



ADB

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FAIR



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# 9<sup>th</sup> ADB Business Opportunities Fair

## Opportunities for Civil Society and NGOs

### → Knowledge Partnerships (KPs)

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# Outline

- Overview of knowledge partnerships
  - What are they? What are they not?
  - Differences from consulting services
  - Processes and things to keep in mind
- Case study: WWF-Pakistan's experience
  - TA 51324-001: Revitalizing the Ecosystem of Ravi River Basin
  - ADB-WWF partnership
  - Developing the KP agreement and associated work plan
  - Lessons learned

# Overview of KPs

- A new, pilot (2017) way for ADB to work with “knowledge partners”
- **What it is:** a non-profit partnership with a clear knowledge-related purpose, joint work plan and joint financial or in-kind contributions, occurring within ADB knowledge and support technical assistance (KSTA)
- **What it is not:** a for-profit consulting service arrangement whose purpose may or may not relate to knowledge, with a TOR developed by ADB only and with financial contributions from ADB only, occurring within any type of ADB TA or loan project

- “Knowledge partner” needs clear, knowledge-related expertise
  - May be, among others:
    - think tank,
    - university or its research institution,
    - government (except the recipient gov’t of the KSTA),
    - civil society organization or NGO,
    - nonprofit association or professional body of private firm (if non-profit and no explicit promotion of business interests),
    - entity that lacks mandate or capacity to enter into commercial contracts, like international organizations
  - Other criteria:
    - Must be an institution (not an individual) established in a member country
    - Financial management systems acceptable to ADB
    - Not sanctioned by ADB

# Differences from Consulting

- **Potential advantages:**

- A *partnership*, not a transactional relationship, implemented jointly
- A joint work plan allows the partner's unique ideas and "approach" to be fully reflected
- The KP's legal agreement (KPA) may offer more flexible terms than a consulting contract

- **Potential disadvantages:**

- Non-profit, with yearly funding limit by ADB of ~\$100,000
- Partner needs to show financial or in-kind contribution
- Rigorous approval processes, due diligence, and public disclosure of the partner
- Can only be funded under KSTAs

# Processes and Final Thoughts

- **Processes:**
  - Applicable to new or ongoing KSTAs
  - Two main steps:
    - ADB prepares internal nomination paper and undertakes due diligence (including anticorruption and financial management)
    - ADB and partner develop KPA and get it reviewed and approved internally
  - KPA is signed after KSTA effectivity (for new TA) or ADB's approval (for ongoing TA)
- **Things to keep in mind:**
  - KPs serve a different purpose than consulting and are not a panacea
  - KP outputs must be clearly distinguished from outputs of any consulting assignments in the KSTA
  - The joint nature of the work plan and contributions must be clearly evident

# Case Study: WWF-Pakistan

## KSTA 51324-001: Revitalizing the Ecosystem of Ravi River Basin

- 18-month TA to revitalize and build resilience in the Ravi River
- Outputs - (i) baseline assessment reports and (ii) long-term multi-sectoral plan

## ADB-WWF Partnership

- MOU signed in 2001
- Joint programming and cooperation
- Held annual consultations since 2002
- Sectoral and thematic focus



# KP or Consultancy Engagement?

# Case Study: WWF-Pakistan

## Developing the KP and its work plan

- KP under existing MOU, within TA framework
- Work plan based on joint activities and strategic value of WWF

## Lessons learned

- KP modality deepens the 'partnership'
- Offers greater flexibility for joint work and access to funding
- Pinpoints strategic value of each party