



PARTNERSHIP FRAMEWORK







TYPES OF PARTNERSHIPS

Our partnerships fall into five categories:

Partners are drawn from leading companies, UN agencies, development banks, civil society organizations and academic institutions. They have access to branding and visibility, our extensive global network, opportunities for knowledge exchange and insights on data and evidence. We work with them to inform our strategy, to disseminate key messages and to deliver interventions.

Funding Partners are the governments and philanthropic foundations making a financial contribution to the work of SEforALL. Currently we do not accept funding from the private sector other than through sponsorships to offset the cost of events, and through 'in kind' support to Accelerators (please see below).

Accelerators are public-private partnerships focused on specific sustainable energy challenges. Typically these are multi-stakeholder groupings hosted directly by SEforALL or by partners such as World Resources Institute (WRI), UN Environment and the United Nations Industrial Development Organization (UNIDO).

Regional Hubs are groups of partners working to implement agreed SEforALL objectives at a regional level and to bring learning and insights back to our global network. Regional Hubs currently cover Africa, Asia-Pacific, Latin America and the Caribbean (LAC) and the Middle East. Each is hosted by the relevant regional development bank, and each brings together UN agencies and economic organizations active in the region with a network of designated policy focal points in national governments.

Thematic Hubs coordinate groups of partners working on specific challenges related to sustainable energy (for example, energy efficiency). Typically hosted by international organizations such as the World Bank and the Copenhagen Centre for Energy Efficiency (C2E2).

DELIVERING ACTION THROUGH PARTNERSHIPS

As a global platform, Sustainable Energy for ALL (SEforALL) empowers leaders to broker partnerships and unlock finance to achieve universal access to sustainable energy as a contribution to a cleaner, just and prosperous world for all.

SEforALL works in support of the global movement that has grown around UN Sustainable Development Goal 7 (SDG7). We believe that focused collaboration between public, private and civil society groups is essential for progress against SDG7 targets.

WORKING WITH SEforALL

We organize our work into a series of programmes or 'interventions', each designed to address a specific challenge on the critical path to achieving SDG7. Interventions range from broad, evidence-based advocacy programmes to direct engagement with senior leaders, from facilitating dialogue between partners, to benchmarking progress.

Our partnerships are formalized through fixed term (three year) agreements that outline a joint set of commitments, and upon which we seek to build joint activities as our interventions develop.

PROFILE OF AN SEforALL PARTNER

SEforALL seeks partnerships with leading companies, UN agencies, development banks, civil society organizations and academic institutions. Through our network, we work to provide a neutral space for new and sometimes difficult conversations. We focus on intensive inquiry, challenging assumptions and bringing new perspectives, with the expectation that our partners will be enabled to identify specific pathways for action, implement solutions and deliver results. We strive to include at all times in work with partners a focus on women and others most vulnerable in society who suffer the most from the implications of energy deficits and energy poverty.

We believe that our partners have many strengths, particularly in energy infrastructure (from generation to distribution to appliances), supporting early-stage innovation, and advancing technologies and new business models.

Our partnerships seek to represent a diverse array of sectors and geographies, and our partners typically meet the following criteria:

- 1. Capacity.** We prioritize partnerships with larger organizations with capacity to influence progress on SDG7, including companies, multilateral finance institutions (MFIs), UN agencies, international organizations, civil society organizations, and academic institutions.
- 2. Track Record.** We prioritize working with organizations that are market leaders or pioneers in the field of sustainable energy or are influential within sectors critical to the energy transition. We consider the empowerment of women and delivery of energy to marginalized communities to be key elements of leadership in this regard.
- 3. Presence.** We work with organizations active in relevant High-impact Countries (HICs) for elec-

trification, clean cooking, energy efficiency and cooling as identified through our research;

- 4. Commitment.** We conduct a review of all new partnerships and prioritise working with organizations that can demonstrate a commitment to faster progress on SDG7, including a commitment to our Partnership Principles as laid out in Annex 1 to this framework document.

In addition to organizations meeting the above criteria, we recognize the essential work being carried out internationally by thousands of innovators, entrepreneurs, community organizations, local governments and campaigners. We seek to support these leaders where possible through the Sustainable Energy for All Forum and other events, by profiling their success stories on sustainable energy in our communications, and by consulting and engaging members of this community in the design and delivery of our interventions.

SEforALL'S OFFERING

SEforALL creates high-value partnerships with leading organizations and groups of organizations. We bring to these partnerships our global reach, our policy insight, our action orientation, our focus on empowering leaders and supporting them to effectively contribute towards securing a just energy transition that leaves no one behind including women and the poorest people in society. We work with partners to marshal evidence, benchmark progress, tell stories of success and connect stakeholders.

SEforALL Partners have access to:

- 1. Strategic Insight –** We work to provide Partners with new knowledge and insights through webinars, newsletters and the opportunity to contribute to the development of knowledge products (e.g. the Energizing Finance report series, the Cooling for All Outlook).

2. An Extensive Global Network – We convene stakeholders from governments, private sector, international and regional organizations, finance and banking institutions, and civil society organizations and provide a neutral space for new and sometimes difficult conversations that can foster decisions and actions towards achieving SDG7.

3. Leaders and Unlocking Finance – We foster partnerships and facilitate connections that will help leaders unlock finance for centralized and decentralized energy solutions from investors interested in options at the country level, for energy efficiency and renewable energy.

4. Events & Convenings – We provide opportunities for knowledge exchange and high-level dialogue, through specially-convened Partner meetings, major events and multi-stakeholder platforms.

5. Communication Support – We work with Partners to tell stories of success, explore what is working and reaching scale, what innovations in policy, technology, business or finance are underway, and who is benefitting.

Our Partners also enjoy the following benefits:

- Quarterly Partner-only webinars providing insights into our research and policy analysis;
- Opportunity to collaborate on specific SEforALL interventions;
- Invites to all SEforALL events and other specially convened Partner meetings;
- Opportunity to sponsor SEforALL events including the SEforALL Forum; and
- SEforALL Newsletter.

PROCESS FOR NEW PARTNERSHIPS

SEforALL formalizes new partnerships through the following process.

1. An initial consultation between SEforALL and the prospective Partner to identify potential areas of collaboration and to understand objectives;
2. An internal risk review conducted by SEforALL and overseen by the Director of Partnerships;
3. Approval in principle of new partnership by SEforALL's Management Team;
4. Review and agreement of Partnership documents:
 - a. Partnership agreement (renewed every three years) signed by the SEforALL CEO and the Partner organization CEO
 - b. Partnership Principles signed by the Partner organization CEO or Board member.
5. Identification of relationship focal points at both Partner organization and SEforALL
6. Announcement of partnership (by mutual agreement)
7. Partnership implementation, including ongoing review of opportunities to collaborate in SEforALL interventions.

Partnerships are monitored informally by SEforALL's Management Team on a quarterly basis, and our 'Building the Global Movement' intervention that includes partnerships, is subject to annual formal review through SEforALL's Monitoring Evaluation and Learning (MEL) framework. Funding partnerships are also subject to reporting and evaluation as agreed with the respective Funding Partners on a case by case basis.



ANNEX 1: PARTNERSHIP PRINCIPLES

New Partners commit to the following principles, at CEO or Board level.

Through this partnership we affirm our belief in the following principles.

- 1. Energy is the 'Golden Thread'**¹. Affordable, reliable and clean energy (SDG7) is an essential precursor to many other Sustainable Development Goals, specifically the eradication of poverty (SDG1), ensuring food security (SDG2), making advancements in health (SDG3), delivering education (SDG4), promoting gender equality (SDG5), ensuring safe and adequate water supply (SDG6) enabling industrialization (SDG9) and combating climate change (SDG13).
- 2. Climate Change is an Urgent Challenge.** The Paris Agreement on climate needs to be implemented and its targets fully realised.
- 3. Energy Efficiency First.** SDG7 can only be achieved by putting energy efficiency first, so that energy efficiency and demand-side solutions be-

come core pillars of energy plans and business strategies.

- 4. Gender Equality.** Incorporating gender equality at the heart of our activities is essential, working towards women's full participation in sustainable energy solutions at every level.
- 5. Leave No One Behind.** The energy transition must include enhancing and extending the provision of sustainable modern energy to the very poorest people in society who will not otherwise be reached by 'business-as-usual' approaches.

We therefore commit to:

- 1. Accelerate** action against the 2030 core targets of SDG7, namely to:
 - a. ensure universal access to affordable, reliable and modern energy services;
 - b. increase substantially the share of renewable energy in the global energy mix; and
 - c. double the global rate of improvement in energy efficiency.
- 2. Demonstrate and communicate our leadership** in support of progress towards SDG7;
- 3. Work in partnership** in pursuit of action, and with governments, private sector, civil society and multilateral organizations.

¹"Energy is the golden thread that connects economic growth, increased social equity and an environment that allows the world to thrive." UN Secretary-General Ban Ki-moon, 2012 remarks at the Center for Global Development event on "Delivering Sustainable Energy for All: Opportunities at Rio+20"

ANNEX 2: EVOLUTION OF OUR PARTNERSHIP FRAMEWORK

Background to SEforALL's Partnership Framework (2016)

In July 2016 SEforALL was established as an international organization,² having previously existed as a United Nations initiative launched in 2012 by then UN Secretary-General Ban Ki-moon.

At the time of 'spinning out' from the UN, SEforALL had over 100 known relationships with partners and groups of partners and many others that were more informal, reflecting the 'bottom up' nature of the UN initiative that encouraged supportive commitments from stakeholders across government and the private sector.

In 2016 SEforALL as an independent international organization began a process of restructuring and rationalizing these partner networks. This process included (a) formalizing relationships with existing SEforALL partners; (b) revising partnership agreements with SEforALL Hubs and Accelerators and (c) revising a series of former 'High Impact Opportunity' partnerships established through the UN initiative, to either create new Accelerators or draw these to a close.

Since 2016, SEforALL has delivered:

1. A transparent partnership structure, laid out in our 2016 Partnership Framework and now updated in 2019, designed to deliver on our capacity for strategic insight, action-oriented partnerships and compelling communications;
2. An initial cohort of formalized Partners to SEforALL, and a pipeline of conversations in process;

3. Workstreams and interventions run by SEforALL or by third party organizations by agreement (Regional Hubs, Thematic Hubs, some Accelerators), in which private sector, NGO, government and UN agency partners are participating to varying degrees; and
4. A funding base primarily built upon the cohort of governments that backed SEforALL at its inception as a UN initiative, with a growing group of philanthropies aligned to SEforALL's mission.

Updates to this framework document (2019)

The first version of our Partnership Framework was approved in 2016 by our Administrative Board. The current version has been updated with the following changes:

1. Edits to text for clarity and coherence with SEforALL's strategy and workplan 2019-21.
2. Updates to simplify the partnership structure section for clarity and efficiency of delivery. These include removing the distinction between former 'Delivery' and 'Proud' Partnership categories.
3. An updated partnership structure reflecting that the 2016 version referred to interventions planned in 2016 and 2017 that are now largely completed.
4. An updated and simplified definition of Hubs and Accelerators.
5. Introduction of a simple set of Partnership Principles (Annex 1) to indicate the shared intent of partners and SEforALL.

The 2016 version of this document can be viewed [\[here\]](#).

² Sustainable Energy for All is incorporated as a Quasi-International Organisation (QIO) under Austrian law, and is headquartered in Vienna with a satellite office in Washington DC.



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