



Public-Private Partnerships : Lessons we have learnt

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by Carol O'Brien
Global Business Coalition on HIV/AIDS

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Public Private Partnerships

DEFINITION

- **A Public-Private Partnership (PPP) is a contractual agreement between a public agency (national, province or local) and a private sector entity**
- **Through this agreement, the skills and assets of each sector (public and private) are shared in delivering a service or facility for the use of the general public**
- **In addition to the sharing of resources, each party shares in the risks and rewards potential in the delivery of the service and/or facility**



A Success Story

HIV/AIDS WORKPLACE PROJECT DAIMLER CHRYSLER / GTZ PPP : 2001/2003

Key reasons for success as a PPP :

- **A private-sector entity that has “its house in order”**
- **Leadership / Commitment from the top**
- **Involvement of all stakeholders**
- **Separately, the common goals could not be achieved**
- **Clear goals, clear accountability, continued measurement**
- **Exit clause**



Building on what was learnt

NEW PROJECT LAUNCHED NOVEMBER 2005:

DAIMLERCHRYSLER, BORDER-KEI CHAMBER OF BUSINESS, DEUTSCHE ENTWICKLUNGSGESELLSCHAFT (DEG), EASTERN CAPE AIDS COUNCIL

RATIONALE

- real partnership, with shared burdens and shared rewards for both the public and private participants
- multi-sectoral partnership between Eastern Cape provincial, district and local government, the NGO sector, local business and labour organisations



Background

WHO BENEFITS

- DCSA Manufacturing Plant in East London
- poorest province in South Africa – underdeveloped
- employs 3 600 people – supports more than 15 000 family members
- 12 000 people are employed in companies supplying goods and services to this production facility
- SMEs in SA contribute about 42% of the country's GDP
- Risk factor
- Few SMEs have implemented HIV/AIDS interventions in the workplace.



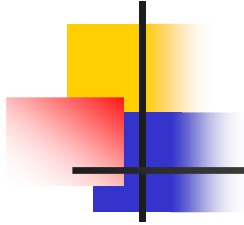
Goals of the PPP

2 MAIN OBJECTIVES

- to develop sustainable solutions to consistently deliver comprehensive HIV and AIDS prevention, care, support, treatment and risk management services at SME level.
- to strengthen comprehensive primary health care services in public and private sectors.

The way forward

- **Strong and committed leadership from all stakeholders**
- **A solid plan with clear goals**
- **Shared burdens and shared rewards**
- **Sufficient and effective use of resources**
- **Building relationships with key partners and stakeholders**
- **Clear responsibilities and accountability of partners**
- **Building of human resource capacity at technical, administrative and management levels**
- **Sustainability**
- **Evaluation**



NON-NEGOTIABLES:

- *Trust*
- *Confidence*
- *Deliver on Promises*
- *Share the credit (and the blame)*