



Phase 2: Co-development:
 setting up a joint approach based on common vision and purpose and a thorough understanding of each other's interests

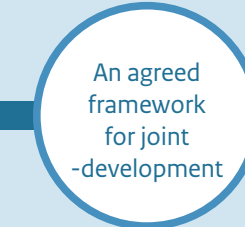
Phase 4:
 Roll out & continuance: Use a well run Monitoring and evaluation (M&E) system feed a good review and discussion about the venture's next step(s) and update the framework for joint development.

Phase 1:
 joint definition of purpose and the key issues (social challenges, bottlenecks, expectations, risks & measures, etc). Scoping of stakeholders and partners, commitment and conditions to collaborate, identification of resources, identification of core complementary competencies and "nurturing the spark"

Phase 3: Implementation:
 use project management & governance to implement the project while making sure that all interests remain served, risks are proactively addressed, opportunities are seized and lessons are learnt

Negotiate / setting up negotiation framework:
 Overall goals / most important issues / stretched goals / most likely results / alternatives

Co-developing a new business case/value chain within public and/or private partnerships.



- NDA
- Meet & greet and sharing information and perspectives
- Investigative studies
- Pre-feasibility studies
- Needed capacities and competencies
- Building eco-system for additional competencies and accessing networks

- Clarified goals, objectives, risks, measures, opportunities (common and individual)
- Preliminary identification of possibly viable PMC's
- Design thinking and Lean start-up workshops
- Preliminary identification of public finance opportunities
- Preliminary time-lines and steps
- Description of the nature of the relationship
- Expected roles and responsibilities based on identified complementary competencies
- Financing and financial structures (not detailed)
- Identification of project management committee

- Sharpened common vision
- Agreed well described and researched PMC's
- Needed studies
- Feasibility
- Technical requirements
- Deepened business plan incl. PMC description
- Preliminary strategy / approach for setting up value chain
- Arrange governance and organisation with clear roles and mandates (co-developers, promoters)
- Set-up MarCom strategy
- Updated planning for project development
- Detailed project plan for the next phase
- Determine budget and arrange financing

- Set up project management and governance as agreed
- Set up M&E system and process
- Clarify strategy
- Framework with indicators
- establish collection mechanism
- Analyse & work out interventions
- Discuss, specify and decide
- Carry out activities as planned
- Routinize regular project management structure with reflection and feedback

- Review Project, pilot, business case and partnerships
- Evaluate identified opportunities for bringing solution further
- Agree on strategy for next roll-out (scaling, replicating)
- Revisit framework for joint development
- Carry out communication strategy

WHY

HOW

WHAT

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Resultaat

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