

## PARTNERING WITH DENMARK

*Strategic Sector Cooperation. Danish Authorities in International Cooperation.*

*Annual Report 2016*



### Partnering with Denmark

Job creation and inclusive economic growth is key to achieving the UN Sustainable Development Goals (SDG's). Enabling framework conditions for private investments and public – private partnerships are important to facilitate this process.

Denmark has an international reputation for having a conducive policy, planning and regulatory framework, which promotes responsible and sustainable growth, employment and social welfare. Policies and regulation are developed in close dialogue with the private sector and civil society and often involve partnerships based on trust, flexibility and mutual respect for the contribution of the different stakeholders. This approach has provided a conducive framework for advanced solutions in many sectors – such as energy, education, environment, health, and food production.

The Danish Government strongly believes that the experience and competencies of Danish public authorities can contribute positively to achieving the SDG's. In January 2015 the initiative "Partnering with Denmark – Danish Authorities in International Cooperation" was launched to provide funding for partnerships between Danish public authorities and their counterparts in selected developing countries and growth economies.

The Facility provides a platform for sharing Danish experiences with establishing conducive framework conditions for sustainable growth, employment and social welfare.

The Partnering with Denmark Initiative entails two closely linked elements:

1. Strategic sector cooperation (SSC) projects between Danish authorities and partner authorities addressing high priority sector challenges identified by the partner authority and within areas where Denmark has relevant experience and expertise to offer.
2. Deployment of growth counsellors with strong sector expertise to the Danish embassies with SSC projects. They are responsible for coordinating the SSC projects locally and for promoting a wider strategic sector partnership.

The initiative has a triple purpose of promoting sustainable development in the partner country, contributing to stronger bilateral relations and opening doors for Danish companies.

The Danish line ministries contribute with sector expertise on policy development, planning, regulations, standards, enforcement – based on hands-on experience in forming a conducive environment for sustainable development based on the Danish experience and context.

The Facility also promotes the long-term internationalization of Danish business. In order to facilitate engagement of Danish companies, the growth counsellors also share networks and sector insights on market potentials, investment needs and business opportunities with colleagues in the Danish Trade Council, organizations and businesses.

Finally, the Facility aims at strengthening Danish bilateral relations through strategic partnerships within a given sector.

The Danish Ministry of Foreign Affairs (MFA) contributes with its long-term experience with development cooperation, diplomatic network, strong knowledge of country contexts and knowledge of Danish companies and trade and investment promotion. Through the Partnering with Denmark Secretariat, the MFA is overall responsible for the progress, activities and results of the Initiative. The Secretariat heads the inter-ministerial cooperation Working Group and provides advice and quality assurance to the Danish authorities and their partners in the development of the SSC projects. The Secretariat is also in charge of overall monitoring, outreach to business organisations and communication of activities and lessons learnt.

### Current status

20 SSC initiatives involving 7 different line ministries with their relevant specialized agencies have been launched in 12 different countries. 17 growth counsellors have been deployed to facilitate and support the activities. 2 full scale projects were fully developed and approved in 2015 with the remaining 18 in various stages of preparation. An additional 4 projects were developed and approved in the first half of 2016 and an additional 7 approved in second half of 2016. The remaining 7 projects were approved by the end of first quarter of 2017 – which means that 2017 will be a year of full scale implementation in all countries.

The Facility was initially a 3-year pilot program, but will become a more permanent feature of Danish development assistance.

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The “Partnering with Denmark” is now an integrated part of Denmark’s new strategy for development cooperation and humanitarian action, “The World 2030”. The national budget for 2017 includes funding for 8 new growth counsellors and SSC projects and allows for the inclusion of municipalities in the Facility. Furthermore, countries with SSC projects are now eligible for funding for research cooperation and scholarships – paving the way for even deeper and stronger strategic sector partnerships.

## Main achievements and lessons learned in 2016

SSC projects in Bangladesh (Occupational Health and Safety), Indonesia (Energy), Colombia (Pork production), China (Environment), Mexico (Health), Myanmar (Occupational Health & Safety/Labour market reform) and South Africa (Water) are well into implementation and the initial activities have also taken place in Vietnam (Environment and Education). Danish experts have conducted numerous workshops and training sessions in the partner countries and a number of study tours to Denmark have been conducted successfully.

Considerable time and resources have been invested in finalizing full-scale programs in the remaining countries. A key lesson learned is the importance of allowing sufficient time for analysis and dialogue with the partners in order to build trust and identify relevant areas of cooperation. Study tours in the early stages of cooperation have been extremely fruitful in this relation. Full-scale activities in the remaining countries will come on track in first part of 2017.

In all countries, strong relations have been built between Danish authorities and partners. This provides a strong foundation, not just for future SSC cooperation, but also for general political dialogue and stronger bilateral relations. In both Mexico and Brazil the SSC cooperation has led to closer cooperation on joint positions in relation to the WHO General Assembly. In China the dialogue has paved the way for Chinese participation in an international network on reduction of sulphur pollution from ships.

There are also clear sign that the SCC projects can and will create new opportunities for commercial cooperation and export of Danish technology. Growth Counsellors provide valuable sector specific knowledge to their Trade Council colleagues and to Danish companies. Many study tours have included show-casing of Danish

solutions through company visits and workshop presentations. In the environment programme in China a number of Danish companies have been able to present their products and solutions in technical workshops with central Chinese decision makers. In Brazil the creation of a digital innovation center in close cooperation with MindLab provides an excellent platform for presentation of Danish knowhow and technology. In Mexico the SSC has facilitated the creation of a program on diabetes education funded by Novo Nordic.

## Main Events and Achievements in 2016

All 20 preparatory SSC projects approved	February 2016
Inter-ministerial working group	Regular meetings throughout the year
Inter-Ministerial Session at Annual Ambassador’s Meeting with line ministries and Copenhagen Municipality	August 2016
Growth counsellor seminar in Copenhagen	November 2016
Meeting between business organisations, ministries, growth counsellors et. al.	November 2016
Input on the Facility to new Danish Development Strategy and Finance Bill 2017	Spring 2016
Development and approval of 18 full SSC projects	January 2016 to March 2017
Initiation of Strategic Matchmaking Process for identification of 8 new SSC projects	December 2016
Preparations for review of facility in first half of 2017	December 2016

The first year of “Partnering with Denmark” Facility has also been a year of mutual learning and gradual development and refinement of approaches and administrative procedures. The cooperation between the involved line ministries and the secretariat in the Ministry of Foreign Affairs has led to mutual learning and a common understanding of purpose and requirements for development projects has gradually been established. Based on this process, the administrative guidelines will be revised at the end of 2017.

Link to the revised [guidelines](#)

## Contact:

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