



PRIVATE SECTOR ENGAGEMENT & PUBLIC PRIVATE PARTNERSHIPS



U.S. Department of State
Office of Global Partnerships (GP)

WHO ARE WE?

U.S. DEPARTMENT OF STATE SECRETARY'S OFFICE OF GLOBAL PARTNERSHIPS (S/GP)

- + A U.S. government leader in private sector engagement and serves as the **direct link** for **private sector collaboration** with the Department, fostering and developing cross-sector relationships to forward **U.S. foreign policy goals**.
- + We **build and facilitate partnerships** that harness the technology, markets, and resources of the private sector, while providing businesses and organizations with opportunities to create jobs, promote economic prosperity, and advance business ties and dialogues in specific regions **around the world**.

WHY PRIVATE SECTOR ENGAGEMENT AND PARTNERSHIP MATTERS FOR BROADBAND?

- + Working with private sector partners CAN HELP determine both the best practices and the barriers that inhibit successful CONNECTICITY IN TRIBAL LANDS.
- + ANY PARTNERSHIP NEEDS TO BUILD capacity TO UNDERSTAND & evaluate potential solutions and create a value chain of local information and communications technology (ICT), internet service provider (ISP), and telecommunications partners who can harness the power OF PARTNERHSIPS to close the digital divide and fulfill the promise of tribal connectivity.

PRIVATE SECTOR ENGAGEMENT

+ Private Sector Engagement (PSE) is a strategic approach to diplomacy and development through which a government consults, strategizes, aligns, collaborates, and implements with the private sector for greater scale, sustainability, and effectiveness of diplomatic and development outcomes.



DEFINITION OF PARTNERSHIP

- + A **collaborative** working relationship between partners, in which the goals, structure, and governance of the partnership, as well as the roles and responsibilities of each partner are **mutually determined**.

PARTNERSHIPS

- + Are based upon the convergence of interests between a Tribe and non-government partners that advance the objectives of each respective organization;
- + Require shared risk, investment (direct or indirect), and potential reward for all partners; and
- + Result in the leveraging of unique partner skills and assets, producing outcomes with greater impact than could be achieved independently.

PHASES OF PARTNERSHIP



Focus on 1st 3 phases (Scoping, Partner ID and Engagement)

PHASE ONE: SCOPING



- Reviewing goals partnership opportunities
 - Overlapping strategic interests – Consider potential natural allies
 - The synergies and value-add of partnering by determining what would make partnering worth the effort
- Internal ground-truthing
 - Consensus around need – Start by building an internal alliance
 - Organizational reality check – Identify institutional assets and liabilities
 - Self assessment – Surface your own assumptions and expectations and check your readiness

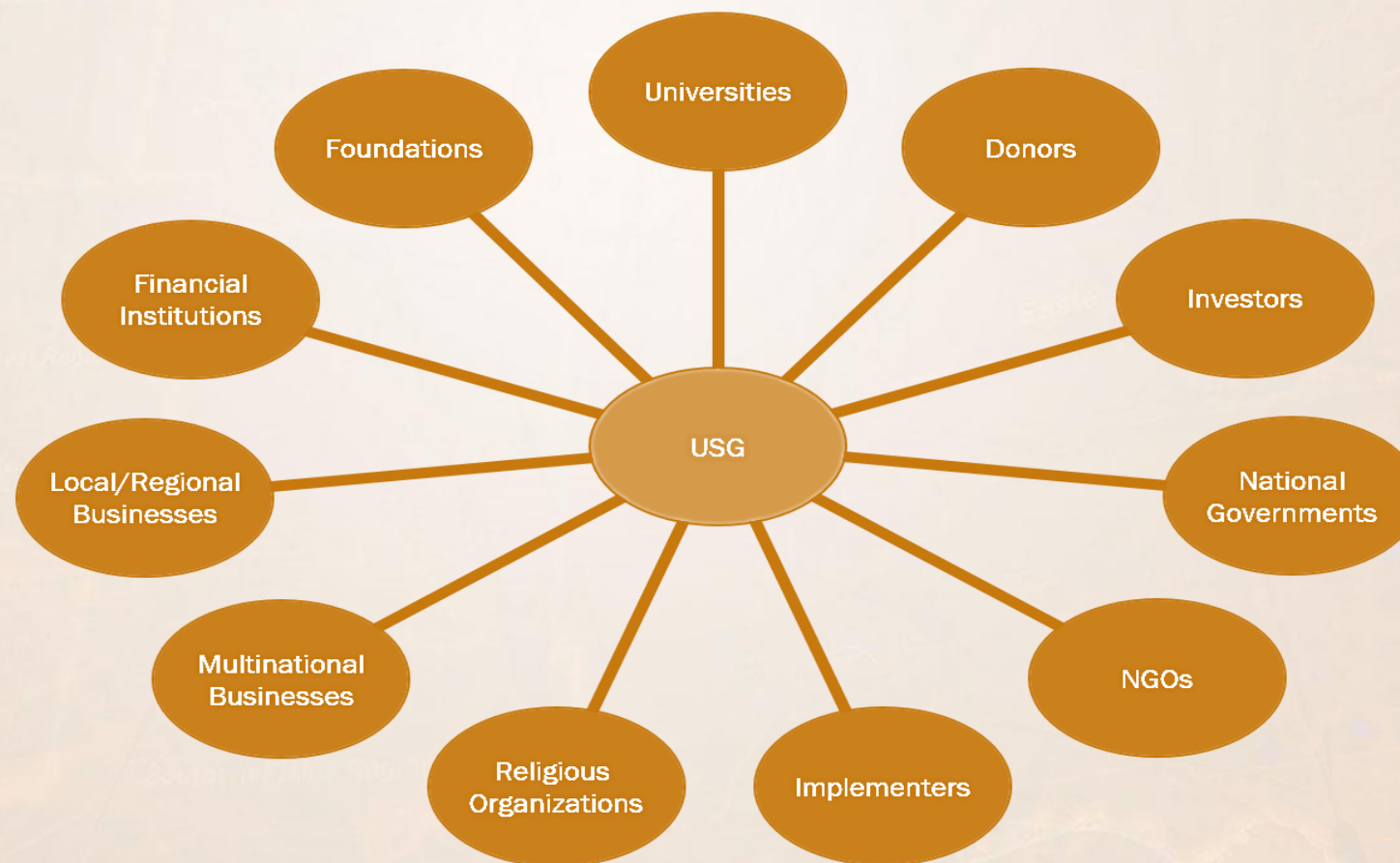
PHASE TWO: PARTNER IDENTIFICATION



- Mapping potential partners
- Resource mapping
- Preparing to approach potential partners



POTENTIAL PARTNERS



SEPTEMBER 23 – 24, 2019 | WASHINGTON, DC

PHASE THREE: ENGAGEMENT



Getting the word out

- Being open and fair – Issue an open call to partnering
- Being proactive -- Get in front of potential partners
- Being visible – Make it easy for potential partners to find your agency and see its interest in partnering

QUESTIONS AND CONTACT INFORMATION



[State.gov/partnerships](https://state.gov/partnerships)



Partnerships@state.gov



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