

INCLUSIVE BUSINESS

KNOWLEDGE SHARING TEMPLATE

The aim of this template is to collect experiences, projects, policies or initiatives at local, country and regional level related to the promotion of Inclusive Business.

1. General Information
1.1. G20 Country
Australia
1.2. Project / Initiative / Policy name/title:
Business Partnerships Platform
1.3. General objective
The Business Partnerships Platform (BPP) accelerates Australia's collaboration with business to address development challenges in our region, creating commercial partnerships that deliver economic and social impact in developing countries.
1.4. Expected results <i>(output-level: number of BoP engaged, jobs created, services delivered, etc.)</i>
Increase in number of businesses partnering with the Australian aid program to deliver sustainable development outcomes as well as commercial returns.
1.5. Intended impact <i>(outcome-level: income generated or increased, health/education/housing improved, etc.)</i>
The program intends to catalyse commercial returns while achieving development outcomes. The Business Partnerships Platform currently works with a range of Australian, global and local businesses. It is currently delivering 19 shared value partnerships in 13 countries, and leveraging AUD14.32m in funding from the private sector. Partnerships operate in a range of sectors, including agribusiness, financial services, small enterprise development, off-grid energy, health and women's economic empowerment For example, the partnership with the Better Cotton Initiative and Cotton Australia in Pakistan has trained 288,930 cotton farmers to enable them to be more competitive in premium international cotton markets, including engaging in a knowledge exchange session with Cotton Australia to learn new techniques for pest control.
2. Legal framework
2.1. Does the Project / Initiative / Policy have an associated regulatory or legal framework?
It is guided by the Australian Government's legislative and policy directions for the aid program.

3. Implementation	
3.1. Implementation level	3.2. Implementing agency <i>(including link)</i>
<input type="checkbox"/> Domestic <input checked="" type="checkbox"/> Support of developing and low-income countries (international cooperation)	Australian Department of Foreign Affairs and Trade
3.3. Direct target group <i>(MNCs, medium or large international or domestic company, SMEs, women, youth, rural/urban communities etc.)</i>	
Businesses in developing countries	
3.4. Indirect target group <i>(SMEs, women, youth, rural/urban communities, etc.)</i>	
Poor communities in developing countries	
3.5. Nº of countries involved <i>(if project is Regional/Global)</i>	
3.5.1. Indonesia 3.5.2. Cambodia 3.5.3. Laos 3.5.4. Sri Lanka 3.5.5. Pakistan 3.5.6. Bangladesh 3.5.7. Myanmar 3.5.8. Samoa 3.5.9. Vanuatu 3.5.10. Kenya 3.5.11. PNG 3.5.12. Nepal 3.5.13. Vietnam	
3.6. Project status	
<input type="checkbox"/> Under design <input checked="" type="checkbox"/> In progress <input type="checkbox"/> Completed	3.7. Duration <i>(mm/yyyy – mm/yyyy)</i>

3.8. Brief description of the link with the BoP <i>How does the project / initiative / policy include the BoP? How does it benefit the BoP? How does it define the BoP and its role?</i>	3.9. Role of the BoP
<p>The BPP enables business and their partners to apply for co-funding of initiatives through funding rounds, to create new business opportunities that directly promote economic growth and reduce poverty.</p>	<input checked="" type="checkbox"/> BoP as customer <input checked="" type="checkbox"/> BoP as distributor <input checked="" type="checkbox"/> BoP as retailer <input checked="" type="checkbox"/> BoP as supplier
3.10. Sector <i>(more than one answer possible)</i>	
<input checked="" type="checkbox"/> Agriculture or Food <input checked="" type="checkbox"/> Energy <input checked="" type="checkbox"/> Health <input checked="" type="checkbox"/> Education <input type="checkbox"/> Water, Sanitation Waste Management <input type="checkbox"/> Housing or Construction	<input checked="" type="checkbox"/> Retail, Manufacturing or Consumer Goods <input checked="" type="checkbox"/> Information Communications Technology (ICT) <input checked="" type="checkbox"/> Financial Services <input checked="" type="checkbox"/> Tourism <input type="checkbox"/> Cross-sectoral <input type="checkbox"/> Other: _____
3.11. Topic <i>(more than one answer possible)</i> (*) See Annex for definitions	
<input checked="" type="checkbox"/> Inclusive business models and strategy <input type="checkbox"/> Scale <input type="checkbox"/> Policy and government <input type="checkbox"/> Finance for inclusive business <input type="checkbox"/> Corporates in inclusive business <input checked="" type="checkbox"/> Partnerships <input checked="" type="checkbox"/> Environmental impact <input checked="" type="checkbox"/> Gender	<input type="checkbox"/> Results measurement and impact <input type="checkbox"/> "What is IB?" <input checked="" type="checkbox"/> Innovation <input checked="" type="checkbox"/> Digitalization <input checked="" type="checkbox"/> Capacity building <input checked="" type="checkbox"/> Data <input checked="" type="checkbox"/> Impact investing <input type="checkbox"/> Other: _____
3.12. Main area of intervention / Type of support provided <i>(What is the project's/initiative's/policy's focus regarding the main challenges faced by inclusive businesses -more than one answer is possible-)</i>	
<input checked="" type="checkbox"/> Financial resources <input type="checkbox"/> Rules and regulations <input checked="" type="checkbox"/> Information <input type="checkbox"/> Capacity	
4. Funding	
4.1. Origin <i>(more than one answer possible)</i>	

<input checked="" type="checkbox"/> Government / State-owned enterprise <input type="checkbox"/> Multilateral Development Banks (MDBs) or Development Financial Institutions (DFI) <input type="checkbox"/> International Organisations (IOs) <input type="checkbox"/> NGO / Foundation <input type="checkbox"/> Private sector (<i>impact investment fund, private equity fund, venture capital fund, commercial bank, corporation, etc.</i>) <input type="checkbox"/> Other: _____
4.2. Brief description of funding / contributions (<i>e.g. name of funding institution, type of financing instrument, etc.</i>)
Australian Aid Program grants of up to AUD500,000
4.3. Available funds (<i>optional</i>)
4.4. Value of project
AUD7.6 million to date
4.5. Description of financing/procurement process
Competitive grants program

5. Monitoring and Evaluation	
5.1.1. Does the project / initiative / policy involve a monitoring process?	5.2.1. Does the project / initiative / policy involve an evaluation process?
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
5.1.2. Brief description	5.2.2. Brief description (<i>specify type of evaluation - process, outcome, impact – and methodology</i>)
The BPP as a whole has an overarching Monitoring and Results Measurement (MRM) framework focused around three areas: (1) the grant process and services, (2) the partnership approach, and (3) results of the initiatives themselves. For each specific partnership/initiative, a MRM workshop is held at commencement to formulate a MRM framework. Staff monitor partnerships during	The BPP’s MRM Adviser conducts internal evaluations annually. These evaluations examine all three aspects of the BPP’s MRM framework (see response in 5.1.2). These evaluations include surveys of partners and applicants to the BPP, as well as data from monitoring visits and reporting from partners.

implementation, including through a mid-point monitoring/validation visit.	
5.1.3. Lessons learned and results <i>(if applicable)</i>	5.2.3. Lessons learned and results <i>(if applicable)</i>
<p>BPP partnerships are sought through open, competitive calls for proposals ('rounds'). Four such rounds have now been initiated, with each round utilising lessons from previous rounds. Lessons are numerous, but include:</p> <ul style="list-style-type: none"> - Provide adequate time between advertising and submission of grant proposals. - Provide application forms and templates for business plans and budgets that maximise the quality of submission information, particularly to ascertain adequacy of co-contributions, and projected social impacts. - Partnership problems need to be caught and addressed early during implementation. - Business implementation rarely proceeds exactly as predicted. Flexibility is needed, particularly in contracts. 	<ul style="list-style-type: none"> - Provide adequate and realistic time between start up and when results are expected to begin to emerge. - Shorter cycles between application and partnership start-up are preferred by applicants. - Better marketing is needed to reach a wider audience of prospective applicants.
6. Contact Information	
6.1. Contact Information <i>(if there is a website of the project/policy/initiative, please include it)</i>	
privatesector@dfat.gov.au	
7. Supporting material <i>Please provide links to or upload any further supporting materials, including: newspaper articles, case studies, toolkits, photographs, and any other relevant materials to help illustrate the project</i>	
<p>https://dfat.gov.au/aid/who-we-work-with/private-sector-partnerships/bpp/Pages/what-is-the-business-partnerships-platform.aspx</p> <p>https://dfat.gov.au/aid/who-we-work-with/private-sector-partnerships/bpp/Pages/improving-access-to-global-cotton-markets-for-farmers-in-pakistan.aspx</p>	

ANNEX

BoP as customer: business models that reach low-income consumers (products, services that target low-income consumers).

BoP as distributor: business models that reach low-income distributors (distribution, awareness, market building).

BoP as supplier: business models that engage source products from low-income workers and suppliers

BoP as retailer: business models that sell goods to the consumer, e.g. at the BoP

Capacity building: Lessons learned from capacity building programmes.

Corporates in inclusive business: corporate business models that engage the BoP.

Digitalisation: impact of digitalisation on business and society.

Data: Data and inclusive business. Data and the BoP.

Environmental impact: inclusive business models that mitigate or adapt to climate change.

Finance for inclusive business: finance for inclusive business, e.g. impact investing, accessing funding.

Gender: economic empowerment of women, gender issues.

Impact investing: publications from impact investors and about impact investing in general.

Inclusive business: Inclusive businesses provide goods, services, and livelihoods on a commercially viable basis, either at scale or scalable, to people living at the base of the economic pyramid (BOP) making them part of the value chain of companies' core business as suppliers, distributors, retailers, or customers. In addition to these commercially inclusive activities, businesses may also pursue broader socially inclusive goals. Inclusive business should promote sustainable development in all its dimensions – economic, social and environmental.

Inclusive business models and strategy: business-planning tools, assessment of models.

Innovation: Innovative business models, importance of innovation and how to be innovative.

Partnerships: business-to-business, business to government, or business to NGO partnerships within inclusive business models.

Policy and government: policy issues and ecosystem for IB; resources from or for donors and policymakers; policy recommendations.

Results measurement and impact: approaches to measurement of results, findings on results of inclusive businesses.

Scale: strategies for scale.

“What is IB?” : introductory literature on IB, discourse papers that define IB.