

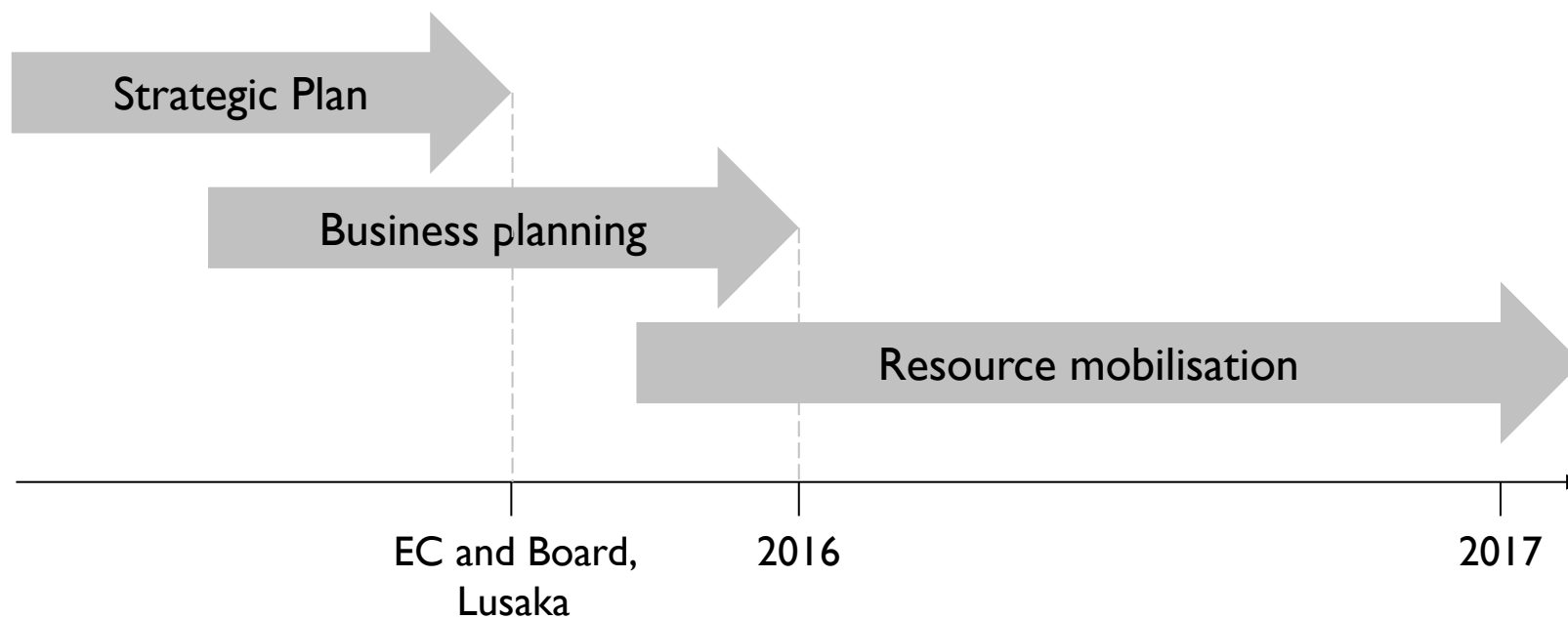
Process and Timelines: The Partnership's Business Plan, Resource Mobilization Strategy

(Item 10)

The Partnership for Maternal, Newborn and Child Health

*Secretariat Hosted by the World Health Organization and
Board Chaired by Mrs Graça Machel*

Overview: Three Linked Processes

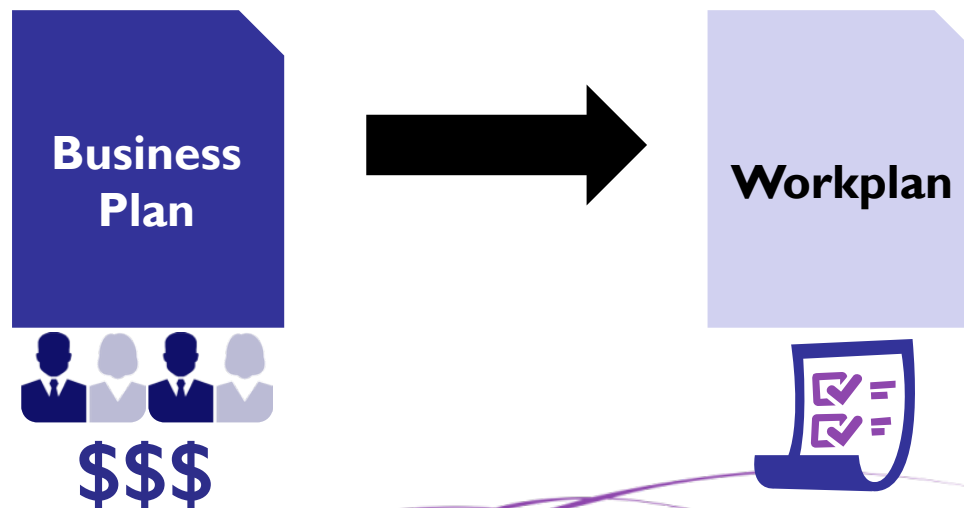


Business Plan Overview

A **Business Plan** houses the Partnership's resource objectives – both financial and human – as captured through a high-level 5-year **budget** and **human resource** plan, as well as a **high-level results framework**

The Business Plan will be the basis for discussions with potential donors to mobilise the necessary resources for Partnership's operations.

This will set the baseline inputs for the annual workplanning process.

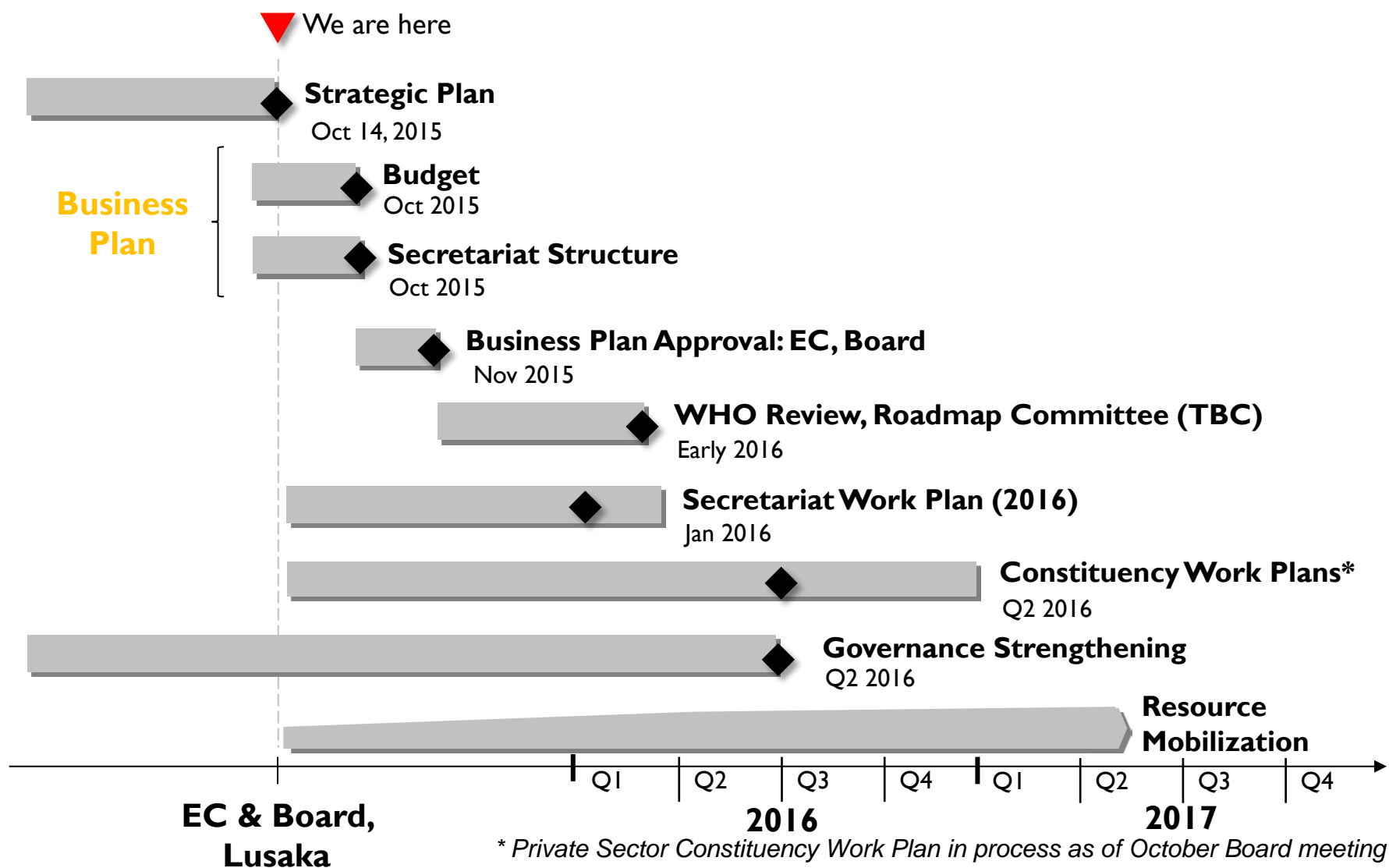


Business Plan Approach

Upon close of the Annual Board Meeting and approval of the Strategic Plan, the Secretariat will complete the following activities:

1. Finalise proposals for new Secretariat Organisational Structure, including place of IAP support
2. Map Organisational Structure to Human Resource Cost Plan
3. Prepare high-level results framework
4. Cost budget based on current and historic financial data, proposed staff structure and activities to deliver results and other expectations and ambitions articulated by the EC and the Board
5. Draft into crisp Business Plan document and circulate to EC members who will share with their Board members (no later than 6 November)
6. Seek guidance and approval in a special virtual Board session (16 November 10:00 – 12:00 pm EDT is proposed)
7. Once Board has offered guidance, begin discussion with host agency, submitting to WHO Roadmap Committee, if required

Business Plan Proposed Timeline

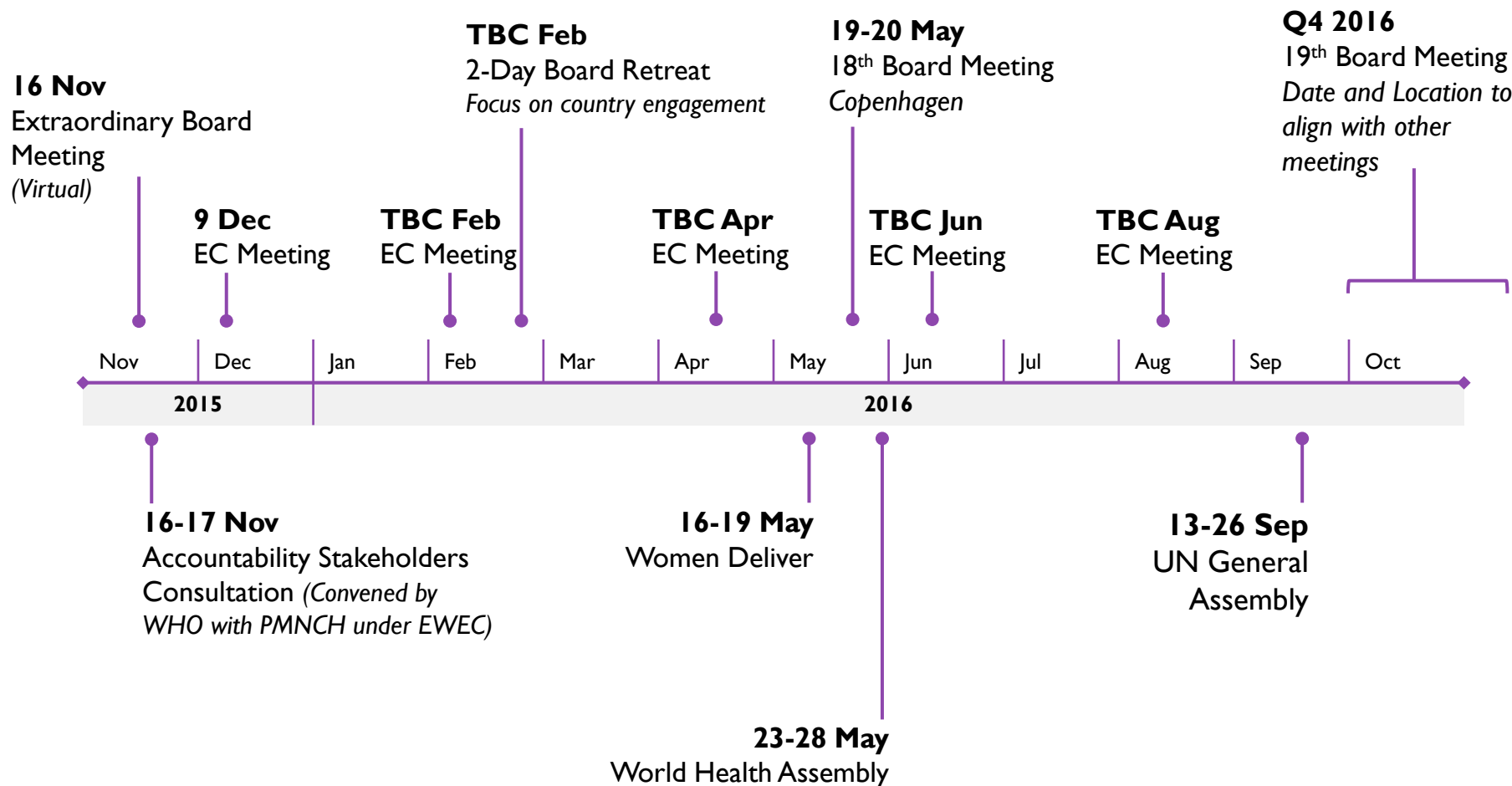


Resource Mobilization Strategy

- Proposals under consideration
 - Bill & Melinda Gates Foundation, Mac Arthur Foundation, USA
- Processes/discussions initiated with current donors
 - Australia, Netherlands, Norway, Sweden, United Kingdom
- Advanced discussions with existing donors
 - Canada, Germany
- Exploration with new donors
 - Japan, UAE, Qatar, other potential private sector donors

Key Dates in the Next 12 months

Board/EC Dates



Sector Activities