

Figure 1 : Transactional vs Collaborative Approaches

FEATURES

Funders and providers each have separate roles at certain stages with little ongoing interaction

Assessment of fit does not involve co-design or negotiation, but is based on prior experience against a pre-defined set of criteria

Emphasis on clear roles to avoid conflicts of interest

A formal application and allocation process is used to initiate these types of projects

PROS

Clear scope and definition of solution

Strong clarity of process with clear accountability

Transparency at initial procurement stage

CONS

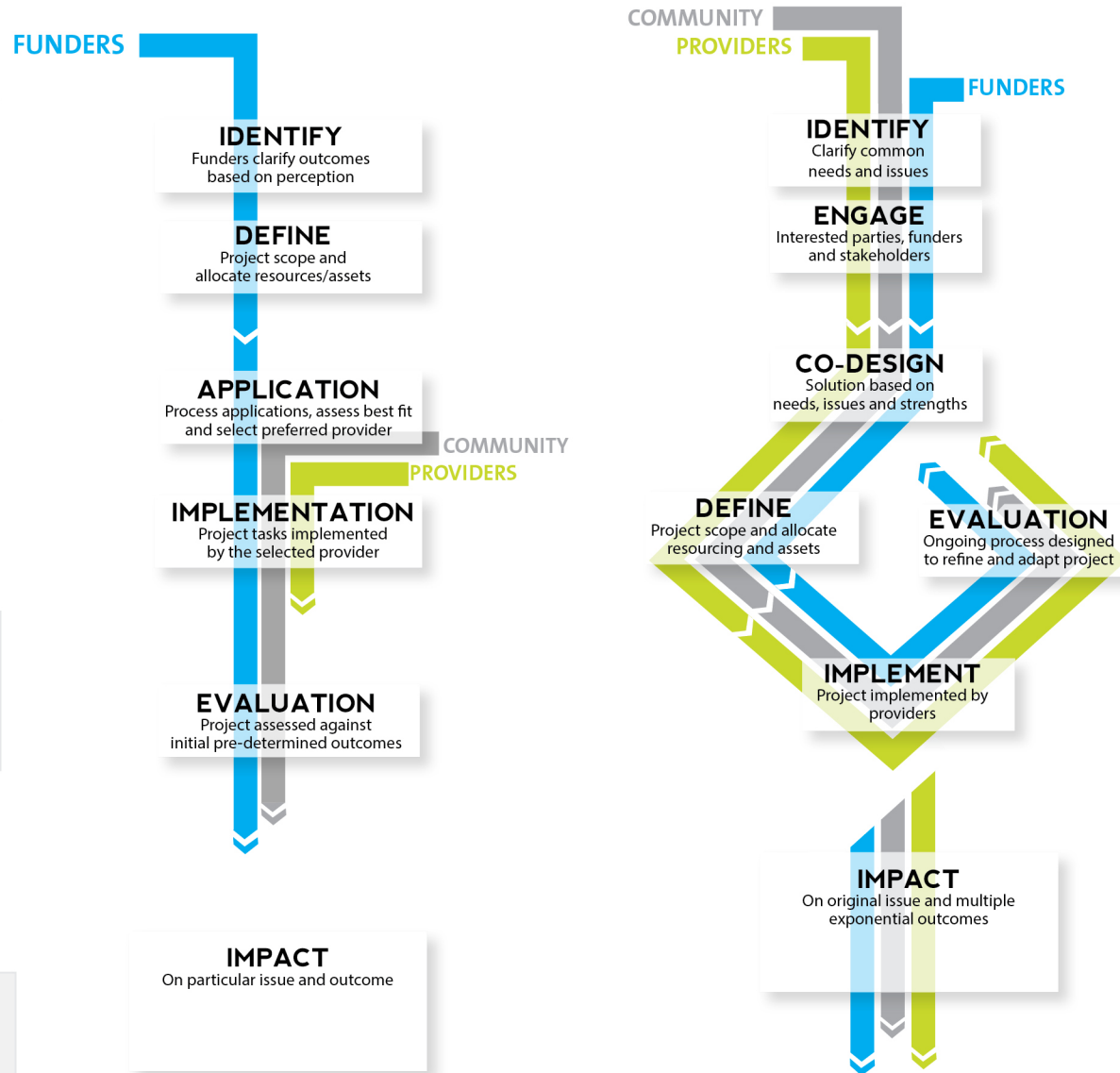
Difficult to innovate or develop new and alternative solutions once project begins

Difficult to adapt and respond to changing environment

Decision making power retained by the funder

Potential for duplication and multiple small projects doing similar things with similar outcomes

This process excludes community voice in most cases



FEATURES

Funders, providers and community all participate in identifying key issues, then co-designing, implementing and evaluating a range of solutions

This process supports community led development, allowing community engagement throughout the process

Design based project – customised to meet a specific need or address an issue with no pre-set solution

Authentic consultation with potential recipients and partners

Built on partnership – multiple parties engaged on an equal footing

Multi agency – approach based around collaboration, collective impact and partnership

PROS

Opportunity for all parties to influence the direction of development

Meets a complex need in a complex environment by creating a unique solution

Possibility of collaboration between funders/providers/communities

Synergies – outcome is exponential, whole is bigger than the sum of the parts

Emphasis on sustainably – the partnership relationships are negotiated and practiced which are very likely to outlast the project

Uses a strength based approach – collective intelligence

CONS

Time intensive for all parties

Complex governance roles – role definition takes more discussion and negotiation

Potential conflicts of interests, conflicts of personality, ego, power, etc.

Results take a lot longer to emerge – not a quick fix