

NGO and company partnerships for inclusive business



To achieve transformational change that leaves nobody behind, NGOs need partners from all sectors. Endeava supports NGOs to prepare, design and implement inclusive business (IB) partnerships.

What are IB partnerships?



Inclusive business (IB) partnerships between NGOs and companies can improve livelihoods of low-income and marginalized communities in a sustainable way.

Because they are built around an inclusive business model that contains both a business and a social-impact case, such partnerships have the potential to be more effective than traditional philanthropy-oriented partnerships between NGOs and companies.

IB partnerships can achieve transformational and long-term impact by influencing systems around key beneficiaries. For example, by bringing healthy dairy products to the market that ensure stable milk prices for smallholders and nutritious consumer products.

From philanthropy to inclusive business: The potential for greater impact



Source: [Endeva \(2019\). IB partnership guide](#)

How can we support you?



Endeva supports NGOs to prepare, design and implement IB partnerships. We advise NGOs on how to identify the right business partners and guide NGOs and companies through an action-oriented design thinking process to initiate and implement impactful collaboration.

Preparation

Before starting an IB partnership, NGOs need to be aware of their own strength, assets and complementarity towards a company partner.

Our offer:

- We provide **tailor-made trainings for NGOs** (in-person or virtually) on IB and IB partnerships to become “fit for partnering”.
- Trainings are based on **interactive methods**. They include an introduction to **business model thinking**, modules that help NGOs to **identify** what they have to **offer**, what **company partner** would be the right match and how to support the **internal change process**.

Ideation & Design

To realize the full potential of IB partnerships, partners must successfully build on each other's strengths, create new opportunities, and manage risks effectively. Designing such partnerships is complex.

Our offer:

- We support NGOs and companies to **develop and refine their partnership ideas**.
- Our offer ranges from **ideation workshops** to **partnership facilitation**, ensuring best practices are followed. We also support NGOs and companies to **access third party funding**.

Implementation

Once an IB partnership is set up, it needs to be effectively managed, facilitated, monitored and continuously improved to generate lasting impact.

Our offer:

- Experienced Endeva consultants act as independent **partnership managers or facilitators**, for example through preparing and moderating meetings.

Who are we?



We are system change facilitators and connectors. We connect large companies with innovative startups and social enterprises, with NGOs and government agencies. We work on ideas, issues and solutions that are often seen as contradictory, building on our innovative methodologies and diverse sector expertise.

Over the last years, we have conducted several peer-learning initiatives and trainings for leading international NGOs, introducing them to the topic of inclusive business and cooperation with the private sector. We have conducted strategy workshops to facilitate internal buy-in and advised NGOs and companies on innovative partnership opportunities. Take a look at our latest [report on IB partnerships](#) between NGOs and companies.

To learn more about our work with NGOs, contact:

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