



Global Affairs  
Canada

Affaires mondiales  
Canada

# Demystifying Partnerships with Global Affairs Canada

Business Intelligence and Process Division

Partnerships for Development  
Innovation Branch

Global Affairs Canada



Canada



# Introduction

Global Affairs Canada's Development Agenda

Partnerships for Development Innovation

Feminist International Assistance Policy

Small and Medium Organizations for Impact and Innovation

Working Together

# Introduction



- **Objectives of today's session:**
  - Provide participants with overview of what to expect when working with Global Affairs Canada
  - Answer your questions and discuss topics of interest
- **Agenda:**
  - Overview of Global Affairs Canada and Partnerships Branch
  - Project Design
  - Selection Processes
  - Contribution Agreements
  - Project Implementation

# Global Affairs Canada Overview



- **Global Affairs Canada**

- Foreign Affairs
- Trade
- Development

- **International Development**

- Geographic Branches
- Global Issues and Development Branch (Multilateral)
- Partnerships for Development Innovation Branch

# Partnerships for Development Innovation



## **Mandate:**

- Contribute to poverty reduction in developing countries and the achievement of the Sustainable Development Goals by working in partnerships with **Canadian organizations** (Canadian NGOs; private sector; colleges; universities; research entities; provincial and regional councils; and foundations)
- **Engages Canadians** as global citizens in international development.
- Promotes **innovative approaches** to international development.

# Feminist International Assistance Policy



Canada will advance gender equality and the empowerment of women and girls to contribute to global efforts to eradicate poverty around the world and support achievement of the Sustainable Development Goals.





# Small and Medium Organizations for Impact and Innovation



## Objectives:

- Enhance impact of our international assistance;
- Diversify Global Affairs Canada's partnerships; and
- Provide predictable opportunities to apply for funding to Canadian SMOs.

## Programming Windows:

- Development Impact
- Fund for Innovation and Transformation
- Spur Change

# Working Together



## Civil Society Policy Advisory Group

- **Why:** The CSO Policy outlines the government's approach to partnering with and supporting a strong civil society sector in Canada and globally.
- **What:** The Advisory Group of CSOs and Global Affairs Canada officials is tasked with helping to give shape to the implementation plan for the CSO Policy.
- **How:** The Advisory Group reviews mutual implementation of the Policy against its nine objectives, and convenes focal point groups to recommend key activities to achieve the policy.



# Working Together



## Task Force for Improving Effectiveness

- **Why:** The Feminist International Assistance Policy prioritizes more effective partnerships as a means to enhance deliver of international assistance.
- **What:** The Task Force works to simplify and streamline processes and mechanisms that guide how Global Affairs Canada and partners work together to deliver international assistance programming.
- **How:** A joint CSO/Global Affairs Canada steering committee identifies and prioritizes areas of mutual interest and organizes solutions teams to examine a particular issue, and recommend potential solutions.



# Questions





# Designing your project

Results-based management

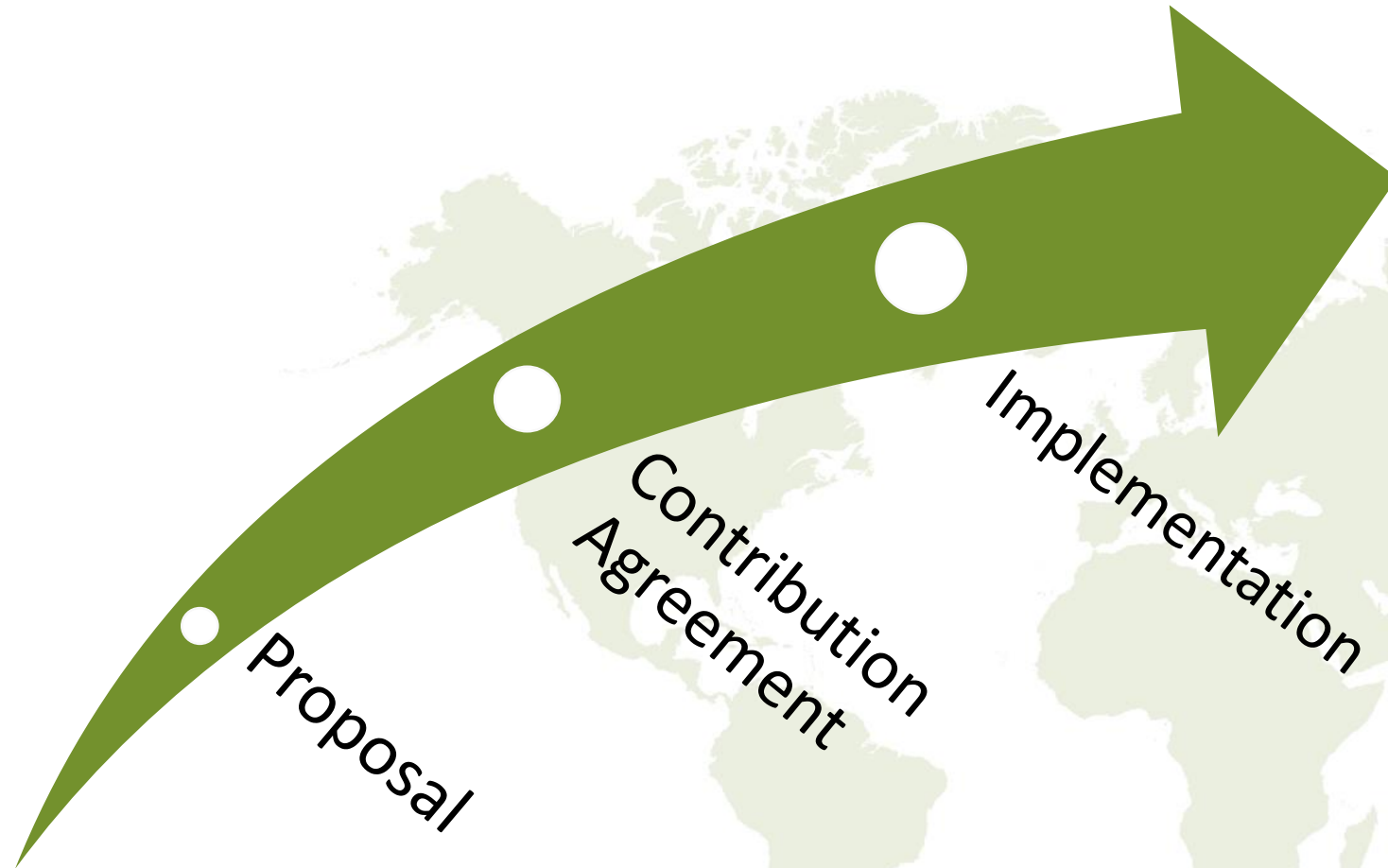
Gender equality

Human rights

Environment and climate change

Risk management

# How Project Ideas Grow



# Results-based Management



# Gender Equality



Photo by Jordan Rowland on Unsplash

## Ask yourself:

- Is there gender equality **expertise** on the project design team?
- Have we **consulted** with women and girls, (including women's organizations)?
- Is the design informed by a context-specific **gender-based analysis (GBA+)**?
- Are **gender equality results** reflected throughout the project?



# Human Rights

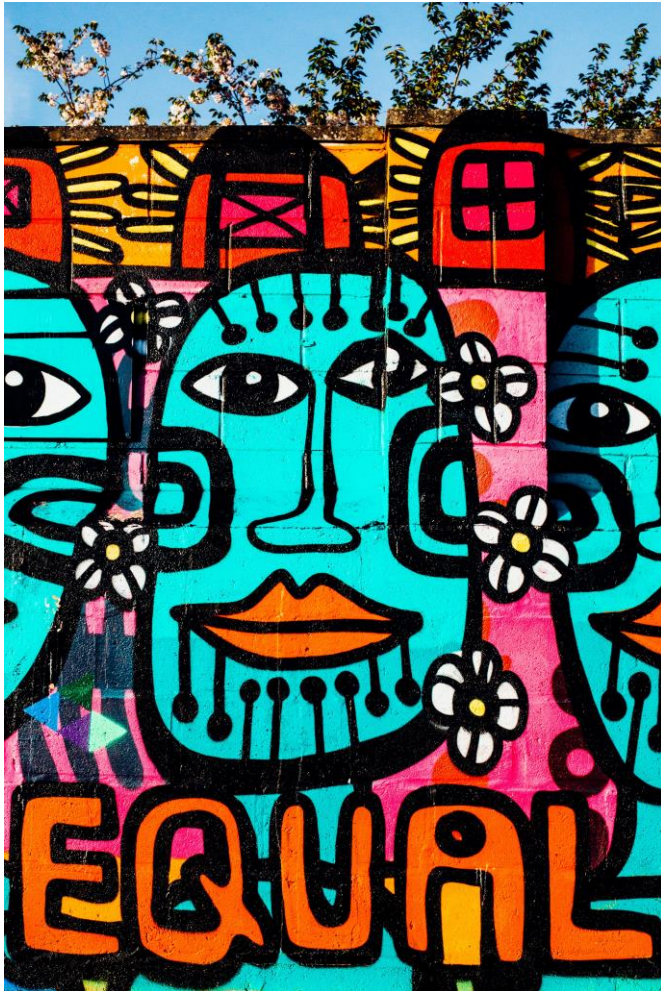


Photo by Oliver Cole on Unsplash

## Ask yourself:

- Is the project informed by an analysis of the **human rights situation**?
- Have we **consulted** with human rights stakeholders?
- Does the project aim to **empower and build capacity of stakeholders**?
- Do proposed solutions integrate **fundamental human rights principles**?

# Environment and Climate Change



Does the project have potential  
**ENVIRONMENTAL OPPORTUNITIES?**

**ENVIRONMENTAL RISKS?**

- Risks for environment?
- Risks for project?

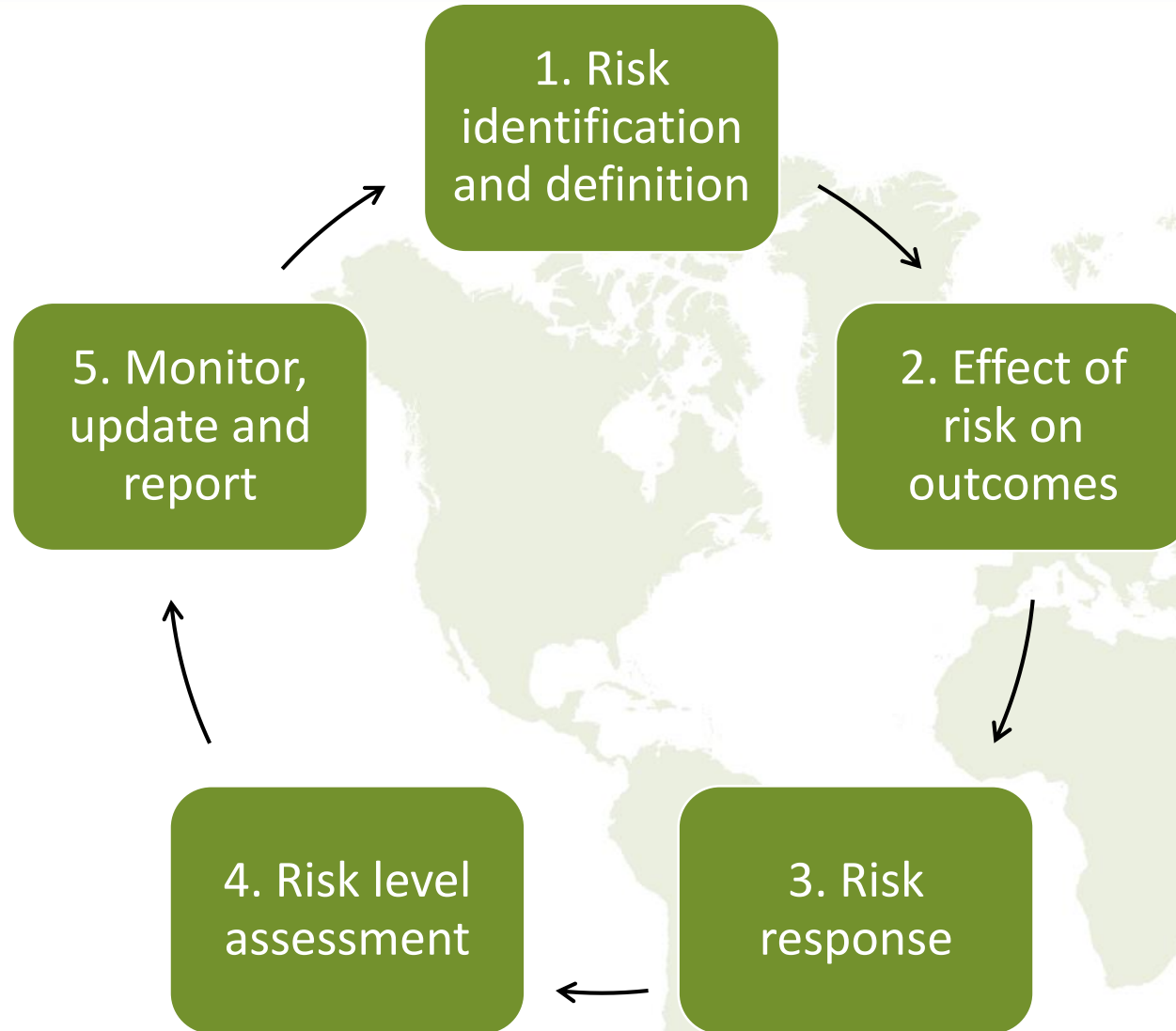
Have you identified corresponding **ENHANCEMENT & MITIGATION MEASURES?**

Is there **PARTNER CAPACITY** to manage?

Are these considerations  
**INTEGRATED THROUGHOUT PROJECT DESIGN?**

(Theory of change | Results logic model/PMF |  
Budget)

# Risk Management





# Questions





# Securing funding for your project

Calls for Proposals or Concept Notes

Unsolicited Proposals



# Selection Processes



There are two ways for Canadian organizations to **initiate** an application to secure funding for an international development project:

- Calls for Proposals or Concept Notes
- Unsolicited Proposals

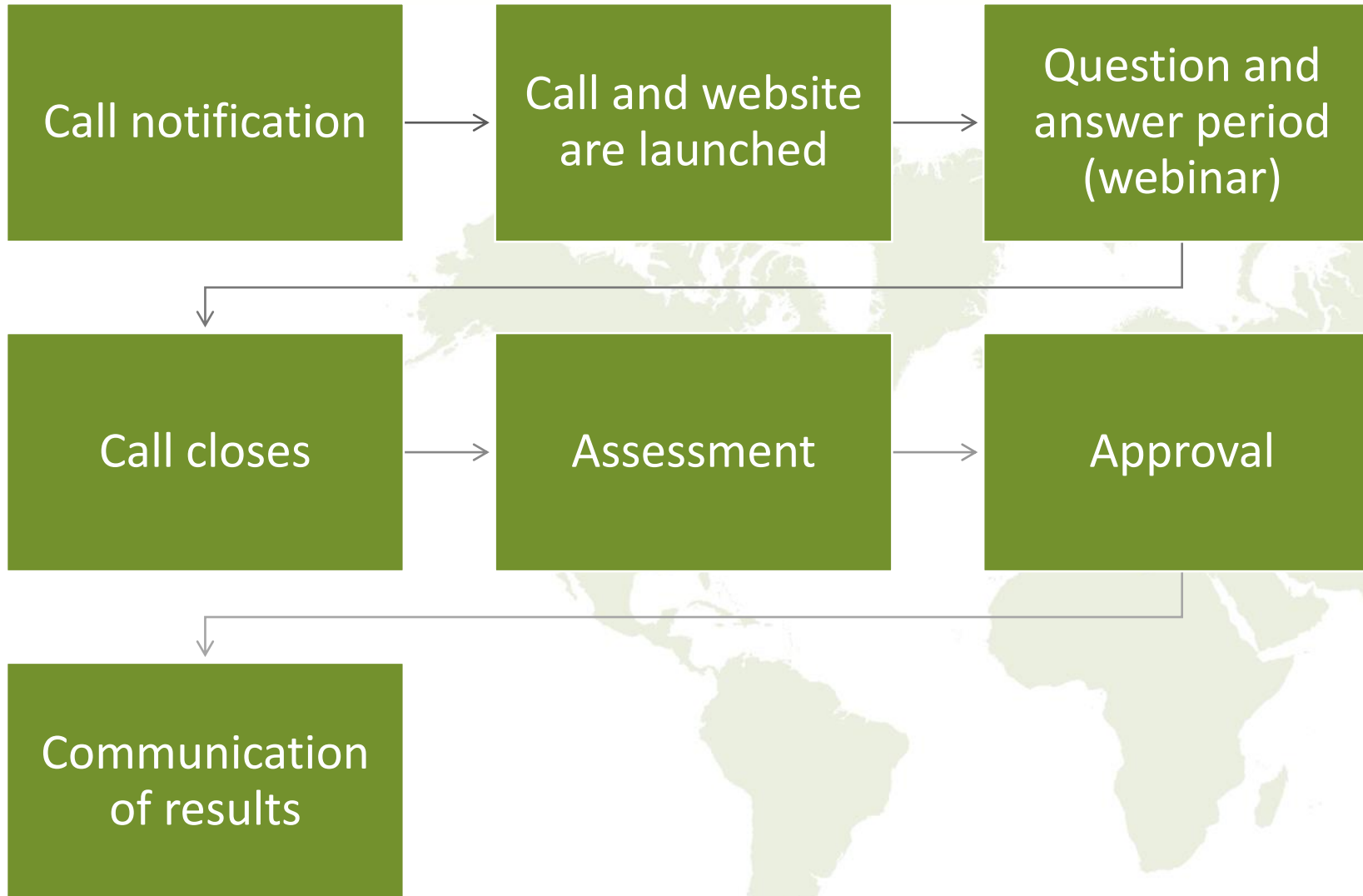
**Partners@International | [www.pi.international.gc.ca](http://www.pi.international.gc.ca)**



# Calls for Proposals or Concept Notes



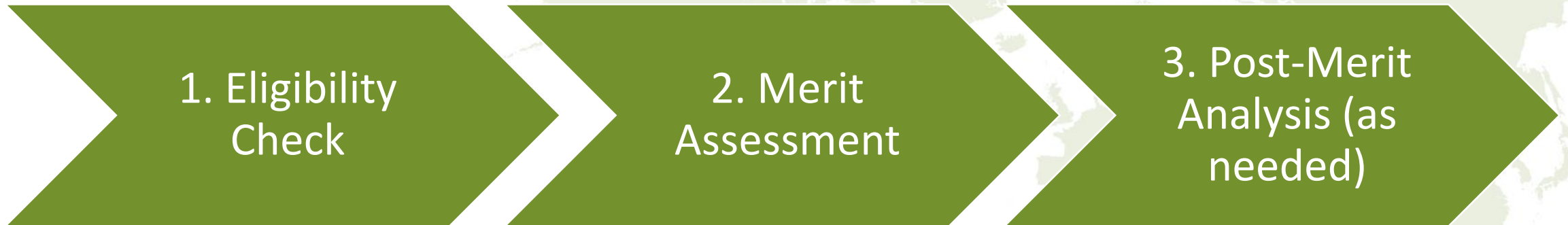
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# Calls for Proposals or Concept Notes



## How your proposal is assessed:



# Calls for Proposals or Concept Notes



## Assessment Criteria

- A. Rationale for the initiative
- B. Gender equality
- C. Human Rights
- D. Environmental sustainability
- E. Managing for results
- F. Responding to risks
- G. Management of plan
- H. Organization ability relevant to the initiative
- I. Financial Information

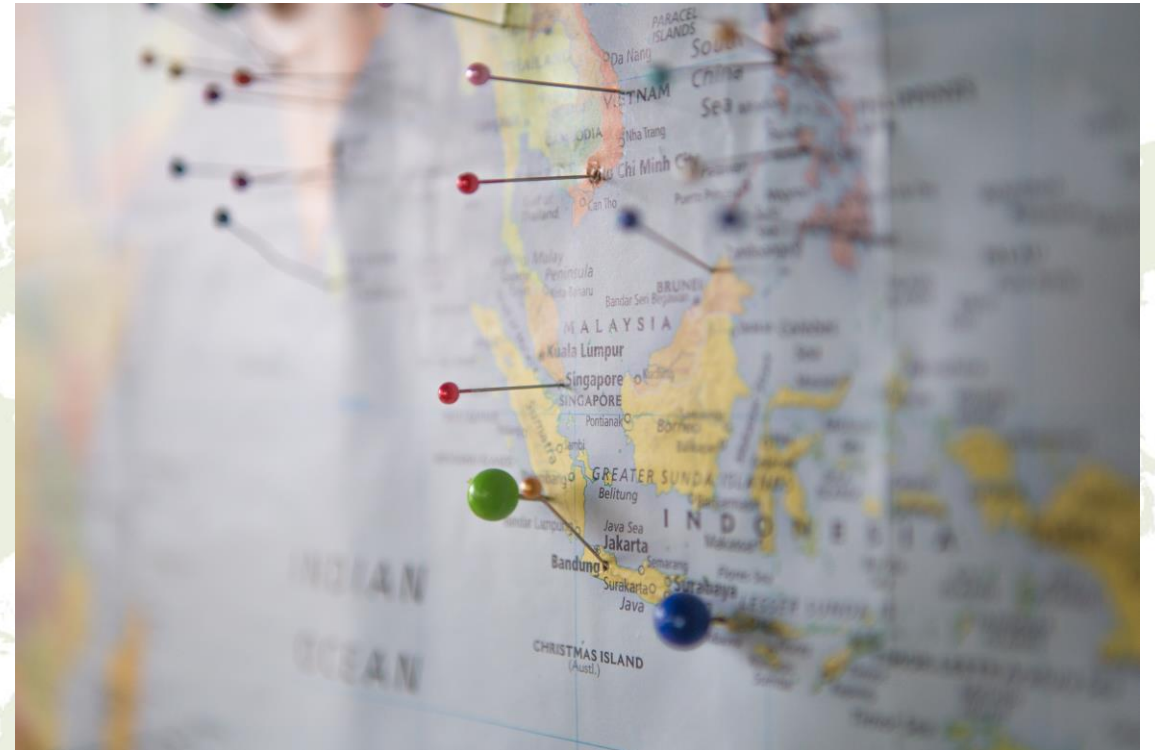


Photo by Capturing the human heart. on Unsplash

Resource: [How we assess your proposal](#)

# Calls for Proposals or Concept Notes



## **Managing for results:**

- Project design should start with identifying desired results.
- Proposals should demonstrate how lessons learned and best practices are incorporated into project design.
- Proposals should describe participation of intermediaries, beneficiaries' and other stakeholders' in project design.
- Linkages between results should be clear, logical and compelling.
- Strategies for ensuring sustainability of project results should be clearly articulated.

# Calls for Proposals or Concept Notes



## **Responding to risks**

- Risks need to be explicitly addressed, applicants should not hesitate to mention risks - this is part of international assistance
- Global Affairs needs to see that applicants have a sound understanding of and a plan to mitigate the risks that could have the greatest impact on the achievement of development results

# Calls for Proposals or Concept Notes



## Top tips for submitting your best proposal

- **Read the call page** - Carefully review organization eligibility and required project parameters on the call page.
- **Ask** – Participate in the call webinar and send any questions to the email address on the call Q&A page before the deadline.
- **Get an early start** – Begin developing your proposal and register in the Partners@International Portal well in advance.
- **Be informed** - Utilize GAC resources, other sources of information and your networks.



# Unsolicited Proposals



## Steps for submitting:

1. Make sure your project is **aligned** with Canada's Feminist International Assistance Policy and Global Affairs Canada's priorities.
2. **Register** in the Partners@International portal.
3. Refer to the available **resources**.
4. Prepare your proposal using the **preliminary proposal** form.
5. Include all **required documents**.
6. **Submit** your preliminary proposal.
7. Wait for a **response**.



# Questions





# Funding Agreement with Global Affairs Canada

Contribution Agreements

Compliance

Budgeting

# Contribution Agreement



## **What is the purpose of a contribution agreement?**

- It provides a description of the project.
- It lays out financial terms of the agreement.
- It provides a budget.
- It details reporting requirements.
- It explains other conditions of the partnerships.

# Contribution Agreement



## Compliance Tips:

- **Read** and reread your contribution agreement (and the General Terms and Conditions).
- Establish solid **systems** for financial and results-based monitoring.
- Set-up accountability with **partners**.
- Communicate regularly and openly with your **Project Officer**.
- Submit **reports** and other documentation on time.

**AVOID AMENDMENTS**



# Budgeting



## Key considerations:

- Budget negotiation process
- Direct and indirect/overhead costs
- Cost-share
- Procurement and spending
- Salaries
- Partners and subcontractors
- Ineligible costs



Photo by Christine Roy on Unsplash





# Questions





# Implementing your project

Project Implementation Plans

Financial Management

Communicating Results

# Project Implementation Plan



Photo by William Iven on Unsplash

## Your opportunity to:

- Build on your **theory of change**, outlining in detail how your project will be implemented to achieve its expected results
- Show how you will work with appropriate stakeholders and project partners
- Develop a **monitoring and evaluation plan**
- Gather **baseline data** for your project

# Financial Management



## **Requesting Advances, Financial Reporting and Forecasting**

- Ensure your financial **projections** are as accurate as possible.
- Strive to implement projects within **approved time frames**.
- Verify that **forms are properly filled out and quality controlled**.
- Continue to maintain **regular and open communication** with your project officer at Global Affairs Canada.

# Results-based Monitoring



## **A continuous process of:**

- Collecting and analyzing information on key indicators
- Comparing actual results with expected results in order to measure progress on or toward expected immediate, intermediate, and ultimate outcomes

## **Performance data, collected through performance monitoring, is essential for:**

- Results-based project management
- Reporting
- Public awareness



# Telling Your Results Story



Photos by Annie Spratt, Centre Likhaan pour la santé des femmes, Yannis H and Scott Umstaddt





# Questions



# A Reminder



*“Canada’s Feminist International Assistance Policy will prioritize the investments, partnerships and advocacy efforts that have the greatest potential to close gender gaps, eliminate barriers to gender equality and help achieve the Sustainable Development Goals.”*

Canada’s Feminist International Development Policy