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Andrew MacLeod

Shared Value and changing partnerships

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Summary

- *With further focus on budget savings and greater focus on outcome rather than process measures, how does the non for profit sector need to embrace change in measurability, accountability and approaches to private sector partnership to ensure long term service delivery?*
- *Do not for profits have to recognise that mutual benefit (Shared Value) for private sector partners needs to be found and not just rely on a 'cap in hand' approach for corporate philanthropy'?*



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Shared Value


- What is it?
- It is not CSR
- It is not new, although Porter and Kramer packaged it well.
- BHP anti-malaria example



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BHPB


- MALARIA REDUCED 92% TO 5.6%
- Absenteeism reduced 22%-2%
- Productivity increased by more than the cost of the program.



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Others

- Chilean mining company's transport of Sulphuric Acid
- Rio Tinto outsourced procurement in Mongolia



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Shared Value and JA?

- Whose job is it anyway?
- What is the link with CSR?
- What does it mean for JA members?



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What does it mean for JA and NFPs

- Partnerships based on mutual recognition of objectives
- What 'value' can JA members offer private sector – a follow-up from last year.
- Ruthless focus on measuring outcomes not process lead by a professional Board.