

JOURNEY TO SCALE WITH GOVERNMENT

THE MINDSET

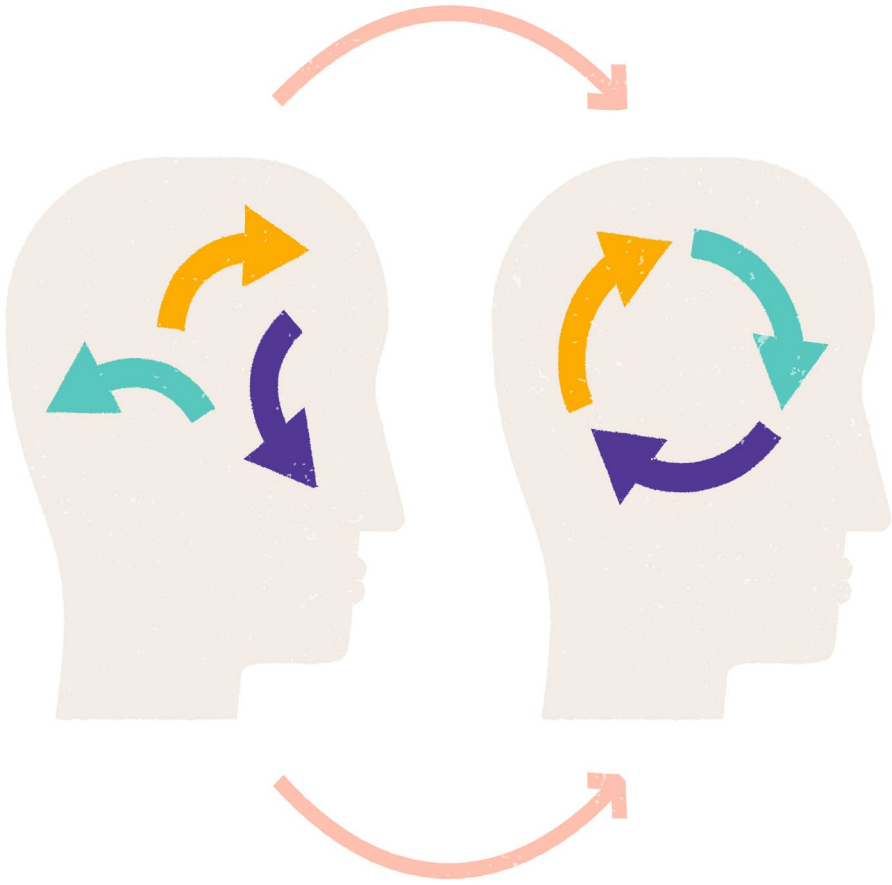
Centring the role of Government

The Social Impact Organisation Mindset Shift

The Funder Mindset Shift

The Government Mindset Shift

The Learning Network



THE MINDSET SHIFT

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CENTRING THE ROLE OF GOVERNMENT

Funders and social impact organisations often initiate a solution, but bring in government and communities too late in the process. We believe that achieving government ownership requires centring the role of government as a partner and valued member of the system throughout the journey. To do so often requires a shift in mindset between government, social impact organisations and funders towards developing collaborations that are transparent, built on trust, equitable and mutually beneficial.

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If you don't think about sustainability and long-term government ownership from the beginning, everything will crumble after the pilot. Make sure to take the time, even though it requires patience.

Dr Martina Lukong Baye,
Cameroon Ministry of
Public Health

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It's less about transitioning a solution and more about government co-designing it from the start. When you approach it that way, the transition is sort of automatic...it increases the likelihood of sustainability and [Government] taking on [a solution] in the long run.

Nosa Orobato, Bill & Melinda
Gates Foundation

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We need to challenge [social impact] organisations to come up with innovations to the problems we care most about. There are some brilliant innovations, but they are not in line with [government] strategic plans, so they go down the drain.

Dr Daniel Gebre-Michael Burssa,
Ethiopia Ministry of Health



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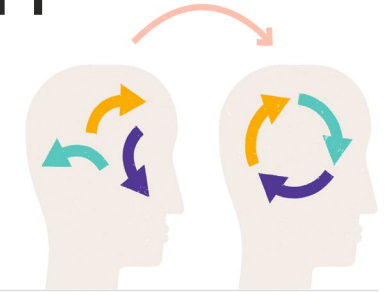
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THE SOCIAL IMPACT ORGANISATION MINDSET SHIFT



I USED TO THINK...

NOW I THINK...

I want government to implement my solution.



I want to work with government in solving the most pressing problems in their country plans.

All this bureaucracy is getting in the way of innovation.



The solution needs to align with government systems.

We need to do it ourselves if we want it done right!



How can we build the capacity of government to support the solution?

Working with government is so slow.



It's a marathon not a sprint! Ultimately it will lead to longer-term impact.

But we've already agreed to this!



I want to make sure our approach still makes sense given changing circumstances.

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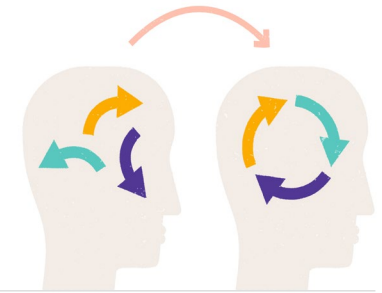
The Government Mindset Shift

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THE FUNDER MINDSET SHIFT

I USED TO THINK...

NOW I THINK...



How do I best support grantees to scale their solution?



How can we provide the support that enables government to solve the most pressing problems?

Government's role is to pick up the solution and implement it.



Government's role is to co-create the solution and eventually take full ownership of sustaining the solution.

Evaluations are driven by my needs.



Governments need evidence that the solution works before scaling. We should provide the time and financial resources to help build that evidence.

M&E is primarily about accountability.



M&E is primarily about learning and adapting.

Adding a new solution is the best way to solve a government's problem.



Focusing on integrating and strengthening existing solutions may be just as important as creating new ones.

Government is slow and bureaucratic.



Government takes time to engage and be responsive to a wide set of stakeholders.

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THE GOVERNMENT MINDSET SHIFT

I USED TO THINK...

I'm overwhelmed by partners who think they have a great new solution.

The long-term impact of the innovation won't be realised during my time in office.

How do I know which innovations will have impact at scale?

The priority is to select the right technical solution.

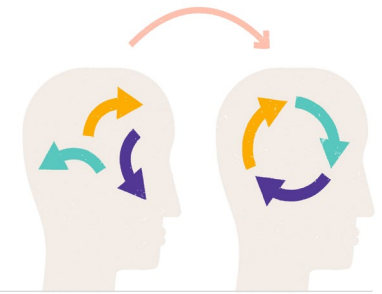
NOW I THINK...

I need to help partners understand my strategic priorities and where innovation is needed.

I'm committing to the sustainability of the innovation and will advocate for it across and within government departments.

We need a strong evidence base that's tested within the government system before we commit to owning an innovation, and processes in place for ongoing monitoring.

Understanding the capability and capacity to absorb and manage the solution is as important as the solution itself.



THE LEARNING NETWORK

VillageReach and Spring Impact, with the support of a coalition of funders, have established the Learning Network to share best practices in transitioning solutions to governments. The goal is to increase the likelihood of solutions in low-resource settings reaching sustained impact at scale with government ownership.

We hope that this tool will be shared, adapted and applied by anyone aiming to collaboratively navigate the journey to sustained impact with government ownership.

[> Join the Learning Network](#)



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