Results of Regional Partner Strengthening

Regional Partners:  
Munaweza Muleji  
Ousmane Sy  
Caroline Trigg

OD Advisors:  
Pam Foster  
Clare Gibson-Giraud  
Donald Odera
EVOLUTION OF THE RP STRENGTHENING MODEL

MENTORSHIP MODEL
(RP-selected provider/s)

MARKETPLACE MODEL
(individual & Ipods)

COACHED COLLABORATION MODEL

NETWORK MODEL
(GMS co-facilitated with Upward Bound)

ABT
ALMACO
FUTURES
MIDEGO
IHAA
OASYS
Q PARTNERSHIP
TRG
PLENITUD
TAI

PY1
PY2
PY3
PY4

Network Facilitators

ADVANTECH
CURATIO
EFCA
GCC
TAI
Q PARTNERSHIP
PLENITUD
KHULISA
OASYS
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PY1

PY2

PY3

PY4
Regional partner
business coaching

Interventions

- Executive and team coaching
- Financial systems assessment
- Management systems assessment
- Strategic planning
- Analysis/restructuring of business model

Company valuation
Refined USP
Enhanced leadership capacity
EOSP
Leadership pipeline
Market-based staffing plan
2.4e. Proportion of Regional Partners implementing a business-seeking strategy

83% / 75%
ACTUAL / TARGET

2.4a. Number of non-GMS Global Fund related contracts and grants awarded to Regional Partners

62
2.1c. Number of innovations generated that have obtained funding

2.4b. Number of Global Fund IQCs awarded to Regional Partners

2.4c. Number of task orders awarded under an IQC to Regional Partners

Results

7

18

20
PR Business Performance: **Bids** versus **Wins**

April 2015-August 2017

- **Other bilateral, country specific opportunities**
  - 3
  - 9
  - 12
  - 16
  - 36

- **Global Fund IQCs, Task Orders**
  - 1
  - 5
  - 7
  - 13
  - 15
  - 48

- **GMS consultant selection**
  - 12
  - 16
  - 18
  - 27
  - 20
  - 831

Total Bids: 240
Total Wins: 831
Shaping business thinking and positioning in TA delivery
OASYS rising with GMS support

2009: OASYS legal registration

2010: Selection of OASYS as GMS regional partner

2013/2014: Business Coaching with GMS/Obj2 support

Business Plan
OASYS 2020
Marketing Plan

Marketing Plan
Increased visibility, credibility, business opportunities & growth
Q Partnership’s Gross Annual Turnover

<table>
<thead>
<tr>
<th>Year</th>
<th>Turnover</th>
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<tbody>
<tr>
<td>2007</td>
<td>$0</td>
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<tr>
<td>2013</td>
<td>$200,000</td>
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<tr>
<td>2015</td>
<td>$400,000</td>
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<tr>
<td>2017</td>
<td>$1,000,000</td>
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Using Strategic Decision Making to Focus and Build Business: The story of
Sharpened Focus

- Training
- Coaching
- Organizational Development
- Global Fund Technical Assistance
- Outsourcing
- Monitoring & Evaluation
- Organizational Development
<table>
<thead>
<tr>
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<th>2013</th>
<th>2016</th>
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<tbody>
<tr>
<td>No. of clients</td>
<td>20</td>
<td>5</td>
</tr>
<tr>
<td>Core staff</td>
<td>8</td>
<td>4</td>
</tr>
<tr>
<td>Turnover</td>
<td>X 5</td>
<td></td>
</tr>
<tr>
<td>Net profit</td>
<td>Losses</td>
<td>Profits</td>
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</table>
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