



Business Partnerships Platform (Launched August 2015)

- Mechanism to enable businesses to partner with DFAT on investments that deliver social and financial return
- Matched grant - \$100 000 - \$500 000 of DFAT funding per partnership
- Procurement challenges have included:
 - **Due diligence:** Existing frameworks do not readily apply to new partnership dynamic of partnering with the private sector through a shared value approach.
 - **Grant, contract or something else?** A co-funding arrangement with the private sector does not fit within standard contracting or grant arrangements.
 - **Intellectual property clauses:** existing contracting/ subcontracting clauses can cause IP issues where pre-existing IP exists.



Australian Resources Development Hub (concept stage)

Objective

- Assist resource rich developing countries transform their resources (mineral, oil and gas) into long term economic and social development

Potential procurement issues:

- A blend of DFAT funding with private sector finance through co-financing arrangements.
- Being adaptable to demand and where appropriate, operate on a commercial basis (potential to charge fees to some stakeholders).
- Structured as a company (eg. limited by Guarantee) with potential representatives from industry, civil society and academia, which has different implications from standard project set up



Australian Government
Department of Foreign Affairs and Trade

Emerging Markets Impact Investment Fund (concept stage)

Objective

- To support efforts to grow the impact investment market in South East Asia and improve access to finance for high development impact businesses

Potential procurement issues:

- Different type of services to traditional and different fee models/structures
- Non traditional partners
- Alignment with partners and control vs influence

