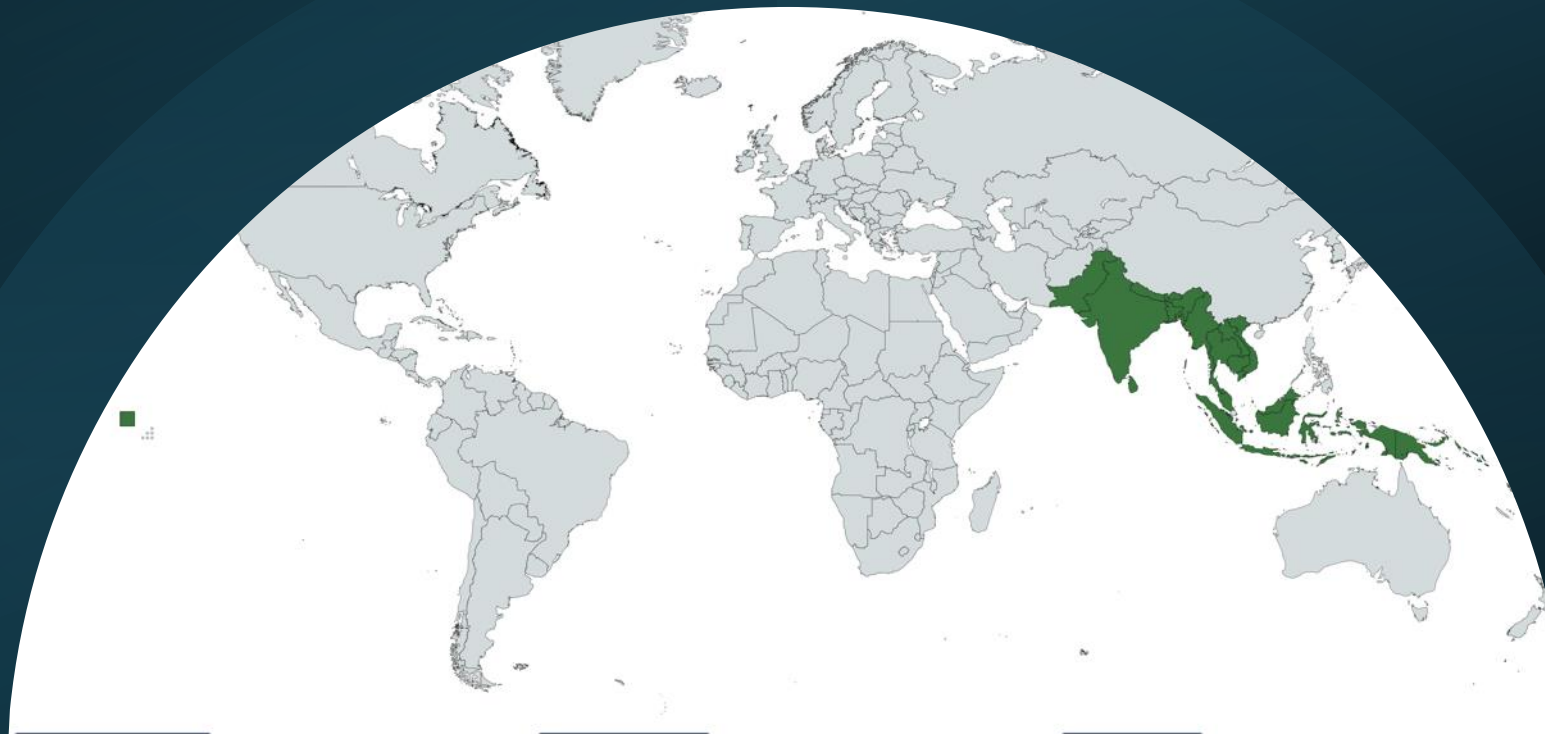# Cross Sector Development Partnerships Initiative (XSPI)
RAM Australia 2021 Conference

Team Australia Approach to Asia Pacific Development

Dr. Dan Evans, Founding Chair – XSPI
Jeff Smith, Co-Chair, Timor-Leste & NTT Malaria Elimination Project

Presentation Outline

XSPI Overview

Timor-Leste & NTT Malaria Elimination Project

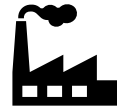# THE OPPORTUNITY: Create new integrated cross sector approach

A new approach chasing the "holy grail" of effective partnering

Position Australia

- Leads international development in Asia Pacific
- Significant hidden potential exists to increase development impact by harnessing the power of cross sector partnerships

Business Sector Role

- Presents the greatest challenge and opportunity to enhance international development outcomes
- Position into current and new emerging markets
- Business sector as a driver to develop cross sectoral partnerships

Cross Sector International Partnerships Initiative (XSPI)

- Aims to unleash cross sector potential
- Hub for cross sector networking to open new opportunities
- Creating synergies across five sectors with established international development roles:
  - Business
  - Government
  - Philanthropy/ private capital
  - Academia/ health/ medical research
  - NGO/NFP

3

19 Asia Pacific countries comprise our focus where greatest impact possible through alignment with Australia's regional business and development priorities

Melanesia (5): **Priority PNG**, Fiji, Timor Leste, Solomon Islands, Vanuatu

South East Asia (8): **Priority Indonesia,** Cambodia, Lao DR, Malaysia Myanmar, Philippines, Thailand, Vietnam

South Asia (6): **Priority Bangladesh**, Bhutan, India, Nepal, Pakistan, Sri Lanka

Initial Priority Countries for Partnership Pilot Projects:
Bangladesh (South Asia), **PNG** (Melanesia), **Indonesia** (Southeast Asia)

Market Gap – Development Sector

XSPI's Global Cross Sector Partnership (XSP) Leaders *empirical research* project (total 23 entities: 9 OECD countries, 8 international foundations, 6 multinational organisations) demonstrated a definite "market gap". *None focus on cross sector partnerships spanning XSPI's five stakeholder sectors.*

Value Proposition

XSPI's unique value proposition is to *incubate, seed or accelerate* cross-sector partnerships across Asia Pacific providing solid, long-term, future platforms to create diverse development projects in close partnership with national partners and aligned with SDG's.

Point of Difference

XSPI's "5 C's" approach comprises being a *catalyst, convenor, collaborator, co-developer and coalition builder"* for partnerships across Australia's Business, NGO/NFP, Philanthropy/Private Capital, Government and Academia/Health/Medical Research sectors. XSPI's "collective impact" approach to supporting expanded Asia Pacific SDG aligned development and increased impact should increase sector confidence stimulating increased financial commitments. XSPI is *NOT a project funder or project manager*; both roles are responsibility of individual project consortium.

Unique Structure

Advisory Council: Executives from selected entities across five stakeholder sector provides strategic oversight. **Expert Network**: 36 strong, diverse group of Asia Pacific development and business experts. **Steering Committee**: 7 members: Chair, Advisory Councillors & Working Group Convenors providing governance. **Bangladesh, Indonesia** and **PNG Working Groups**: Country expert groups, hybrid mix of XSPI Advisory Councillors, Expert Network members & Co-Opted Experts) identify "proof of concept" partnership pilot projects, qualify, endorse & construct partnership consortia.

XSPI OBJECTIVES

XSPI has defined an 18 month Horizon One set of integrated organisation research and actions

ORGANISATION
- Create Steering Committee to govern internal XSPI Development Project
- Create Advisory Council: key executives from leading cross sector entities
- Establish Expert Network: key Asia Pacific development sector/regional experts
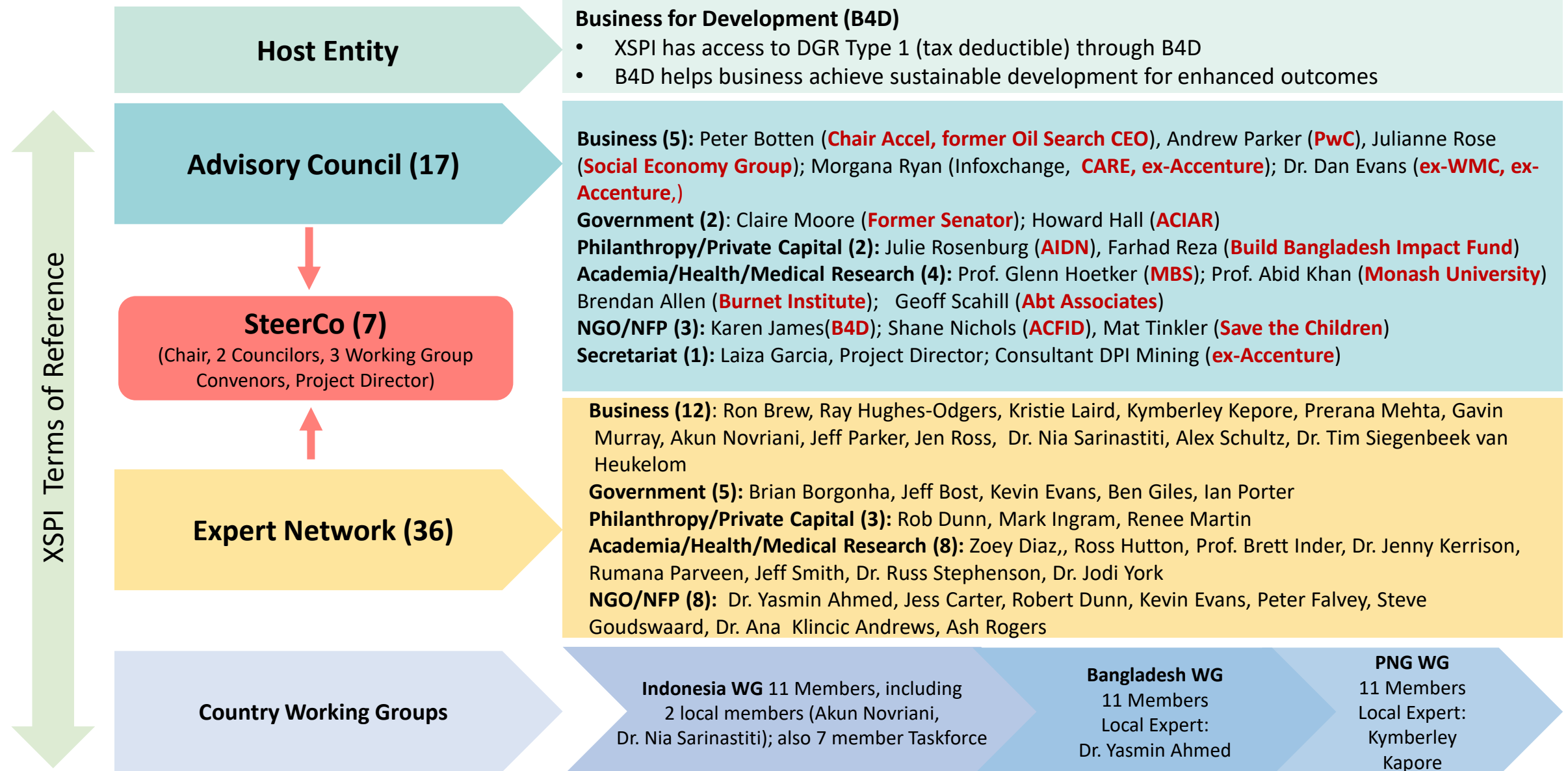- Create Bangladesh, Indonesia and PNG Working Groups

RESEARCH
- Stakeholder sector activity mapping across 18 target Asia Pacific countries within Melanesia, Southeast Asia and South Asia regions
- Status of private capital activity in Asia Pacific development sector
- Sustainable NGO business models and role of cross sector partnerships
- Global cross sector development partnership leaders (countries, foundations, multinationals)

ACTION
- **Create** partnership strategies to increase development impact
- **Convene** PNG, Indonesia and Bangladesh Working Groups to identify project leads
- **Start** at least two partnership pilot project consortia AND at least two strategic partnership platforms for Bangladesh (South Asia), Indonesia (Southeast Asia) and PNG (Melanesia)
- **Qualify & Plan** Asia Pacific Development Partnership Knowledge Platform: case studies, thought leadership, key references, frameworks & tools

XSPI Structure, Partners Network
Comprises Australia's first cross sector executive group of development & business experienced, strategic thinkers

XSPI Terms of Reference

Host Entity

Business for Development (B4D)
- XSPI has access to DGR Type 1 (tax deductible) through B4D
- B4D helps business achieve sustainable development for enhanced outcomes

Advisory Council (17)

Business (5): Peter Botten (**Chair Accel, former Oil Search CEO**), Andrew Parker (**PwC**), Julianne Rose (**Social Economy Group**); Morgana Ryan (Infoxchange, **CARE, ex-Accenture**); Dr. Dan Evans (**ex-WMC, ex-Accenture,**)
Government (2): Claire Moore (**Former Senator**); Howard Hall (**ACIAR**)
Philanthropy/Private Capital (2): Julie Rosenburg (**AIDN**), Farhad Reza (**Build Bangladesh Impact Fund**)
Academia/Health/Medical Research (4): Prof. Glenn Hoetker (**MBS**); Prof. Abid Khan (**Monash University**) Brendan Allen (**Burnet Institute**); Geoff Scahill (**Abt Associates**)
NGO/NFP (3): Karen James(**B4D**); Shane Nichols (**ACFID**), Mat Tinkler (**Save the Children**)
Secretariat (1): Laiza Garcia, Project Director; Consultant DPI Mining (**ex-Accenture**)

SteerCo (7)
(Chair, 2 Councilors, 3 Working Group Convenors, Project Director)

Expert Network (36)

Business (12): Ron Brew, Ray Hughes-Odgers, Kristie Laird, Kymberley Kepore, Prerana Mehta, Gavin Murray, Akun Novriani, Jeff Parker, Jen Ross, Dr. Nia Sarinastiti, Alex Schultz, Dr. Tim Siegenbeek van Heukelom
Government (5): Brian Borgonha, Jeff Bost, Kevin Evans, Ben Giles, Ian Porter
Philanthropy/Private Capital (3): Rob Dunn, Mark Ingram, Renee Martin
Academia/Health/Medical Research (8): Zoey Diaz,, Ross Hutton, Prof. Brett Inder, Dr. Jenny Kerrison, Rumana Parveen, Jeff Smith, Dr. Russ Stephenson, Dr. Jodi York
NGO/NFP (8): Dr. Yasmin Ahmed, Jess Carter, Robert Dunn, Kevin Evans, Peter Falvey, Steve Goudswaard, Dr. Ana Klincic Andrews, Ash Rogers

Country Working Groups

Indonesia WG 11 Members, including 2 local members (Akun Novriani, Dr. Nia Sarinastiti); also 7 member Taskforce

Bangladesh WG 11 Members Local Expert: Dr. Yasmin Ahmed

PNG WG 11 Members Local Expert: Kymberley Kapore

XSPI Partnership Pilot Project Framework

Objective: By Dec 2021 create at least 2 cross sector partnership pilot projects in each of XSPI's Melanesia, Southeast and South Asia regions

Phase	1 - Stakeholder Mapping	2 - Country Working Groups (Bangladesh, Indonesia, PNG)	3 – Project Qualification	4 – Partnership Creation
Aus Business Strength	N/A	Many companies	Full range	Full range
Project Stage Range	N/A	Concept, design, feasibility, implementation (pilot), optimisation, sustaining, scaling or closure stage projects		
Description	Map Australian stakeholder activity 19 Asia Pacific countries, (Melanesia, Southeast Asia and South Asia)	Hybrid team of Advisory Council & Expert Network & Co-opted members; create XSPI & host country networks required to define project leads	Qualify project concept, including partner roles & value propositions	Creation of cross sector partnership required for project feasibility study or implementation
Objectives	Define where sector entities active, identify cross sector partnerships	Define range of potential partnership pilots; identify business partners	Scope initial project proposal, identify partner options (ensure business sector role), qualify key inputs	Establish partnership/partnering framework covering both AUS & national partners; complete full due diligence
Outcomes	Identification of potential project partners by country and development themes	Each WG identify required quality project leads/partners to successfully qualify & create >/= 2 pilot projects	Qualified project proposal	Full partnership project proposal completed, due diligence completed, project MOU executed
Manager	XSPI Project Director	Working Group Convenors	Project Proponents	Project Proponents
Timing/Status	**Completed**	**In progress**: Jan - Dec 2021	**In progress**: Jan - Dec 2021	**In progress**: July - Dec 2021
Costs/Funder	Analysts pro bono, Project Director donor funded	Working Groups pro bono; Project Proponents absorb costs	Project Proponents	Project Proponents
XSPI Roles				
Stakeholder Sector Entities	N/A	Potential Project Proponents	Potential Project Partners	Potential Project Partners
Expert Network	N/A	Advocacy, identify potential projects/partners, ad hoc inputs/specialist advice		
Advisory Council	N/A	Confirm guidelines, develop/qualify project options, identify potential partners	Strategic oversight, guidance, advocacy (as required)	Strategic oversight, guidance, advocacy (as required)
Development Project	Conduct internal project	Support consortium development	Support consortium, as required	Support consortium, as required
Steering Committee	Manage XSPI internal Development Project			
B4D	Host XSPI internal Development Project			

Research Agenda & Progress

August 2021 status of 18-month research agenda supporting XSPI Development Project

Sustainable NGO Business Models	• Examine status of emerging, sustainable business models for NGO's replacing or augmenting traditional donor funded models • Key focus is International and regional NGO's operating from Australia & ACFID members	Provide insight into current NGO business models, sustainable options and transitioning status	Accenture Development Partnerships / Australian Council For International Development
Knowledge Platform Creation	• Case studies, thought leadership, key foundation references, partnering frameworks & toolkits • Unique cross sector partnering knowledge centre aligned with XSPI objectives	Case studies; other components support scoping, implementing, sustaining partnerships	THE UNIVERSITY OF QUEENSLAND AUSTRALIA
Global XSP Leaders	• Map recent country based experiences, identify effective practices, key challenges • Nordics, Germany, Netherlands, UK, USA, Canada; last 3-5 years history	Well informed insight into cross sector partnerships global status/learnings	RMIT UNIVERSITY
Private Capital Sector Status	• Development sector currently lacks clear insight into private capital status & investment criteria • Phase 1: "snapshot" of Australia's private capital/impact investing/philanthropic sector's current status related to Asia Pacific development • Conduct survey of leading 10-15 Australian private capital entities	Provide late 2021 insight into status quo of private capital approach to Asia Pacific development funding	Griffith UNIVERSITY Queensland Australia
XSPI Website	• Provide a reference point for XSPI networks, projects and supporters • Provide updated information of What is XSPI, Scope and Mission. • Update on current partnerships and initiatives in key countries	Maintained informed the wider community and XSPI network	Grind Labs
Stakeholder Sector Activity Mapping	• Map 5 sectors activity reach & partnering history since 2017 • Melanesia, Southeast Asia & South Asia • 140 entities across 5 stakeholder entities across 19 Asia Pacific countries	Inform potential priorities for country, theme and XSPI partnering pilot project options	AUSTRALIAN GLOBAL HEALTH ALLIANCE / THE UNIVERSITY OF MELBOURNE / MELBOURNE BUSINESS SCHOOL / Practera / Australian Government Department of Foreign Affairs and Trade

In progress | Completed

XSPI 5 Year Strategic Vision 2020 – 2025

Factor/Phase	Horizon One **Initiate**	Horizon Two **Consolidate, Start Localisation & Expand**	Horizon Three **Consolidate, Extend Localisation, Expand**
Timeline /Duration	July 2020 - Dec 2021 (1.5 yrs)	Jan 2022 - Dec 2023 (2.0 yrs)	Jan 2024 - June 2025 (1.5)
Asia Pacific Scope	• **5 Melanesia:** Fiji, PNG, Solomon Islands, Timor-Leste, Vanuatu; **8 Southeast Asia:** Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Thailand, Vietnam,; • **6 South Asia:** Bangladesh, Bhutan, India, Nepal, Pakistan, Sri Lanka	**Proposed:** Review H1 country scope, no additions, possibly several deletions (Malaysia, Myanmar, Thailand, Pakistan, others?)	**Proposed:** Further review Asia Pacific scope, delete some M-H status HDI countries, potentially expand focus to Micronesia and/or Polynesia initiating priority countries
Strategy	Commence XSPI as initiative, select 3 priority countries, create Working Groups (WG), identify partners & create pilot projects (MOUs) & longer term partnership platforms (MOUs)	Revise strategy, country selection criteria, approach based on H1 learnings	Revise strategy, country selection criteria, approach based on combined H1- H2 learnings
Impact	Create XSPI, select 3 priority countries representing 3 regions for proactive pilot project initiation	Consolidate initial 3 priority countries & expand 3 additional	Retain 6 H1-H2 countries, add 3 H3 countries
KPIs	Create at least 2 partnership pilot projects & 2 partnership platforms per H1 priority country	Minimum 3 new partnership projects and 3 partnership platforms each H1 and H2 country	Minimum 4 new partnership projects and 4 partnership platforms each H1, H2, H3 country
Organisation (51 total)	Advisory Council/Observers/Alternates (22), Steering Committee, Expert Network (31), 3 Country WGs, 1 Taskforce	Propose continue XSPI structure to end 2023	TBA - Extend H2 entity or adopt new structure
PRIORITY COUNTRIES & WORKING GROUPS			
H1	**Initiate:** Bangladesh, Indonesia, PNG Working Groups	**Indonesia & PNG Localisation:** strengthen national roles on Working Groups, increase projects & national partners	**Extend Localisation:** strengthen national roles on Bangladesh Working Group, increase projects & national partners
H2	N/A	**Consolidate:** Bangladesh, Indonesia	**Consolidate:** 3 new H2 countries
H3	N/A	**Expand:** 3 new H2 countries, one each region?	**Expand:** 3 new H3 countries, one each region?
RESOURCING			
Staff	Combined Executive Chair/Executive Director role (pro bono) Project Director part-time (paid)	**Proposed:** Non-executive Chair (pro bono); Executive Director fulltime (paid) Project Director parttime (paid)	TBA
Business Services/Auspicing	B4D provided in-kind	TBA	TBA
Budget	$112,000	TBA	TBA
Funding	Philanthropy & MBS	TBA	TBA

Timor-Leste & NTT Malaria Elimination Project – RAM Australia led XSPI Indonesia Working Group

Timor - Leste & NTT Malaria Elimination

Scope: & Status:	**Scope**: Malaria Elimination in Timor-Leste and NTT Province, Indonesia **Status:** Work plan developed for scoping study/gap analysis/implementation plan development; all required consultants recruited, mid-Oct 2021 project start, funding secured for Stage 1 covering 3 work streams. Stage 2 work stream covering 12 NTT districts requires funding.
XSPI Required Support:	**Funding**: Stage 1 USD $40,150 APLMA funded; Stage 2 USD$ 16,300 requires funding. **Partnership consortium:** identify cross sector project partners (business sector priority)
Approved:	

Funding Requirement:	Scoping Study funded USD $40k APLMA; requires extra USD$16,300. Implementation funding (augment Global Fund) TBA post Scoping Study	**Period funding required:**	Oct 2021 – Mar 2022	**Location:**	Timor-Leste & NTT Province, Indonesia
Business Partners:	Required	**Government Partners:**	IDN MoH, NTT Dept of Health	**NGO/NFP Partners:**	RAM Australia, APLMA
Academia / Health / Medical Research Partners:	Menzies School of Health Research	**Philanthropy / Private Capital Partners:**	Required	**Other Partners:**	TBA
Taskforce Lead:	Co-Chairs: Dr. Jenny Kerrison, Jeffery Smith				
Taskforce Team:	XSPI (4): Dr. Dan Evans, Ross Hutton, Dr. Jenny Kerrison, Jeffery Smith; Co-Opted Experts (6): Dr. Josh Francis, Ric Price, Dr. Flora Tanyudyaya; Dr. Manel Yapabandara; Dr. Claus Bogh. Dr. Ellya Dewi				

Project description:
Two parallel stages comprising scoping study/gap analysis/implementation plan development from Oct 2021; work plan being developed, consultant team being recruited.
Stage 1 covers 3 work streams: Timor-Leste, West Timor, Sumba Island. Stage 2 covers 1 work stream: Other 12 districts.
Gap analysis will be completed against WHO Global Technical Strategy for Malaria Elimination fully endorsed by Timor-Leste and Indonesia governments

Malaria in Timor-Leste

- 1.3 million estimated population (2021)
- Global Fund key malaria program donor
- 2017 - 2020 all confirmed malaria cases were imported
- Border transmission key challenge; porous West Timor borders: Oecusse, Bobonaro, Covalima
- Late 2020 three local transmission was reported
- Government to government cross border malaria intervention MOU requires urgent renewal
- WHO Malaria Elimination Certification target 2025

Malaria in NTT

- Estimated 5.54 million population (2021), including estimated West Timor 1.97 million

- May 2017 NTT Governor commitment to malaria free status by 2023 – was changed to 2028

- West Timor: 5 districts confirmed 311 cases in 2020 (vs 4,220 in 2017); only 0.16 cases/ 1,000 pop

- NTT avg 2.8 per 1,000 pop; very close to elimination excluding Sumba

Malaria in Sumba Districts

- Has 96% of all malaria cases in NTT (2020, 14,138 cases); districts to 33.7 cases/1,000 pop
- Estimated population about 900,000
- Sumba Foundation: impact area of 176 sq. km. West Sumba; offers microscopy training, manages dedicated malaria clinics, reduced malaria 93%

Scoping Study in Four Work Streams
Timor Leste & NTT Districts

![SPI — Cross Sector Development Partnership Initiative logo]
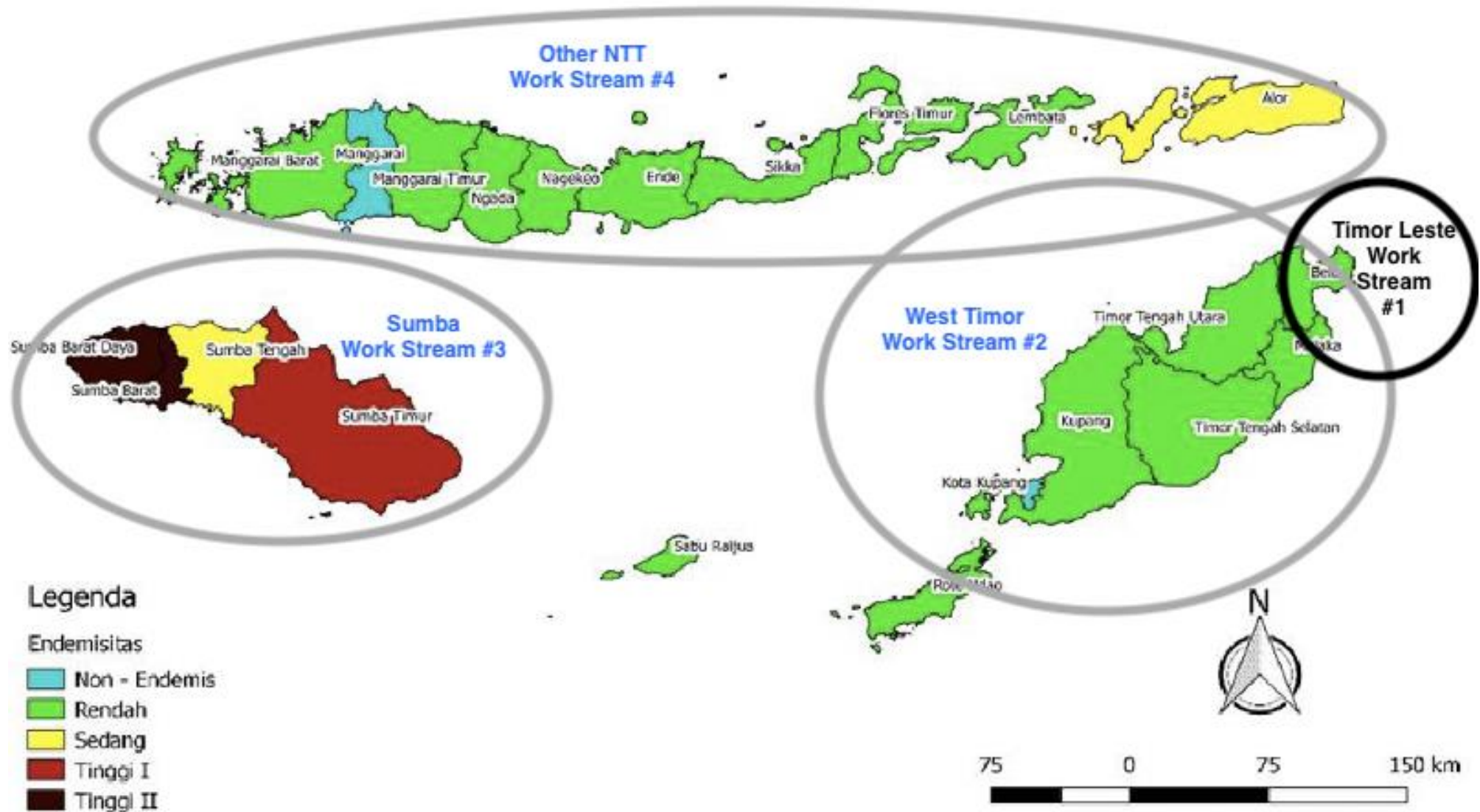
Project Description (2022 – 2026)

Gap Analyses & Implementation Plan

- Data collection and analyses: **Nov '21 – Jan '22**
- Draft Scoping Report and costed 3-year Implementation Plan: **28 Feb '22**
- Final Scoping Report and costed 3-year Implementation Plan: **31 Mar '22**

Identify key Australian & International Partners

- Partners: RAM-Australia; Menzies School of Health Research; APLMA; Governments of Timor-Leste and Indonesia; Government of NTT Province
- Potential partners: WHO; Global Fund; Indonesian & international foundations; Australian businesses (Cheatam Salt; Nusa Tenggara Association)

Project Implementation

- Implement 3-year plan through a coalition of partners: **Q3 '22**
- Mid-term project review
- Modified project plan and budget to secure funding for Years 4-5
- Goal of Timor-Leste and NTT Province attaining elimination by end of 2026

Project Challenges

- **Identify potential implementation partners:** financing; technical assistance; private sector engagement; in kind support

- **Funding for scoping exercise:** current gap of US$16K

XSPI–RAM Australia Project Taskforce Members

XSPI Founder & Chair:

- **Dr. Dan Evans:** Chair, New Ireland Provincial Malaria Alliance (NIPMA); former Deputy Chair, B4D; former Deputy Chair, Monash Medical Foundation; former MMV Consultant; former VP Exploration Western Mining; former Accenture partner

XSPI Expert Network Members

- **Ross Hutton:** Principle, Public Health Solutions; Consultant, PNG National Department of Health (NDoH), Senior Manager & Founder, Oil Search Health Foundation; Project Manager, NIPMA Malaria Elimination Project

- **Dr. Jenny Kerrison (Taskforce Chair):** National Manager, Rotarians Against Malaria (RAM) Australia; Maternal & neonatal health specialist

- **Jeff Smith (Taskforce Co-chair):** Public Health Advisor and former, Chief Operating Officer, APLMA

Co-opted Subject Matter Experts

- **Dr. Claus Bogh,** Malaria entomologist, Chair, Sumba Foundation, manages 5 malaria clinics on Sumba Island

- **Dr. Josh Francis:** Senior Research Fellow, Menzies School of Health Research; Paediatrician & paediatric infectious disease physician

- **Professor Ric Price:** Professor of Tropical Medicine, Menzies School of Heath Research; Infectious disease & general physician, Royal Darwin Hospital

- **Dr. Manel Yapabandara:** WHO Consultant, Sri Lanka and Timor-Leste malaria elimination specialist

- **Dr. Flora Tanudyaya**: APLMA Consultant seconded to Dr.Guntur, Malaria Subdirectorate, MoH

Cross Sector Development Partnerships Initiative (XSPI)

For more information, please contact:

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