

Recommendation 1: Principles of Engagement

Engagement should be organised around three critical anchors to effective engagement with Global South grantmakers

Detrimental perspectives Global North funders to be mindful of by Global North Funders

Lack of context to Global South's lived reality

Global North funders tend to implement solutions derived based on Global North contexts within the Global South. Due to significant socio-political differences between between the Global North and south as well as within the Global South, such solutions tend to provide insignificant results.

Poor local representation in decision making

A needs gap arises between areas being funded and on-ground needs when thematic focus and solutions are created by those based in the Global North decide both. Often times, focus areas are chosen based on ease of implementation and evaluation as opposed to on-ground requirements.

One-sided learning

Often, learning takes place only from the Global North to the Global South. Due to mindset, several best practices and ways of functioning from the south are not passed on to global funders.

Key principles to keep in mind while initiating Global North-South partnerships



Contextualised Solutioning

Continuously and consistently **stay well-informed of the evolving social, cultural, political and economic contexts** of the countries in Global South and how shifts in these can impact philanthropy.



"Nothing about us, without us"

Enable a culture of representing voices from the ground - Global South members should have a space to represent the challenges, needs and priorities of their respective regions from their living reality.



Cross-Learning

Collaboration at the learning level should be facilitated wherein best practices of both the south and the north can be incorporated by global funders.

"Understand the culture in the region and understand the interventions which will work in that particular community"

- Study informant (interviews), funder

"Nothing for us, without us"

- Study informant (interviews), funder

"Knowledge sharing should be two-way as opposed to the South only being seen as a learning entity"

- Study Informant (interviews), expert

Recommendation 2: Increasing Participation of Global South Funders



Rethinking the membership Criteria

- Funder-only Networks can consider including:
 - Foundations that are a mix of grant-making and operations with a focus on the former, i.e. primarily grantmaking as opposed to engaging in it exclusively
 - Intermediary organisations.
- Strict criteria such as “the organisations should be X% grantmaking” will be difficult to verify due to data paucity and hence, should be restructured.



Restructuring the membership fees

We observed that movers and shakers in the region are typically already part of various network organisations, and hence, due to a limited operating budget, prefer to have low membership fee. A benchmarking exercise to ascertain the same can possibly be considered.



Repurposing pitching documents and recruitment materials

- The pitching documents could highlight the unique benefits networks can provide to funders that current regional networks do not offer. Networks are not willing to pay twice for similar services.
 - For Asia, the pitching document could highlight peer networking that results in partnerships for co-funding programs/ initiatives.
 - For Africa, the pitching document could highlight knowledge sharing and peer networking that results in partnerships for co-funding programs/ initiatives.
 - For Latin America, the pitching document could highlight knowledge creation and exchange amongst members.



Relationship building with regional network organisations

Newer networks in the region can consider partnering with regional network organisations to build context of the region and gain access to the movers and shakers. This will also help networks build credibility in the region.



Including the Global South in external facing communication materials

Communication materials such as the website or social media handles can be updated to demonstrate the impact created by network members across the globe, including the global south.

Recommendation 3: Enabling greater funding towards thematic areas

Knowledge Creation and Dissemination

Rationale

Data on the philanthropic ecosystem in the Global South will result in increased awareness and information symmetry

Awareness on under-served themes within larger focus areas within education, children, youth, etc. will result in funding not being concentrated in only a few areas

Standardisation of governance and M&E practices will reduce distrust with the philanthropy sector

Recommended Interventions

Create and disseminate research reports on underserved thematic areas that are either do not receive explicit and/or sufficient funding to bring down the cost of innovation.

- Sector specific knowledge
- Best practices for organisational management
- Models for capacity building of granttrees
- Innovative finance: impact investing, outcome-based funding model, etc.
- Demonstration of case studies wherein new models of governance have worked well
- Systems change funding
- Monitoring and Evaluation

Develop thematic/ working groups within networks that focus on a particular theme and create action plans, identify co-funding opportunities, and advocate for the causes in their networks.

Create toolkits and guides on standardized practices such as monitoring and evaluation, shifting power, decolonizing development, etc.

Recommendation 3: Enabling greater funding towards thematic areas

Building Shared Understanding and Partnerships

Rationale

Lack of collaboration between different types of stakeholders within a region to share knowledge and forge relationships

Collaboration is hindered by inability to align on focus areas and to have in-depth dialogue that lead to fruitful partnerships in large member meetings

Grantmakers are unaware of what programs and non-profits are being funded by other funders, and hence, are not able to leverage co-funding opportunities to increase scale of impact

There is a need for international funders to understand the lived realities of the region they are funding

Lack of a holistic approach to education results in funding being concentrated in conventional focus areas

Recommended Interventions

Conduct regional convenings between funders to focus on challenges, opportunities, risks and mitigations of a particular region.

Networks can informally connect organisations with similar interests and programs that can forge partnerships to co-fund in the specific issue area (help foster collaboratives)

Networks can include a section in their monthly newsletter that covers a particular members profile, their respective geographies and thematic areas of focus, etc. to ensure all members are aware of each other activities.

Building shared understanding amongst Global South and Global North members about differences in funding landscapes through communities of practice that come together to discuss features of their respective funding landscapes, challenges, etc.

Partner with regional network organisations such as ECPAT, FRIDA, GIFE, etc, leveraging their regional knowledge, credibility and membership, to conduct workshops, roundtables with their funders to raise awareness about underserved thematic focus areas within education.