Partnering for Impact – Frequently Asked Questions (Updated October 2021)

What are the geographic and sectoral focus areas of Partnering for Impact?

Partnering for Impact seeks to achieve development outcomes in the areas of highest need where New Zealand funding and influence can have the greatest impact. At least 60% of Negotiated Partnerships and Manaaki funding will target the Pacific region.

Geographic region	Eligible Countries	Eligible Sectors
Focus – Pacific	Cook Islands, Federated States of Micronesia, Fiji, Kiribati, Marshall Islands, Nauru, Niue, Palau, Papua New Guinea, Samoa, Solomon Islands, Tokelau, Tonga, Tuvalu, Vanuatu and Wallis and Futuna.	Economic Resilience, Climate Change, Non-Climate Change Environmental Issues, Inclusive Development (e.g. youth, women's political and economic empowerment), Human Development (especially health and education), Human Rights (e.g. disability), Democracy
Secondary focus (Least Developed Countries in South East Asia)	Cambodia, Lao PDR, Myanmar and Timor Leste	Economic Resilience, Climate Change, Non-Climate Change Environmental Issues, Human Rights, Inclusive Development (e.g. youth, women's political and economic empowerment), Human Development (Timor Leste only)
Other countries	Indonesia, Philippines, Sri Lanka and Viet Nam	Economic Resilience, Climate Change, Non-Climate Change Environmental Issues, Inclusive Development (e.g. youth, women's political and economic empowerment)

What is co-investment?

Co-investment is the term used in Partnering for Impact to represent the financial contribution by both MFAT and the NZ NGO to collectively invest in agreed development outcomes. It is understood to be a crucial value add for both NZNGOs and MFAT to leverage their respective resources. The ability of NZNGOs to engage the public and leverage additional funds was a key part of the rationale for a dedicated NZ NGO funding pool and is consistent with the approach taken by the former Partnerships for International Development fund (PFID).

Why is co-investment required?

- It increases the total funding to deliver on aid priorities by at least 20%;
- It increases joint commitment to delivery of outcomes;
- It leverages community support to extend the reach and impact of MFAT funding;
- It provides tangible engagement with the New Zealand public supporting those activities; and
- It strengthens accountability as NGOs report back to their New Zealand supporters.

What are the co-investment ratios?

Geographic region	NZ NGO co-investment	MFAT co-investment
Focus – Pacific	20% total costs (minimum)	up to 80% of total costs
Secondary focus - Cambodia, Lao PDR, Myanmar, Timor Leste	25% total costs (minimum)	up to 75% of total costs
Other - Indonesia, Philippines, Sri Lanka, Viet Nam	33% costs (minimum)	up to 67% of total costs

What is due diligence?

Drawing on international good practice, due diligence frameworks for NZNGOs seeking funding under Negotiated Partnerships and Manaaki has 20 and 15 standards respectively. These confirm NZNGO partners have the necessary policies and processes in place so there is the assurance our partners are working to an appropriate standard. We have sought to ensure that the due diligence process is concise, streamlined and targeted. Strengthening options will be suggested where policies and processes can be improved.

While in-country partners are not required to complete the due diligence assessment, the process does look at how NZNGOs complete due diligence assessments for the partners they work with in-country.

Why is due diligence required?

Due diligence enables MFAT to ensure we are spending tax-payer money in the most responsible way with the highest chances of success. It is required so that we can ensure we are supporting, on behalf of the New Zealand public, a high-performing, legally compliant and registered NZNGO, which can demonstrate international development good practice.

How do the MFAT due diligence frameworks work alongside the Council for International Development Code of Conduct?

MFAT views its due diligence frameworks and Council for International Development (CID) Code of Conduct as complementary. The CID Code of Conduct is a voluntary, sector self-regulated code of good practice, which MFAT sees as crucial for raising awareness and encouraging best practice and accountability within the New Zealand international development sector. MFAT's due diligence is a rigorous evidence-based process, which seeks to provide the Government and New Zealand taxpayers with the reassurance that organisations receiving funding have been objectively and independently verified as meeting key criteria.

There is an expectation that NZNGOs engaging in MFATs Negotiated Partnerships will be members of CID and are signatories to, or working to become signatories to, the CID Code of Conduct.. Being a signatory to the CID Code of Conduct provides an additional source of verification for various domains within the Manaaki Due Diligence process, but it is not a mandatory requirement. This is to ensure that Manaaki is widely accessible to a diverse range of NZNGOs. If any NGO receiving Manaaki funding was not a CID member or Code of Conduct signatory, MFAT would encourage them to consider joining and becoming a signatory.

What is capability mapping?

Capability Mapping is a tool to support discussion between partners about the level of capability necessary to enter into a Negotiated Partnership. It provides an assessment of a NGO partner's capability across five domains (Contextual Analysis, Design, Programmatic Approach, Partnership and Monitoring, Evaluation and Learning), identifying strengths and strengthening options where appropriate. The Capability Mapping process is complemented by the Due Diligence assessment that is also undertaken as part of the Negotiated Partnership process.

Why is capability mapping required for Negotiated Partnerships?

Capabiity Mapping assists NZNGOs and MFAT to determine whether a Negotiated Partnership is a fit-for-purpose funding mechanism. The process is an important foundation for moving from a transactional NZNGO/MFAT engagement to a more substantive and transformational way of working so as to achieve greater development impact. It provides an:

1. Improved understanding of a NGO partner's ways of working;
2. Opportunity to see how a partner NGO's policies and systems are applied in practice;
3. Understanding of how a partner NGO engages with and supports local partners and stakeholders throughout the programme cycle;
4. Indication of how NGO partners are operating programmatically; and
5. Assessment of a NGO partner's capability across five domains.

How does Manaaki differ from the Partnerships for International Development fund?

Manaaki has built on the lessons learned through the Partnerships for International Development Fund (PFID) and other contestable funds. Manaaki seeks to improve on the PFID in that it:

- Focuses on the strengths of NGOs;
- Ensures greater local focus and voice (through a deep contextual analysis and participatory design and implementation);
- Works with NGOs with demonstrated capability, experience and established partnerships with local NGOs;
- Is more efficient;
- Is more transparent around MFAT's expectations;

- Simplifies and clarifies co-investment requirements; and
- Focuses on the importance of communication, and telling the story with the New Zealand public.

How can I find out more about Manaaki?

More information including Manaaki application guidance, criteria, eligibility information, templates and assessment criteria can be found on the website: https://www.mfat.govt.nz/en/aid-and-development/working-with-the-aid-programme/funding-opportunities/partnering-for-impact/manaaki/