

World Bank Institute

Principles for Considering Partnership Arrangements

Partners

The World Bank Institute (WBI) cooperates with two broad categories of partners:

- *Resource Partners*, who expand WBI's capacity in terms of financial, intellectual, and technical contributions (located mainly in Part I* member countries),
- *Delivery Partners*, who help deliver programs and activities and at the same time build in-country capacity (located in both Part I and Part II* member countries).

Partnerships help to fulfill WBI's overall mandate by:

- Building capacity of partners, especially in WBI's client countries,
- Helping cost share the delivery of WBI activities and improving local relevance, and/or
- Strengthening WBI's ability to reach its target audience and to achieve its program objectives.

NOTE: WBI may mobilize funds for its approved programs of activities, many of which are carried out in partnership with contributing organizations. However, WBI does not otherwise mobilize funds for those organizations or their programs.

What is a partnership?

A partnership is an arrangement between the WBI and another entity where:

- Both partners share goals and objectives as related to the proposed activity, and have a strong interest in the partnership,
- Both partners formally commit resources (intellectual, financial, technical, logistical, and/or personnel) towards a joint activity/common objective,
- Both partners are jointly responsible for the output and share the risks.

Core selection criteria for partners

Partners are selected competitively following World Bank Consultant Procurement Guidelines, according to the specific skills and expertise required as they relate to the capacity development goals being pursued. The thorough selection process includes an analysis of costs and benefits, potential risks and conflicts of interests, and best alternatives.

The following factors are considered when selecting partner institutions (depending on the nature and purpose of a particular task):

* *Part I Member Countries* are mostly developed countries that contribute to the resources of the International Development Association (IDA), which is the part of the World Bank Group that provides long-term interest-free loans (credits) and grants to the poorest of the developing countries. *Part II Member Countries* are mostly developing countries, some of which also contribute to the resources of IDA.

- Shared goals and objectives as related to the proposed activity, and strong interest in the partnership,
- Willingness to commit resources (intellectual, financial, technical, logistical, or personnel) to the joint activity. *NOTE: The partner contribution (working capital, staff time, and/or in kind) must represent at least 25% for Part I partner institutions, and 10% for Part II partner institutions, of the Bank's maximum amount to be transferred to the Partner, or of the Bank's maximum financial commitment if no funds are transferred.*
- Demonstrated competence in the subject of engagement: relevant faculty/skills and experience, requisite infrastructure and networks in region or country; proven track record in the area of the activity and/or strong interest in strengthening partner capacity in the areas of the activity,
- Registration and recognition as a separate legal entity with the ability to enter into partnerships at the institutional level,
- Standards for procurement, financial management, including auditing, and reporting, meeting the World Bank Group's norms,
- Agreed common approach to measuring outcomes and results.

NOTE: WBI does not enter into partnership arrangements with consulting firms.

Guidelines for Submitting Unsolicited Concept Papers and Proposals

To be considered by WBI, a concept paper or proposal must be submitted containing the following minimum information:

- Cover letter that contains the principal contact information, signature, type of organization, and submission date,
- Program description including title and outline of program objectives, concept paper/proposal's objectives, proposed activities, countries, expected outcomes, duration of proposed work, responsibilities of WBI and of potential partner,
- Estimated budget with information indicating the source and application of the required minimum matching contribution (see previous section).

Upon receipt of the concept paper/proposal, the relevant WBI program manager will review the proposal following the criteria outlined above, which is expected to take up to 45 calendar days.
