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# Partnerships of the Future

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# Introduction

- For effective partnerships there are a **set of four key Building Blocks** that need to be developed and continuously maintained
- The Building Blocks are distilled from the **success factors** for partnership highlighted by multiple organizations over many years
- **Not a series** of separate items to tick off in a sequence
- A set of **connected ideas**, to keep returning to during the partnering lifecycle
- Important that all partners are **aware** of the Building Blocks
- Partners must **agree** which are the most essential depending on the level of complexity of the partnership
- Partners must **commit** to continually monitoring and improving on them as the partnership continues to develop and iterate

# Partnership Building Blocks



## The fundamentals for partnership need to be in place:

- Significant added value in comparison with the resources required
- Inclusion of all key stakeholders holding essential resources
- Compelling shared overarching vision, with sufficient alignment of interests to deliver net benefit to all partners
- Sufficient compatibility of values in relation to the closeness of collaboration
- Partners are sufficiently empowered and enabled to be able to contribute to the partnership
- Senior-level commitment and representatives have a partnering mindset and skill set

**IN SUMMARY :** Partnerships must be able to create significant value and the 'right' partners at the table must be included to be successful

# Partnership Building Blocks



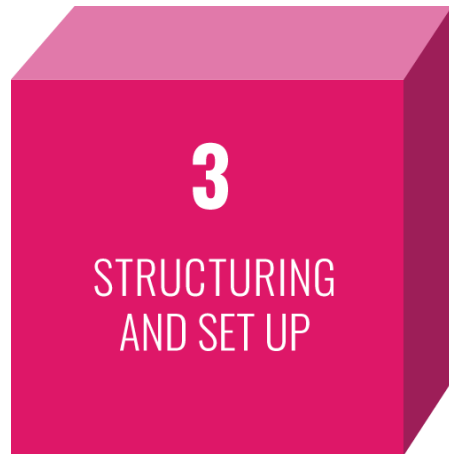
- Partnerships are driven by a complex and ever-changing relationship among the partners
- Strong, trust-based relationships can overcome the inevitable challenges of partnering, help partners to go 'the extra mile' and deliver extraordinary results

## The key elements of the partnership relationship are:

- Trust and transparency
- Power balance and equity
- Mutual benefit
- Accountability and commitment

**IN SUMMARY :** The complex, multi- faceted dynamic relationship among partners must be kept strong

# Partnership Building Blocks



- Every partnership has its own unique structure and set-up: the governance, management, operational and reporting arrangements to deliver effectively

## The key elements of the structure and set up are:

- Legal / fiduciary arrangement
- Governance, management and operational structures
- Partnership documentation
- Theory of Change
- Funding and resourcing

**IN SUMMARY :** The partnership's structure should be fit for purpose

# Partnership Building Blocks



- Managing partnerships requires the ability to manage the contributions of multiple organisations, without line management control, as well as managing the relationship between partners.
- It also requires **different forms of leadership** to ensure partnerships are successful.

## Partnership management and leadership includes the following elements:

- Leadership
- Results-oriented project management
- Risk reduction and troubleshooting
- Monitoring, review and iteration
- Communication
- Learning and knowledge sharing
- Relationship management

**IN SUMMARY:** The partnership should be well managed and requires the application of leadership at **multiple levels**

# Conclusion

## Making partnerships work

- The ability to **lead with a vision** and bring people with you along the way
- The **dedication** to drive partnership forward, despite the challenges
- The **courage** to take risks and push your organizational boundaries
- The **commitment** to continuously solve problems and not take 'no' for an answer
- The **bravery** to have difficult conversations both with your partners and inside your organization

## Call to Action

Develop and adopts a new and updated blueprint for a partnership framework between trade and customs





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global trade solution



innovative solutions transforming global supply chain