

Partnerships Strategy Request for Proposal

Background

VillageReach is a non-profit organization that partners with governments to help deliver quality and equitable health care access for all communities, especially the under-reached. We co-develop people-centered solutions that transform health care delivery by building tech-enabled pathways to primate health care, making products available to people and driving sustainable impact. VillageReach operates in three core countries, the Democratic Republic of Congo (DRC), Malawi and Mozambique, and partner countries where we are deepening our work, such as Cote d'Ivoire, Kenya, Liberia, and Tanzania.

VillageReach is a dynamic organization engaged with a cross-section of stakeholders and partners across the globe, concentrating in South and East African countries and, more recently, West Africa. Our success is driven by professionals locally based with technical, program management, financial, and operational expertise and deep connections to the local community, policymakers, donors, and partners. Regional and global professionals further our ability to achieve impact at scale with a breadth of expertise and connections to international norming bodies, donors, and partners.

Understanding Partnerships and Collaboration

One of VillageReach's core values is radical collaboration, shown through the partnerships we have cultivated over the past 23 years. We strongly believe that impact cannot be achieved alone, hence we work very closely with governments, bi-lateral and multi-lateral funders including development financing institutions (DFIs), regional and international norming bodies such as WHO and Africa CDC, private sector, peer networks, academic institutions, technical partners and coalition. These collaborations have helped to drive forward our work across the African continent to ensure everyone has the health care they need to thrive. Over the past year, our private sector team has developed a partnership engagement strategy which defines how we approach private sector engagements in the organization. We pretty much have a defined strategy for engaging with funders. What we still need to fully define is how, as an organization, we approach partnerships with the rest of the partners listed above. We are keen to have an overarching partnership strategy for the organization as we move into our next strategic phase. To guide all teams within VillageReach on how to approach a partnership with a specific set of partners.

VillageReach already has a large number of partners that we work with globally and at the country level. The approach to these partnerships remains fragmented. With multiple teams engaging with the partners at different levels, we need a strategy that clearly outlines how we approach each partnership and what level should engage with the various partners, at the global and country level. We also need to clearly spell out the types of partnership agreements that should be in place for each partnership we engage in.

Why is now the time to invest?

VillageReach is entering the 2024-2026 strategy cycle and doubling down on efforts to create responsive primary health care systems and become a leader in influencing the policy and funding ecosystem towards designing PHC systems with and for the most under-reached communities. This will require a firm understanding of how to best work with our variety of partners and any opportunities to achieve greater impact through collaborative efforts. A new strategy cycle is ideal for realigning the organization and our approach to partnering.

Scope of Work

We are looking for either an individual consultant, a group of consultants or a firm to help deliver on this scope of work over a period of four (4) months. For this assignment, we are looking at three complementary buckets of work:

1. Desktop review of our current partnership landscape (4 weeks)

- Map out existing partnerships (except private sector and funding partners) working with VillageReach and help to further refine categorization of these partnerships;
- Map out potential partnerships that we are currently not collaborating with but present value for us to consider;

2. Interviews with VillageReach Teams (3 weeks)

- Work with the Director for Advocacy & Partnerships at VillageReach to identify teams and their focal point for interviews;
- Interview focal points from VillageReach teams to complement the mapping exercise conducted under the desktop review;

3. Develop a Partnership Strategy (9 weeks)

- Using insights gathered through the first two buckets above, draft a partnership strategy for the organization;
- Collect written feedback on the draft strategy from VillageReach teams and collate these;
- Facilitate a feedback session with VillageReach teams to work through the feedback and gather final inputs;
- Finalize the partnership strategy

Deliverables

We expect the following deliverables to be submitted at the end of the assignment:

1. **A partnership strategy for the organization.** The partnership strategy should identify entry points for VillageReach to scale up our interventions and solutions as well as the capacity that is required to build those partnerships;

2. **An action plan.** We expect a concrete plan for VillageReach to put the strategy into action address, including ways to build the skills and capacity gaps for effective partnerships management, identifying quick-wins/areas in relationship building and management.
3. **Detailed notes from desktop review and interviews with VillageReach Teams.** The consultant/s should write and submit detailed reports for the desktop review and interview stages of the assignment.

What to Include in your submission

As part of this effort, we will make ourselves available to you as necessary and provide you with as much access as possible to the information and informants you need to succeed. Please consider this as you prepare your expression of interest.

Submissions to include:

- A narrative proposal that outlines the approach and methodology for this scope of work in sufficient detail for us to get a deeper understanding on how you plan to approach this work;
- Summary of experiences of individuals proposed to carry out this assignment, emphasizing work experiences that is closely related to w this scope of work (Please attach CVs, maximum 3 pages)
- A summary of your budget – Please keep in mind that we are a non-profit, so if you have a special rate for our category, it would be helpful to factor that into your proposal.

Timing

The duration of the consultancy is 4 months, starting September 1, 2023. Please submit an expression of interest, with heading '*Consultant Partnership Strategy*' by August 23, 2023 to: theo.chiviru@villagereach.org

Thank you for your interest
in working with us