

28th SESSION STANDING COMMITTEE
ON PROGRAMMES AND FINANCE

AGENDA ITEM 18

IOM Partnerships with Private Sector

Serhan AKTOPRAK

Head of Private Sector Partnerships Unit

Donor Relations Division

Department of International Cooperation and Partnerships

IOM Partnerships with Private Sector

- I. Key figures 2016-2020
- II. Breakdown of funding by type of donor
- III. Breakdown of partnerships by project type
- IV. Mid-term thematic evaluation (2018)
- V. Key initiatives
- VI. The way forward

Thanks to the financial contributions of:

- The Kingdom of Belgium (2016)
- The Republic of Korea (2017, 2018, 2019)

I. Key figures 2016-2020

24.5 USD Million
Private Sector Revenue

+950 Partnerships and
Collaborations

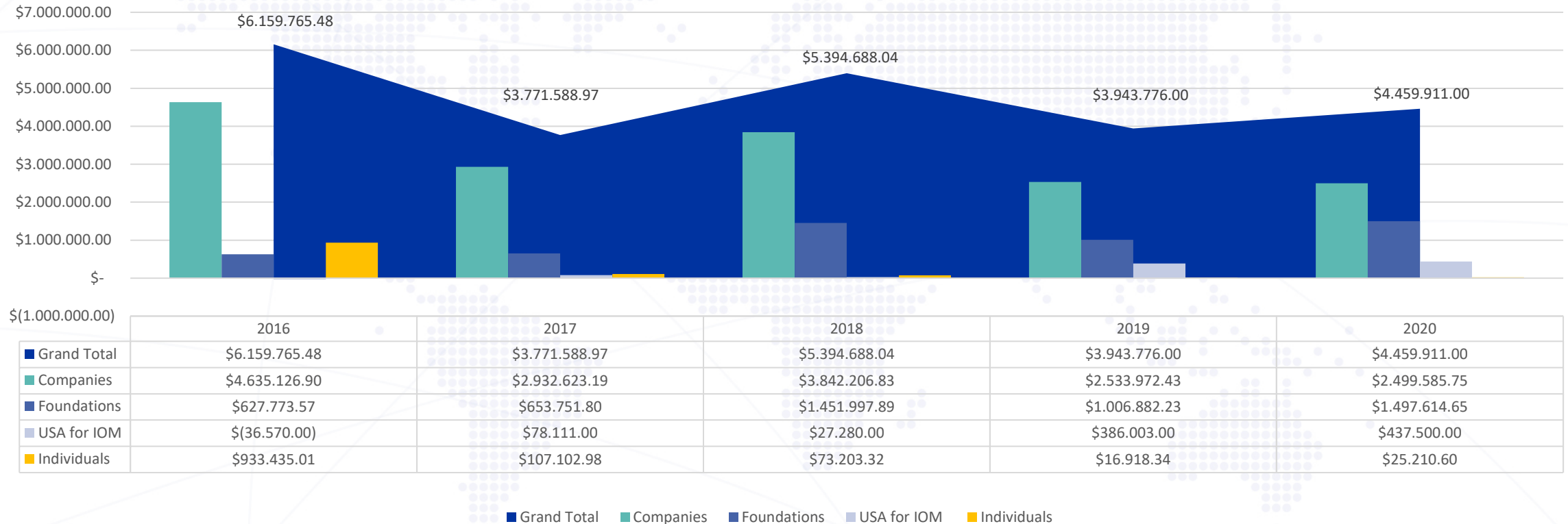
+90 Partners

80 Countries



II. Breakdown of funding by type of donor

Private Sector Global Revenue 2016 -2020



III. Breakdown of partnerships by project type



IV. Mid-term thematic evaluation (2018)

The scheduled Evaluation confirmed the relevance of the Strategy and outlined 6 key findings:

1. Need for increased and predictable funding to reach the goals outlined in the Strategy;
2. Improve on prioritizing partnerships given limited resources;
3. Define officially the role of DRD in implementing/coordinating the Private sector strategy;
4. Define clearly how contributions (unearmarked) received should be allocated and communicated better/enforce the need to carry out due diligences prior to any agreement with private sector partners;
5. Ramp up efforts on individual giving and philanthropic contributions from companies and foundations;
6. Improve leveraging of USA for IOM – in view of charitable giving potential in the US.

V. Key Initiatives

Pillar 1: Enhancing capacities of IOM staff to better identify and engage with the private sector:

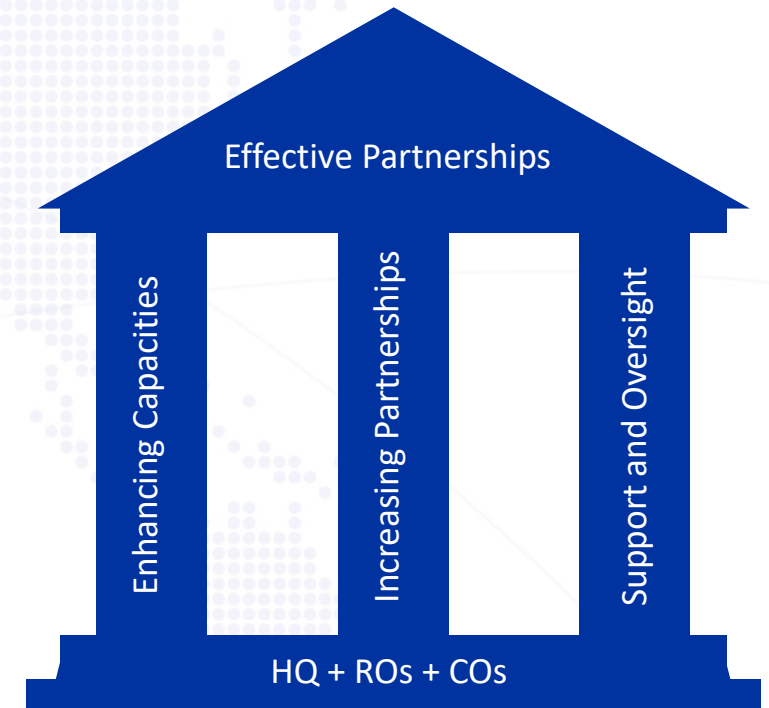
- Workshops, seminars
- Communication and capacity building tools

Pillar 2: Increasing partnerships with private sector:

- Roundtables with corporations and foundations
- Field visits
- Fundraising (individual giving) campaigns
- Participation in UN-led initiatives
- Participation in World Economic Forum

Pillar 3: Increasing efficiency through effective operational support and oversight:

- Private Sector Partnerships Unit
- New Private Sector Partnerships Strategy (2021-2023)
- Islamic Social Financing
- Development of a Customer Relationship Management (CRM) tool
- Due Diligence Policy
- Goodwill Ambassadors Policy
- Private Sector Donor Agreement Templates
- Innovation Partnership SOPs



VI. The way forward

- Private Sector Partnerships Strategy (2021-2023)
- Islamic Philanthropy Fund
- MoU with USA for IOM
- Piloting CRM
- Joint initiatives with the UN system

THANK YOU

Serhan Aktoprak

Head of Private Sector Partnerships Unit

drdpsl@iom.int

