

SECURE THE FUTURE™

Strengthening partnerships between PHARMA and NGOs

Presented by: Phangisile Mtshali
Director, Bristol-Myers Squibb
Secure the Future™
September 1, 2006

 Bristol-Myers Squibb Company





Secure the Future
**Care and Support for Women &
Children with HIV/AIDS**



“When the history of this epidemic is written, we should all ask ourselves, what did we do to help?”

Festus Mogae
President, Botswana
1999



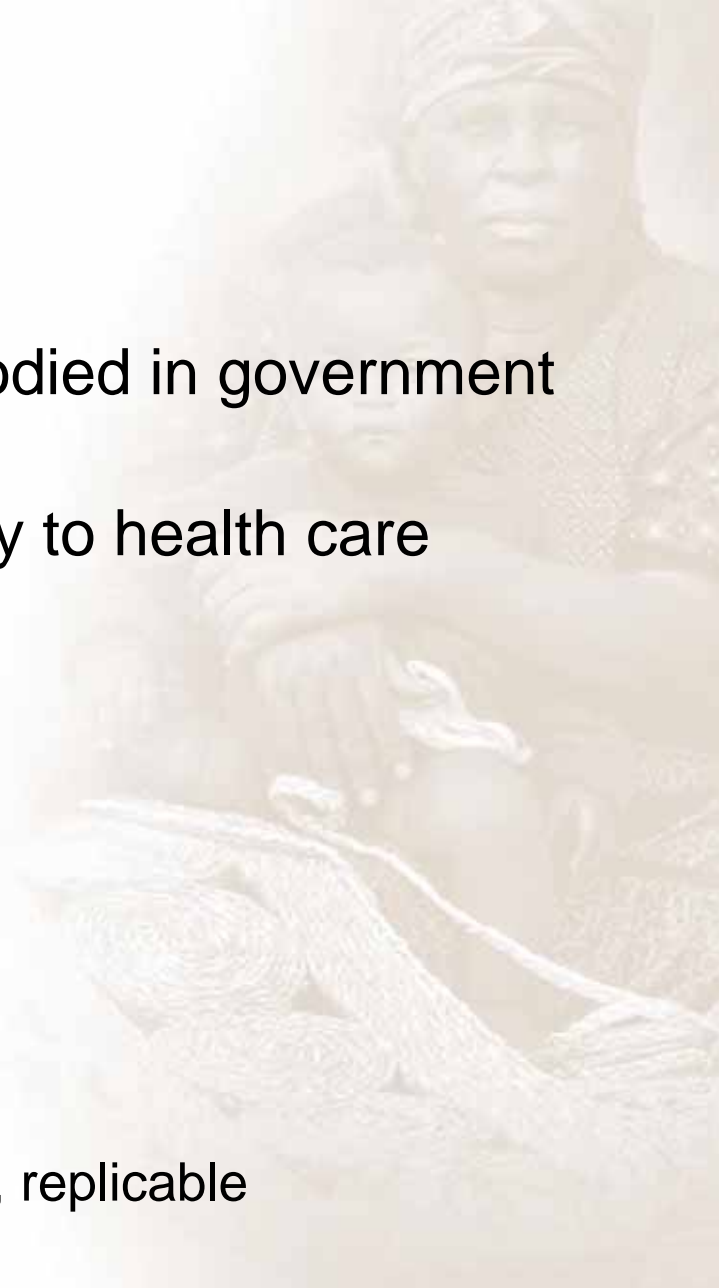
Bristol-Myers Squibb Company

BMS *Secure The Future*TM Objectives

- 🏠 Prevent HIV/AIDS & STD transmission
- 🏠 Reduce the impact of HIV/AIDS on individuals by empowering infected and affected women and children
- 🏠 Expand access to treatment by informing public health policy

Guiding Principles

- 🏠 Public / private partnership as embodied in government policies against HIV/AIDS
- 🏠 Compatible with and complementary to health care priorities
- 🏠 Governed cooperatively
- 🏠 Sensitivity to the local context
- 🏠 Ethnically unassailable
- 🏠 Catalyst for expanded participation
- 🏠 Promotes equity
 - Grants must be innovative, sustainable, replicable



Early Challenges

- ⌚ Partnering with other stakeholders including governments
- ⌚ Alignment with country strategies
- ⌚ Identification of locally relevant solutions:
 - Innovative, sustainable, replicable
 - Community and medical levels
- ⌚ Monitor and evaluate projects
- ⌚ Expenditure and financial control
- ⌚ Communication of results
- ⌚ Capacity and sustainability



Issues

- ⌘ Acknowledge the huge gap in skills, capacity, resources between indigenous African and International NGOs
- ⌘ Poor administrative management and business skills at local level have impacted negatively on their operations and therefore the inability to sustain themselves.
- ⌘ Therefore - Prospective grant recipients had to implement effective strategies to serve women and children infected or affected by HIV/AIDS in five partner countries of Lesotho, South Africa, Botswana, Namibia and Swaziland.



Implementation Process

THE IDEA:

Countrywide Workshops on STF and Grant Writing



THE IMPLEMENTATION:

PricewaterhouseCoopers Pre-Award Financial Survey



THE EVALUATION:

**Monitoring & Evaluation Workshops
Good Clinical Practice Workshops
Yale School of Public Health Evaluation Team**



COMMUNICATIONS:

**Communication Strategies
Learning & Sharing Conference**



GOAL:

Capacity Building for Organizations – Sustainability

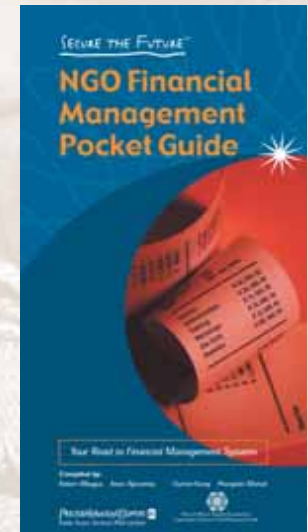
Grantees Learning & Sharing conference in all focus areas



Added Value: Deliverables

To assist in:

- Improved project monitoring and reporting
- Prepare for external evaluations
- Improve and maintain financial and systems



Available on www.securethefuture.com

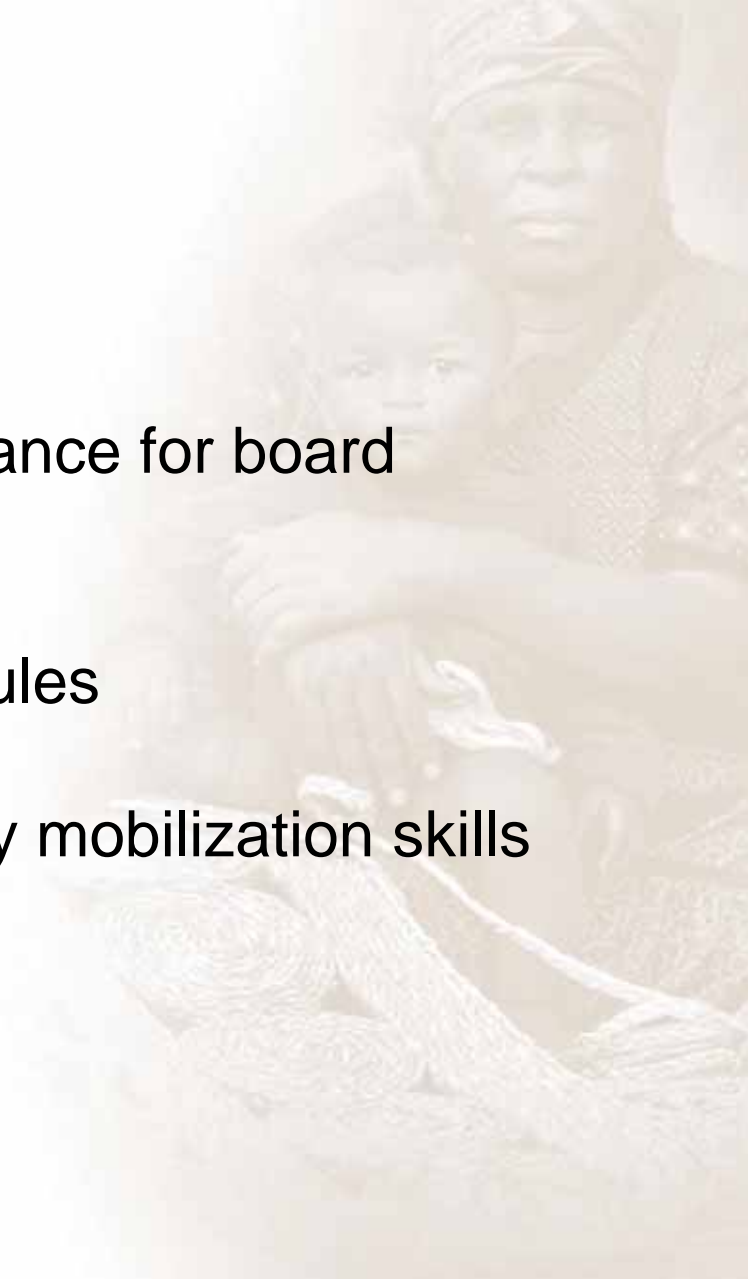
Current Initiatives

- 🏠 BMS Foundation NGO Training Institute
- 🏠 Community-based
Treatment Support Programs
- 🏠 Pediatric AIDS Initiative



BMSF NGO Institute

- 📖 Strengthen leadership and governance for board members
- 📖 Document training of trainers modules
- 📖 Strengthen fieldworkers community mobilization skills



BMSF NGO Institute – Goals

Three year programme launched in 2005

- 🏠 Strengthening community organizations' ability to deliver high quality and sustained services.
 - providing skills necessary for efficient, effective and professional operations,
 - sharing best practices,
 - creating a collaborative network of NGOs/CBOs
 - Institutional development to create more resourceful and learning organisations

BMSF NGO Institute - Goals Contd

- 🏠 Delivering quality and accredited training services
 - Training material is accredited by relevant National Qualifications Authorities.
 - Adding to the body of knowledge on management continuing education genre with credible material relevant to the non-profit sector.
 - Enhancing locally-grown training material, training providers to achieve sustainability and leveraging of available capacity-building funds.

BMSF NGO Institute – Training Modules

- 📖 Governance for board members and senior executives
- 📖 Leadership- incorporating institution strengthening and resource mobilisation
- 📖 Management – including general management and project management, financial Management, monitoring and evaluation

NGO Training Institute: Outcomes from Pilot to roll-out

- 📌 To lay the foundation for strengthening the capacity of the NGO sector in all five southern African countries
 - Focus on governance, leadership, management and project management
 - Over 2,350 participants in various training courses since pilot phase
 - 85 - 90% who registered during the pilot finished the courses
- 📌 Challenges mainly around collaboration and partnership among NGOs and we learned some tough lessons

Foundation for Partnership & Collaboration

At the beginning

- 📌 Organisations must share a vision and have same goals
- 📌 Invest time and build sound relationships
- 📌 Ask tough questions now
- 📌 Play open cards & ensure the other is doing so
- 📌 Pay attention to paper work :- Memoranda of Understanding should ensure clear roles and responsibilities

Foundation for Partnership & Collaboration

During the Partnership

- 🕒 Trust is a significant ingredient
- 🕒 It's a give and take ... by and from all parties
- 🕒 For funders there must be equal ownership of the initiative
- 🕒 Good governance enhances sustainability possibilities
- 🕒 Communicate, communicate, communicate

Foundation for Partnership & Collaboration

HOW CAN NGOs ENHANCE PARTNERSHIPS?

- 📌 Networking to share ideas, experiences & resources
- 📌 Better co-ordination geographically, by sector, etc
- 📌 Developing complementary rather than competitive agendas
- 📌 Improved communication and documentation within organisations
- 📌 Consider joint funding applications ruled by honesty and not greed & exploitation

Foundation for Partnership & Collaboration

HOW CAN PRIVATE SECTOR FUNDERS HELP?

- 🕒 Transparency in funding criteria, decisions & allocation of funds
- 🕒 Encourage experimental learning opportunities among NGOs/CBOs
- 🕒 Support M&E, documentation and networking budgets
- 🕒 Go beyond monetary transactions –
- 🕒 active interest, feedback in the projects

What kind of a partnership are you in?

Thank you

