



Transforming Local Infrastructure Funding Cluster

How to... collaborate on funding

Increasing numbers of funding opportunities require collaborative working between organisations. While this can bring many benefits, organisations need to spend time identifying and addressing issues of concern to be sure that collaboration is the right way forward.

The benefits of collaborative working

- Improved or wider range of services for beneficiaries
- Wider geographical reach or access to new beneficiary groups
- Financial savings and better use of existing resources
- Knowledge, good practice and information sharing
- Sharing the risk in new and untested projects
- Capacity to replicate success
- Stronger, united voice
- Better co-ordination of organisations' activities.

Minimising the risks involved

There are several ways to reduce the risks associated with collaborative working:

- Be realistic and honest about the time and resources available to invest in a collaborative project. This will keep the collaboration fair and equal.
- Be clear about which partners are responsible for which areas of work and how partners will approach the work. This will help to build trust and avoid confusion in the

process.

- Agree how to promote the partnership. What words will partners use? Whose logos will be used? What will the key messages be? This will minimise confusion amongst project beneficiaries and avoid diluting each partners' brand.
- Agree collaborative working practices and protocols, including decision-making processes and roles and responsibilities. This will reduce any sense of loss of autonomy or flexibility in working practices as well as keep partners accountable to each other.
- Get to know your partners before you agree to collaborate. What is their mission? What is their organisational culture? This will minimise any mismatch between organisations.
- Be prepared to manage the change and challenges that come with new ways of working.
- Consider the implications for each partner of the collaboration is unsuccessful.
- Be clear about your legal obligations in the collaboration.

Adapted from Potential Benefits and Risks of Collaboration, available at

www.fundingcentral.org.uk/Page.aspx?SP=6294

