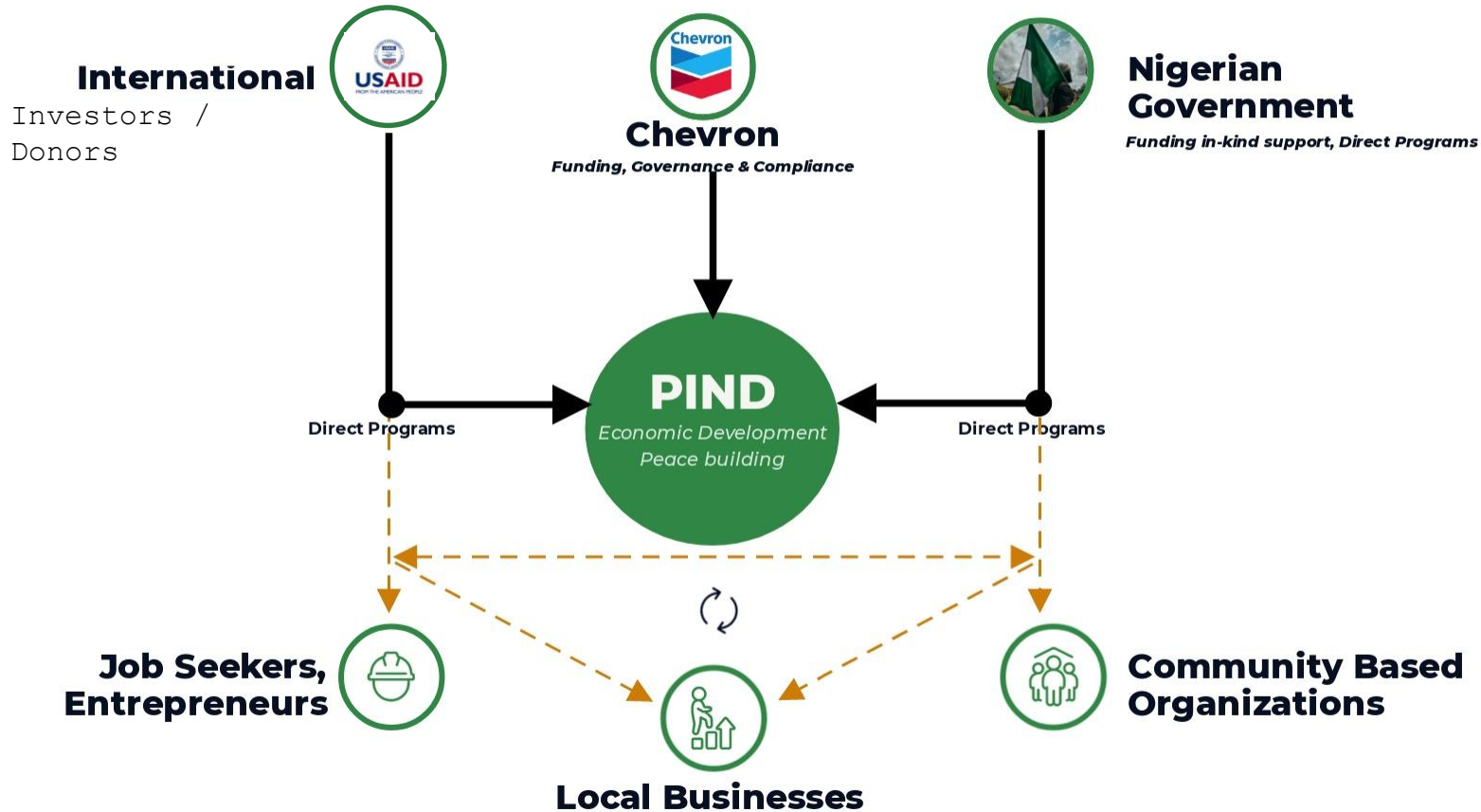
Additional income generated through improved Knowledge, Attitudes and Practice (KAP) activity

The PIND Approach

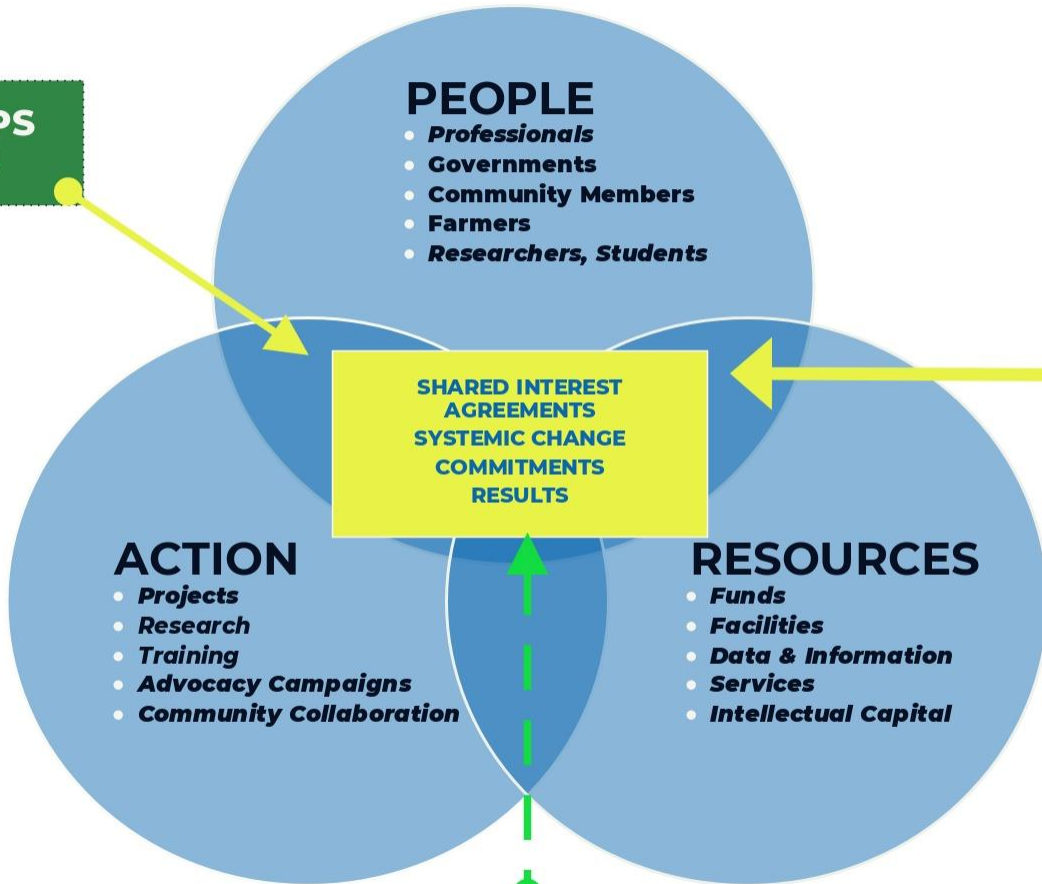
PIND uses an evidence-based adaptive approach for all sectoral and intervention strategies



PIND's Model: Building Blocks



**PARTNERSHIPS
NETWORKS**



**ORGANIZATIONS,
COMPANIES,
AGENCIES**

Examples of PIND Partnerships



PARTNERSHIP TYPE

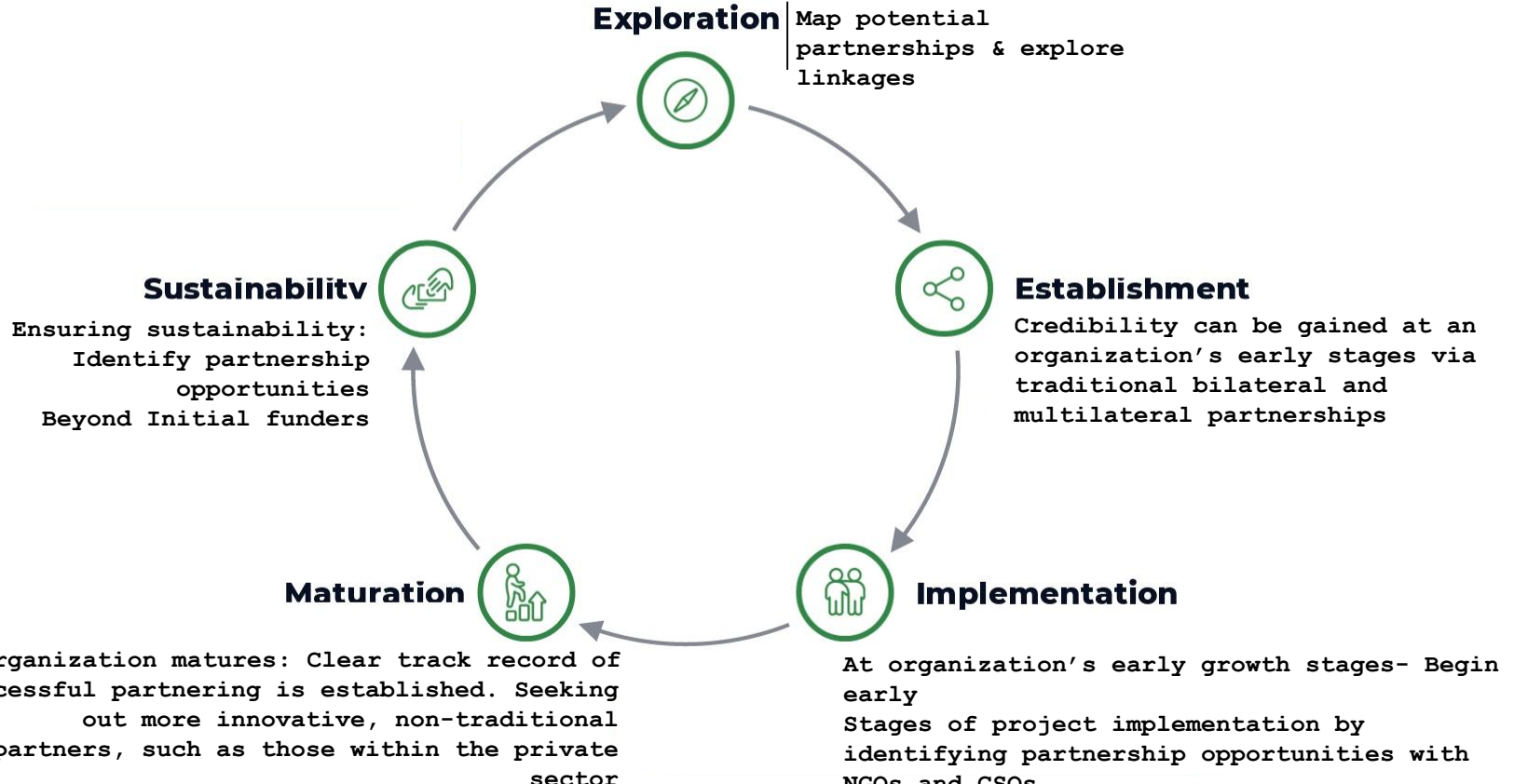
DESCRIPTION

PARTNER

	<p>Donor & Government Partners</p>	<p>Donor partners provide funding or resources to support activities along with PIND. Government partners at local, regional, national, or international level that work with PIND to achieve specific objectives: funding, policy support, regulatory frameworks, or other types of assistance to support initiatives and programs.</p>	
	<p>Implementing Partners</p>	<p>These include technical and project partners who provide a range of support for the implementation of PIND projects as well as the designated teams implementing programs on the ground.</p>	
	<p>Intervention Partners</p>	<p>These are mostly private sector organizations that invest in and collaborate with PIND on program intervention activities and events.</p>	
	<p>Network Partners</p>	<p>These are organizations/groups indirectly connected to PIND through their established network platforms and platforms established by PIND to facilitate collaboration among individuals/groups.</p>	
	<p>Knowledge & Thought Partners</p>	<p>These include academic institutions, especially research institutions and thought-leaders with which PIND regularly collaborate to share information, data and analysis.</p>	

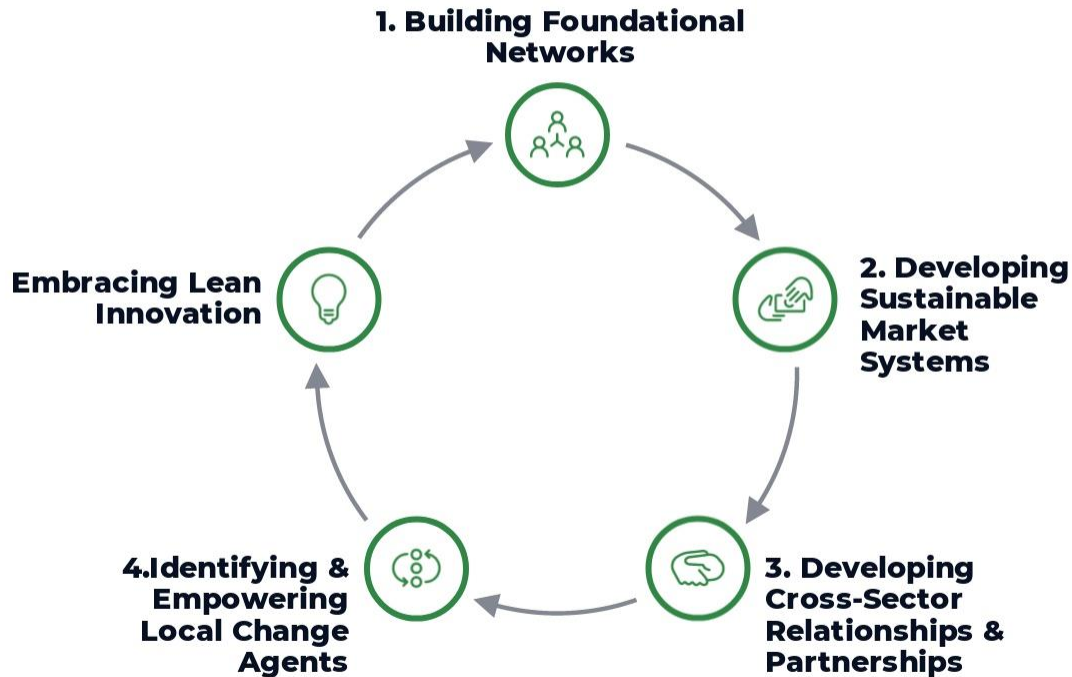


Partnership Life Cycle



Critical Success Factors of PIND's Model

- ✓ **Generated significant momentum towards achieving systemic change**
- ✓ **Enhanced attractiveness of Niger Delta by reducing risk**
- ✓ **Paved the way for other institutions**
- ✓ **Created a blueprint for new approaches to sustainable development**



Challenges



- **Alignment with multiple stakeholders**

Partnerships developed with only high-level leaders tend to stall with information flow and struggle with unclear objectives, multi-level collaboration within organizations and approaches. PIND promotes consistent information flow within and between each organization to overcome this.

- **Reporting requirements**

Development impact is often nonlinear and not attributable to a single organization.

- **Overcoming challenges unique to each partner**

Overcoming personnel changes is also critical; particularly when partnering with organizations that have high turnover in key positions.

- **Overcoming mental models**

To overcome this, PIND and NDPI are purposefully data-driven and rely on the expertise of their in-house development practitioners.

Effective Practices



Start with an overarching objective to create a common vision that diverse stakeholders can all agree upon.



Adhere to an organization's overarching goal and strategic framework when deciding whether an opportunity is a strategic fit.



Sustained engagement with private sector, government and community partners throughout partnership design, development and management.



Diversify partnerships to promote the creativity and innovation needed to design effective solutions.



Coordinate internal and external communications to address partnership structure and to maintain internal alignment and support.



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FROM THE AMERICAN PEOPLE

QUESTIONS AND ANSWERS



CP Palladium
MAKE IT POSSIBLE

PARTNER WITH US



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