



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
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Federal Department of Foreign Affairs FDFA

Swiss Agency for Development and Cooperation SDC
Competence Center for the Engagement with the Private Sector CEP

EPS Introduction



Agenda

- EPS: a short introduction
- EPS Pioneers/Peers
 - Who are the SDC EPS Pioneers / EPS Peers? (name tbd.)
 - What can be their role?
 - What can we achieve together?
 - Where are we heading to from a strategic point of view?
 - Management
- Next steps



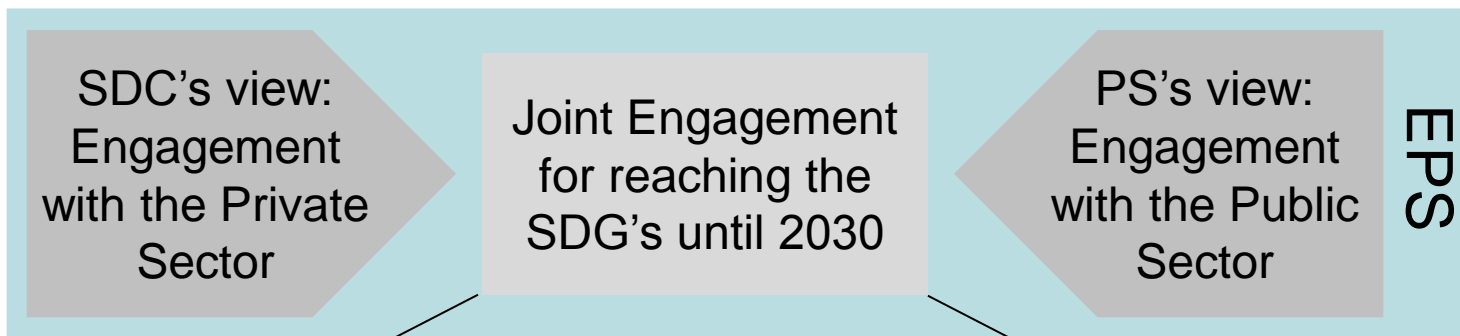
Why: The SDG's can only be achieved in close partnership with the private sector

- **High ambitions**
 - More outreach
 - Higher impact
 - Better quality
 - More innovation
 - More sustainable solutions
- **Mobilisation of private resources**
 - Knowledge / human resources
 - Organizational capacities
 - Financial resources
 - Technology
- **Federal Council's strategic priority**
 - Intensifying partnerships with the private sector is one of the focal areas of the Dispatch 2017-2020





What: SDC and the Private Sector engage for impact – with a shared mission and in a symmetric relationship

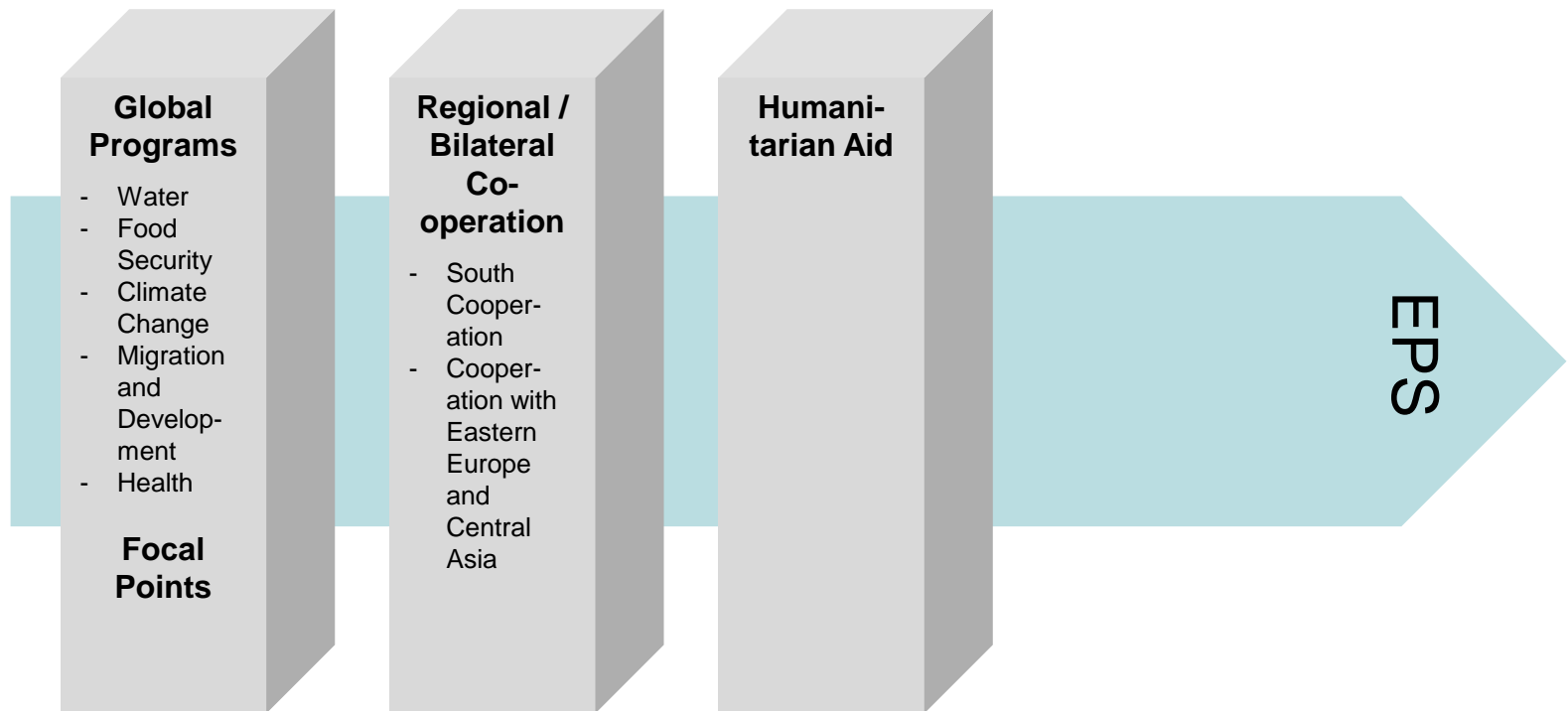


EPS
includes
PPDPs
& PPDCs

PPDP - Key Elements		PPDC - Key Elements	
Partners	A public partner and a private partner...	Partners	A public partner and a private partner...
Relationship	in a formal, collaborative arrangement, ...	Relationship	in a formal, collaborative arrangement, ...
Values	based on a set of shared values ...	Values	based on a set of shared values ...
Objectives	with a common objective, ...	Objectives	with a common objective, ...
Obligation	shared financial risks and costs, ...	Obligation	shared financial risks and costs, ...
Contribution	providing complementary resources and skills.	Contribution	providing complementary resources and skills.
Responsibility	The partners are held accountable for their delivery related to the agreed results.	Responsibility	The partners are held accountable for their delivery related to the agreed results.
Impact	The project aims at the achievement of defined development goals.	Impact	The project aims at the achievement of defined development goals.

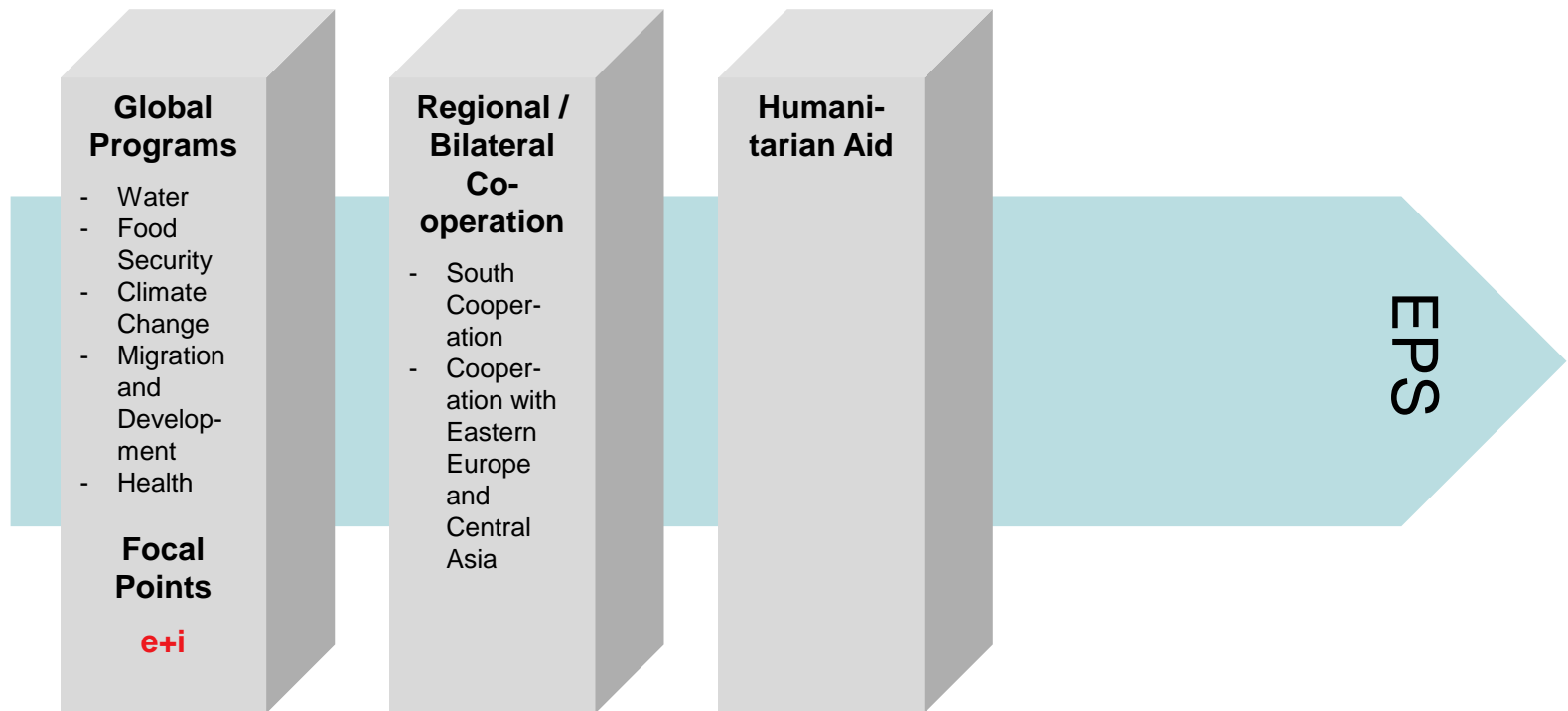


How: EPS is a “modality”, a “lever” to implement SDC’s cooperation strategies



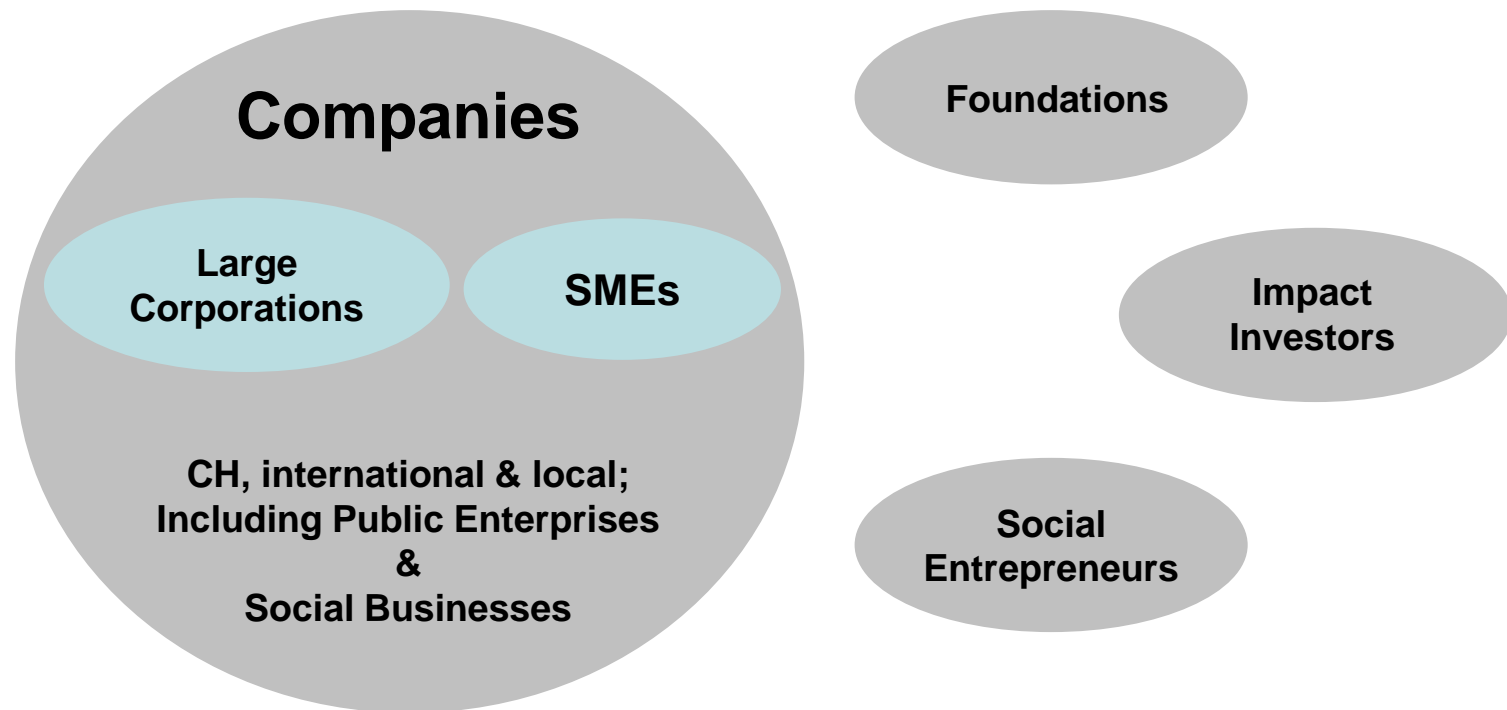


How: e+i develops the private sector; EPS engages with the private sector for the benefit of a third party



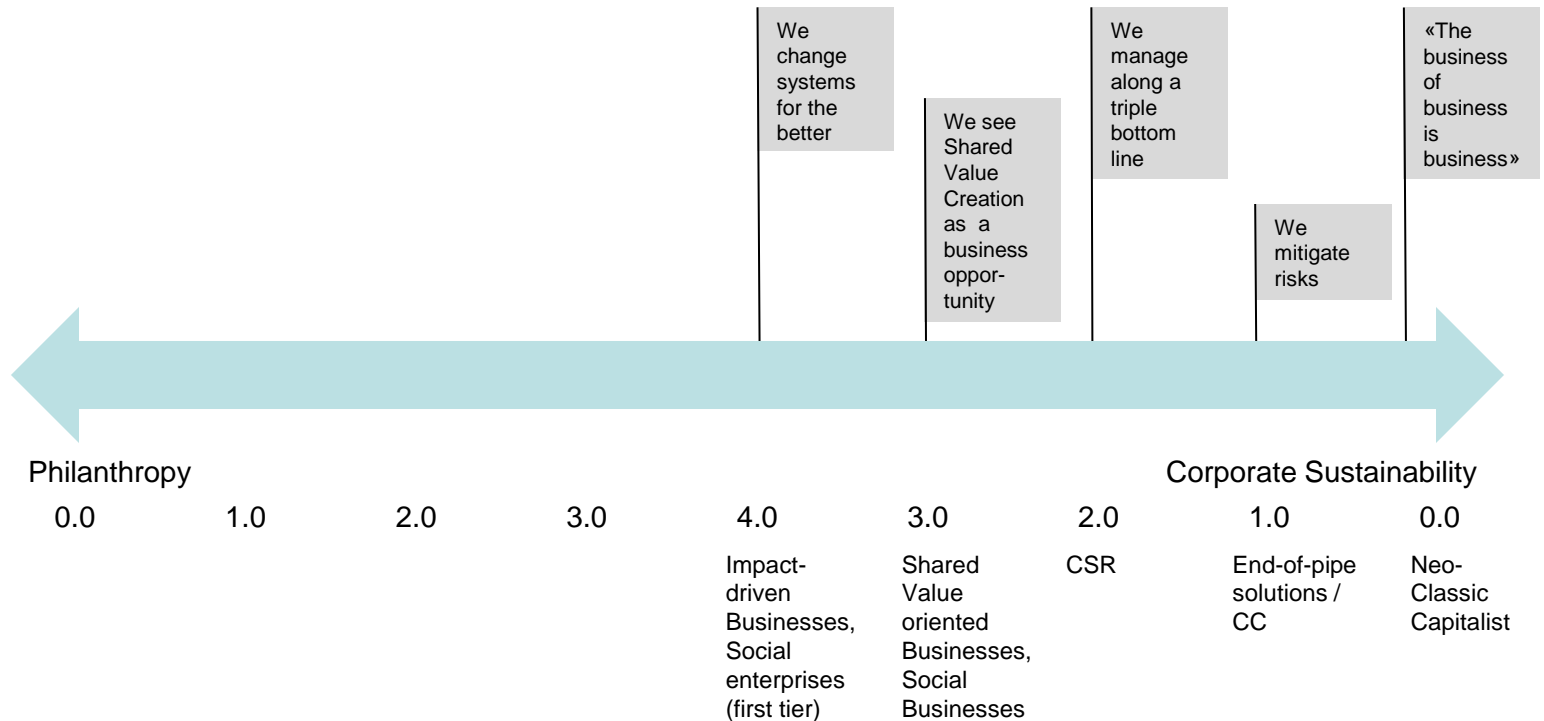


Who: With «The Private Sector» we mean Companies, Social Enterprises, Foundations & Impact Investors



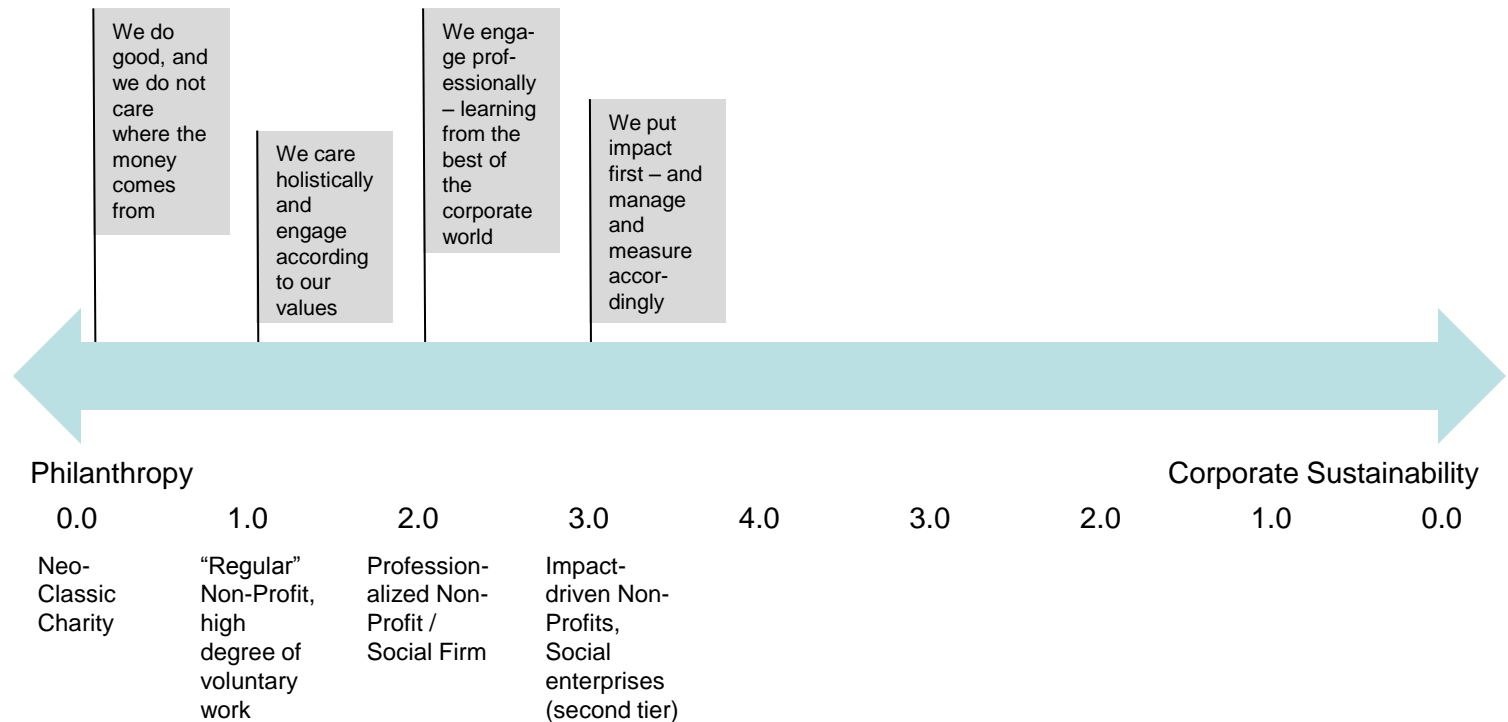


Who: We work together with impact-driven, sustainability-oriented organizations



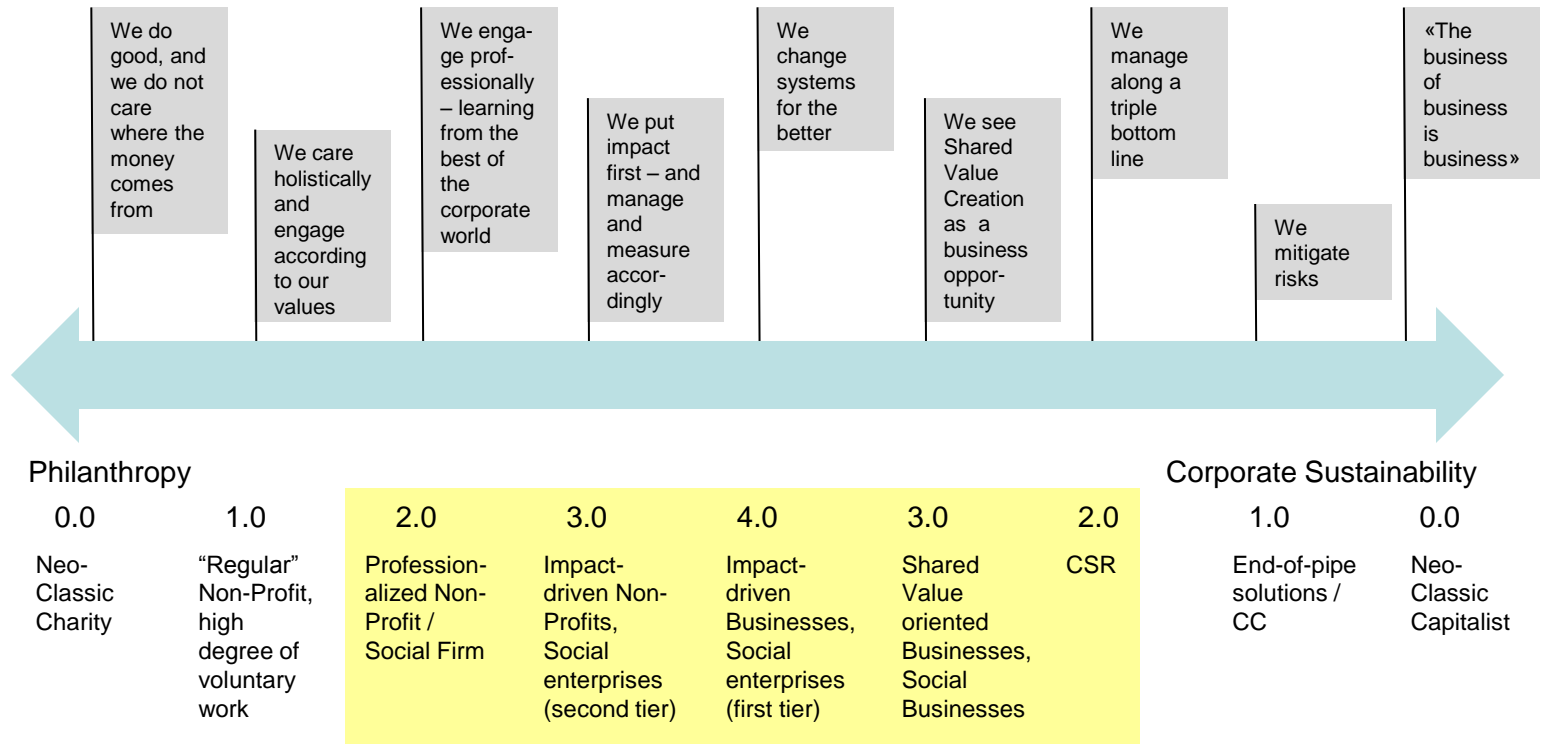


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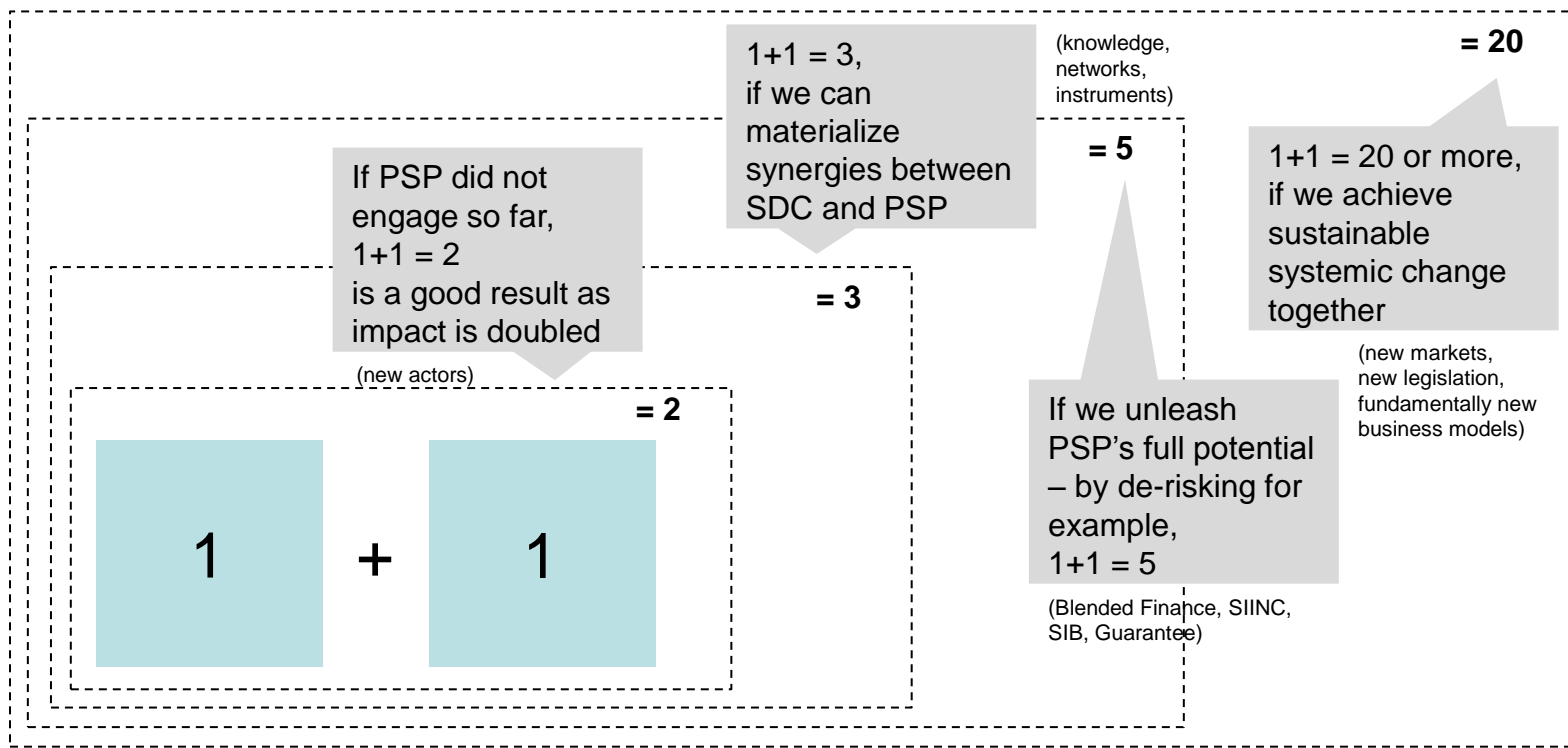


Who: We work together with impact-driven, sustainability-oriented organizations





Shared Value: Multiplying impact & creating added value by combining complementary strengths





Shared Value: A solid basis for Shared Value Creation is, that every party profits from collaborating for impact

SDC

- Intensified Contribution to SDGs
- Access to expertise & networks of private actors
- Access to co-funding & impact investments
- Access to entrepreneurial talent

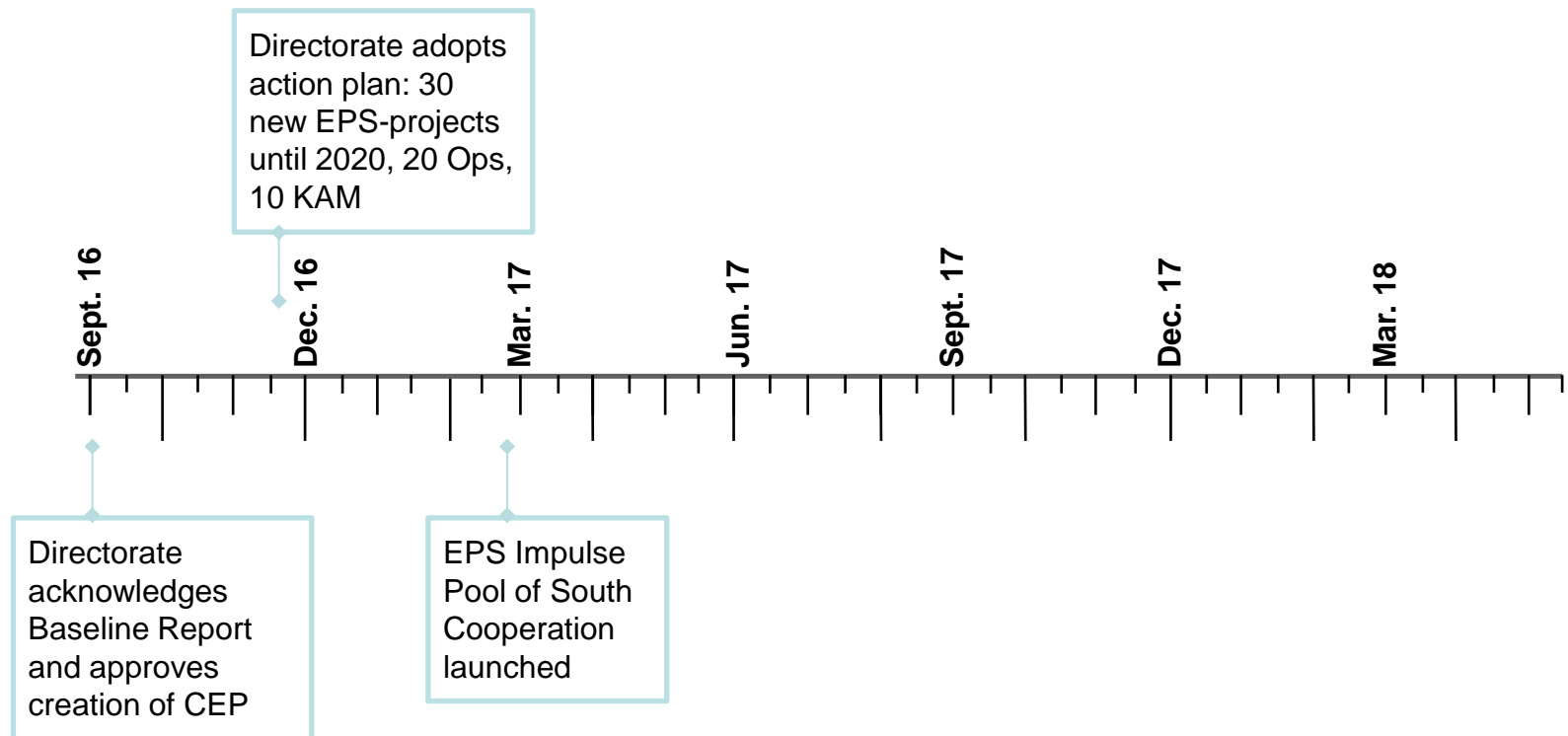
Private Sector Partner

- Strengthening of core business
- Access to local & regional contacts & knowledge
- Access to co-funding & guarantees
- Access to markets

Laboratory for new ideas
Job Enrichment for employees



Mandate: The Directorate expects 30 new EPS projects until 2020, 20 of them out of operations





Mandate: The CEP steers, coordinates, gives advice, delivers pragmatic support, provides instruments





Team

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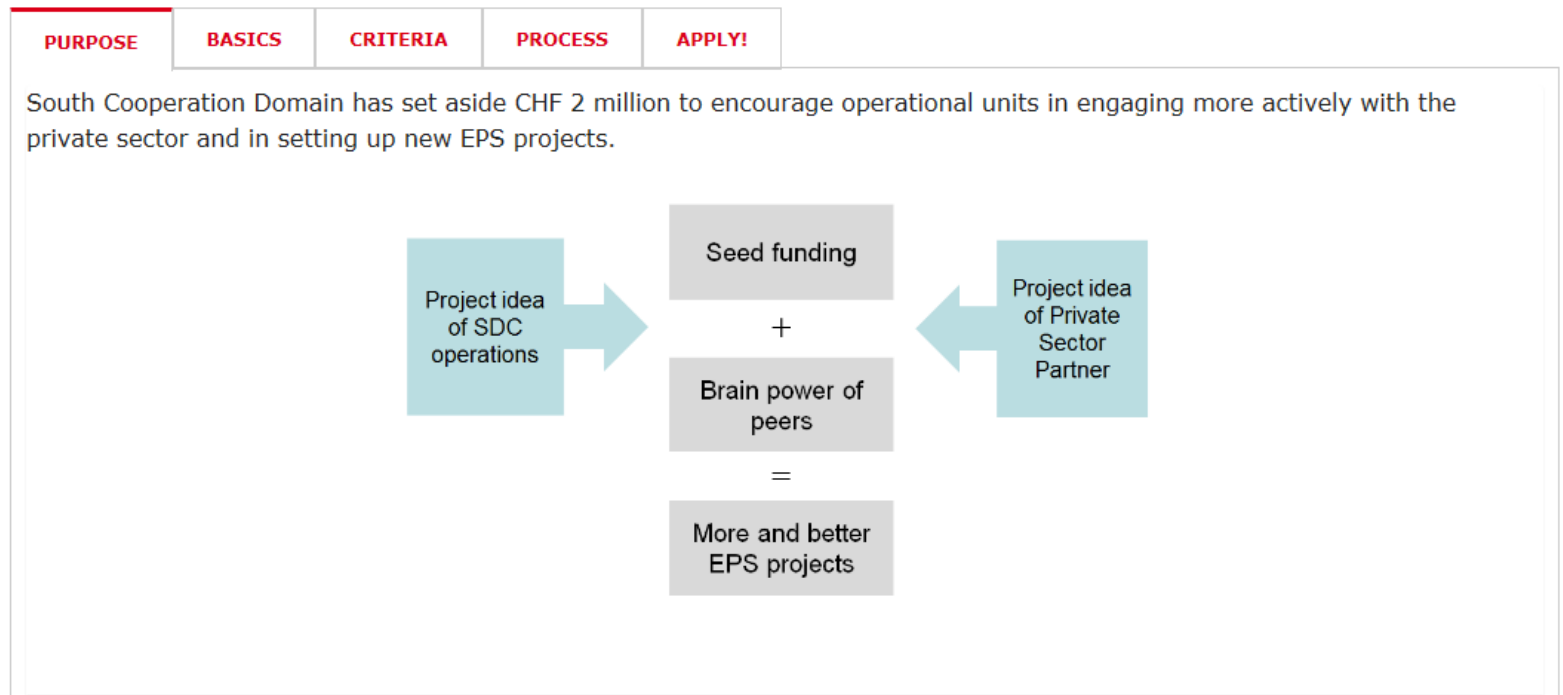


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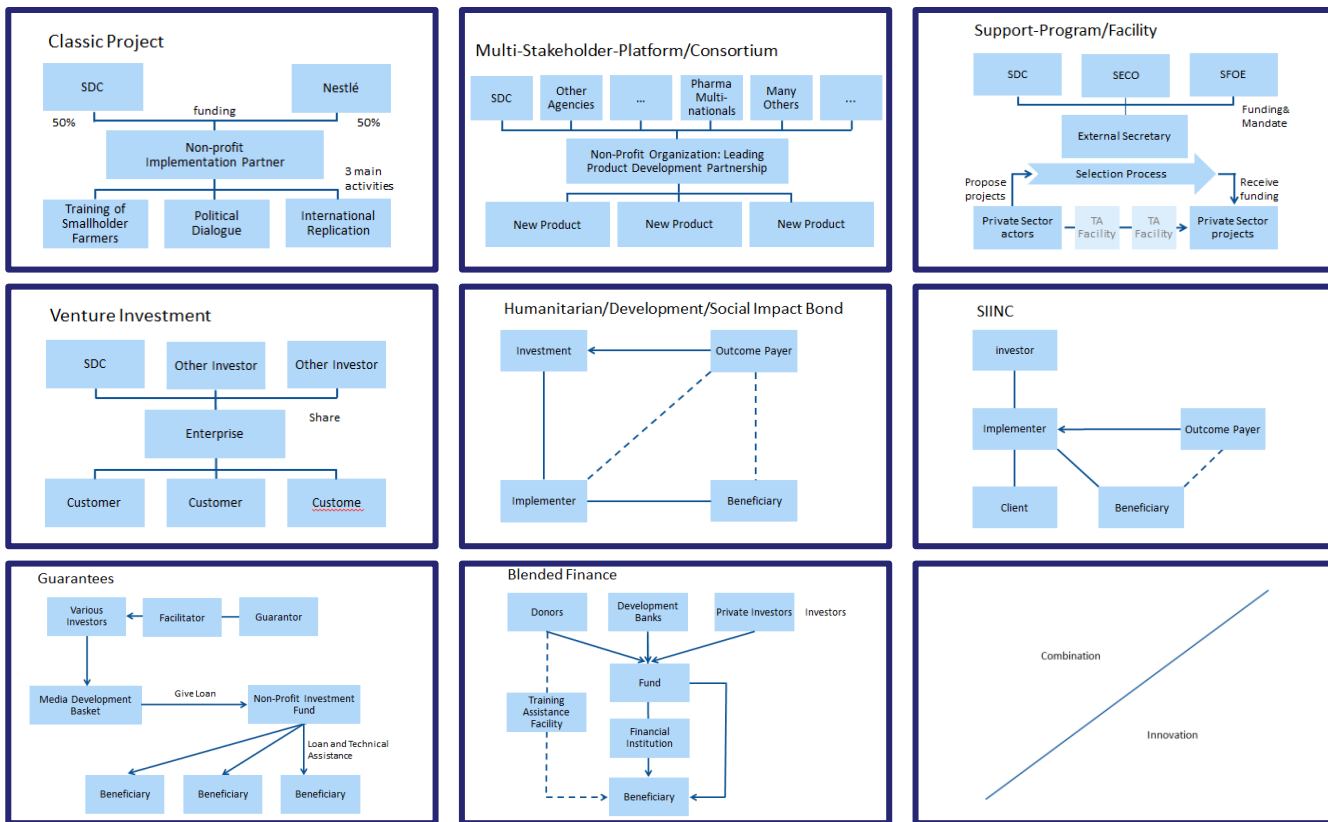


Instruments: South Cooperation Domain has established an Impulse Pool to foster EPS innovation



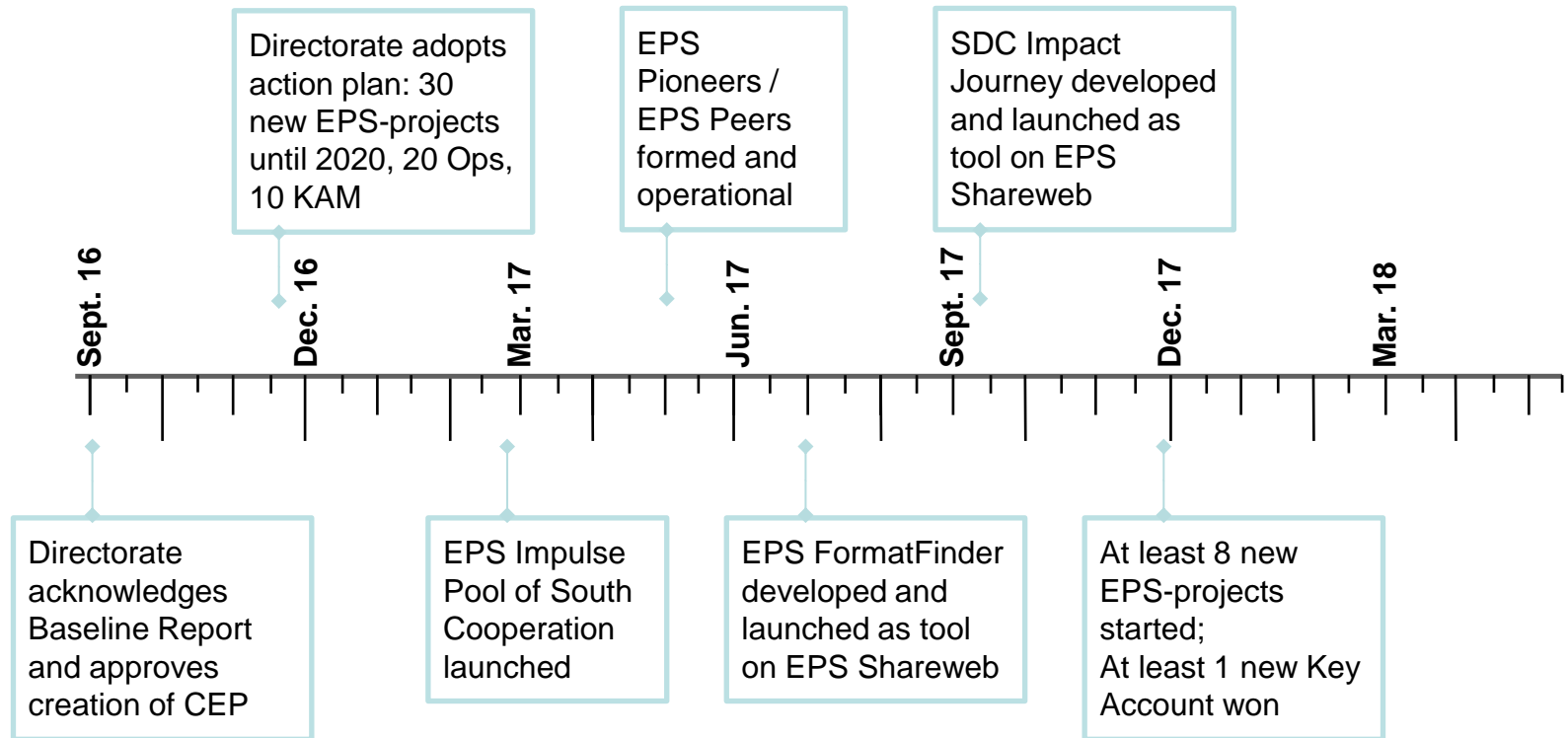


Format Finder: There are different ways to structure a collaboration with the private sector





Mandate revisited: What we plan for the next months





Call us! We are there to support you

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- Controlling, Monitoring & Quality Assurance
- Innovative Funding Mechanisms
- KAM Social Enterprises & Impact Investors

- Political Positioning
- Partner Scouting, Risk Assessment & Partner Development
- RoR (FR, EN)
- Trouble-Shooting & Interim Project Mgmt
- KAM SMI / Multinationals

- EPS Support & Helpline
- Coaching & Training
- First-time-right Support & Mentoring
- RoR (DE, EN)
- EPS Pioneers
- KAM family-owned Businesses