



Ministry of Foreign Affairs of the
Netherlands

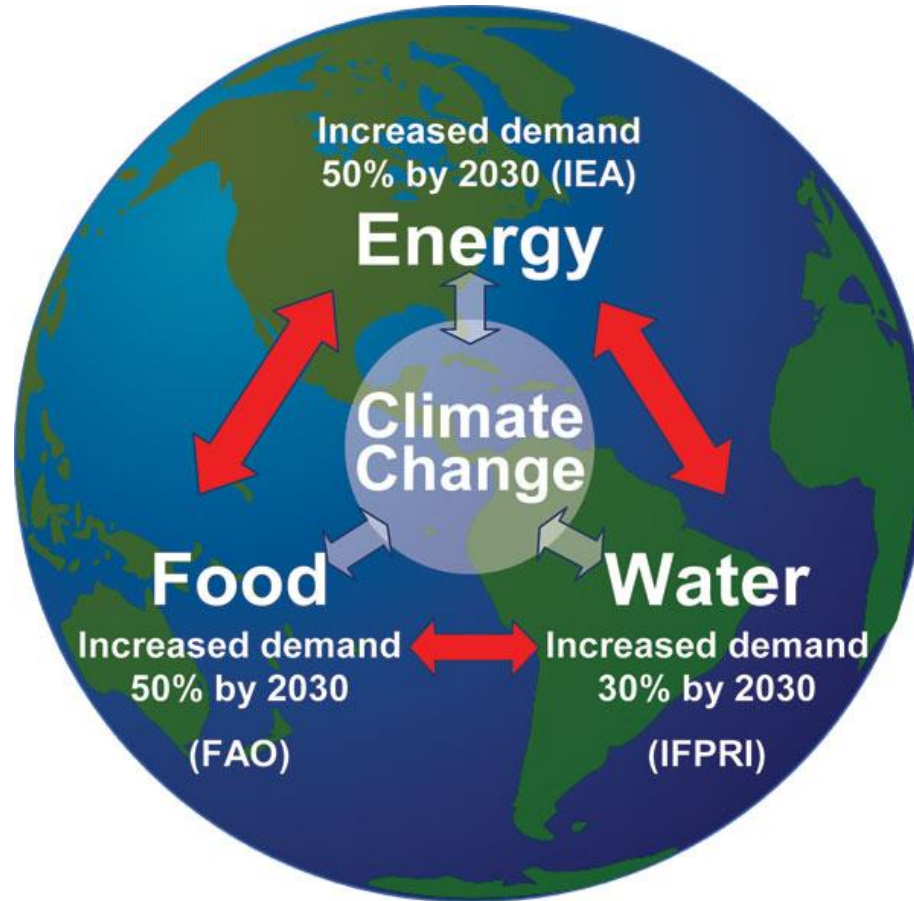
(Public-Private) Partnerships

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Global trends

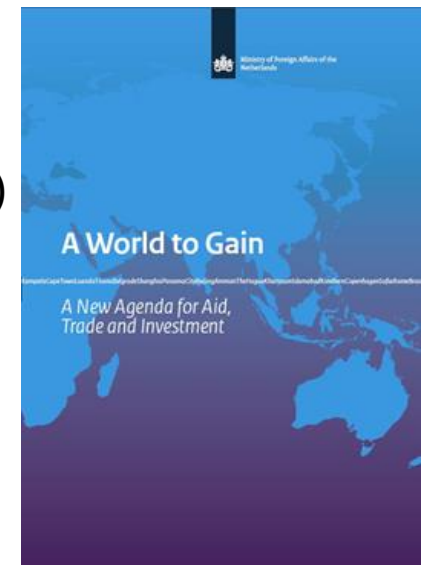




Policy response (1)

'A World to Gain':

1. Eradicate poverty in one generation (getting to zero)
2. Sustainable and Inclusive Economic Growth
3. Success for Dutch companies abroad





Policy response (2)

'Dutch contribution to worldwide food security'

1. Eradicate hunger and malnutrition
2. Inclusive and sustainable agricultural growth
3. Ecologically sustainable food systems

→ knowledge, research, capacity

→ partnerships



What we see

- Global challenges, universal answers
- Changing financial patterns
- Changing role public sector
- Globalization opens new markets
- Responsibilities also global
- Knowledge, innovation, sustainability as comparative advantage



Addressing past and future challenges: Partnerships





Some Lessons

1. Number of partners: keep it simple!
2. Take your time to establish partnership
3. You're not in it for the same reason: accepted ✓
4. Start with the business case!
5. Financial inputs: it does not have to be fair or equal
6. Project management is a profession
7. NGOs often have added value!
8. Define your exit (or agreed follow-up, next steps)



That means

- Focus: topsectors (Agri-Food, Hort-Prop, Water)
- Demand driven.
- Multistakeholder thematic programming
- Private sector co-defining orientation of public research budgets
- Level playing field in competing for (public) grants
- Co-funding
- Balancing public goods and private interests



Great Examples

Coming up in the next four presentations



Researchers

We are motivated to be your partner..

..not for the inherent quality of your work..

..but because of your ability to make a difference!

