Who are we?

The ZBiDF is a multi-stakeholder platform, comprising champions from business, government, donors and civil society in Zambia, designed to engage business, facilitate dialogue and innovation, and directly support public private partnership action on key business and development challenges.

ZBiDF is part of an international network of partnership hubs, being developed and supported by Business Partnership Action. ZBiDF’s strategic partners include The Embassy of Sweden, African Management Services Company (AMSCO) and The Partnering Initiative (TPI) as well as the support of a high level Champions & Advisory Group.

Mission

The ZBiDF’s mission is to systematically support, catalyse and scale cross-sector partnerships in order to unleash the power and resources of business on development goals while simultaneously achieving business benefits.

What are cross-sector partnerships?

These are partnerships where business collaborates with one or more of government, NGOs and/or international development agencies, combining their resources to achieve specific development and business benefits based on shared value, outcomes and risks. Some examples of win-win partnerships we’re currently supporting:

» An agricultural partnership to increase productivity for smallholder farmers
» An extractive industries partnership to promote indigenous entrepreneurship in local mine and non-mine value chains
» A manufacturing industry partnership to develop a skilled human resource for increased employability and enhanced productivity

What services does ZBiDF offer?

ZBiDF’s offerings include the following core services:

» Facilitated innovation dialogue series in which brokers will assist representatives across industries to identify solutions to issues of mutual concern
» Provision of ‘one-stop-shops’ to help companies more easily engage with the range of relevant donor and government programmes, and provide a space to find other companies and other development actors with similar interest
» Cross-sector training on partnering and shared value best practices and techniques
» Housing and disseminating best practice information about partnering, partnership effectiveness and the role of business in development
» Potential partner identification, match-making and idea initiation
» Assisted early stage partnering discussions, relationship building and clarification of business cases to partners
» Assisted partnership structuring, including roles, governance, principles, accountabilities resourcing and defining agreement
» Partner or client specific partnership skills building through direct coaching or training, or provision of tools
» Existing partnership ‘audits’ and recommendations to improve efficiency or results
» Support government and development agencies to engage with business and develop win-win partnerships

Does ZBiDF charge for its services?

Yes, this is part of ZBiDF’s core strategy towards becoming a self-sustaining facility.

What resources does ZBiDF have to support service provision?

» An expertly trained team of partnership brokers
» A vast network of champions to provide guidance and leverage
» The tools, programmes, resources and networks of TPI and AMSCO
» The support of Sida and the Embassy of Sweden
» Access to the international resources of the Business Partnership Action network of platforms globally.
Business Partnership Action (BPA)

BPA is a centre of excellence to develop the enabling infrastructure required to scale up public-private collaboration towards the post-2015 development goals. BPD supports the creation of locally-owned and run country-level platforms or Hubs that systematically bring together government, business, donors, the UN and NGOs to demonstrate the alignment of interests, facilitate innovation and directly support ‘win-win’ partnerships between companies, international agencies, government and NGO to achieve sustainable development priorities. www.partnershipaction.org

African Management Services Company (AMSCO)

AMSCO is a pan African organisation that provides integrated human capital development solutions to private and public businesses across sub-Saharan Africa. AMSCO has over 26 years evolved to become the leading advisory solutions provider, working to address the issue of market systems and capacity failures through management and skills development. AMSCO works directly with private enterprises and through Public Private Partnerships (PPPs) to assist companies to become globally competitive, profitable and sustainable. www.amsco.org

The Partnering Initiative (TPI)

TPI is an independent not-for-profit organisation dedicated to driving cross-sectoral collaboration for a sustainable future. For over a decade, TPI has been a leading pioneer in the development of the theory and practice of partnering: in supporting organisations from all sectors to partner effectively and strategically; and in building the capacities and putting in place the infrastructure to scale up collaboration worldwide. www.thepartneringinitiative.org

How can you contact ZBiDF?

Telephone: +260 211 295946
Telefax: +260 211 295944
Cell: +260 965 084909
+260 963 884344
+260 966 778854
Email: info@zbidf.org
Website: www.zbidf.org

Get engaged, we are open for business!