

Delivering Community Impact Through Effective Corporate/NGO Partnerships

***Mike Straney, Director of Major Giving
Sightsavers***

39 million blind people in the world

80% of blindness is avoidable

90% of blind people live in developing countries

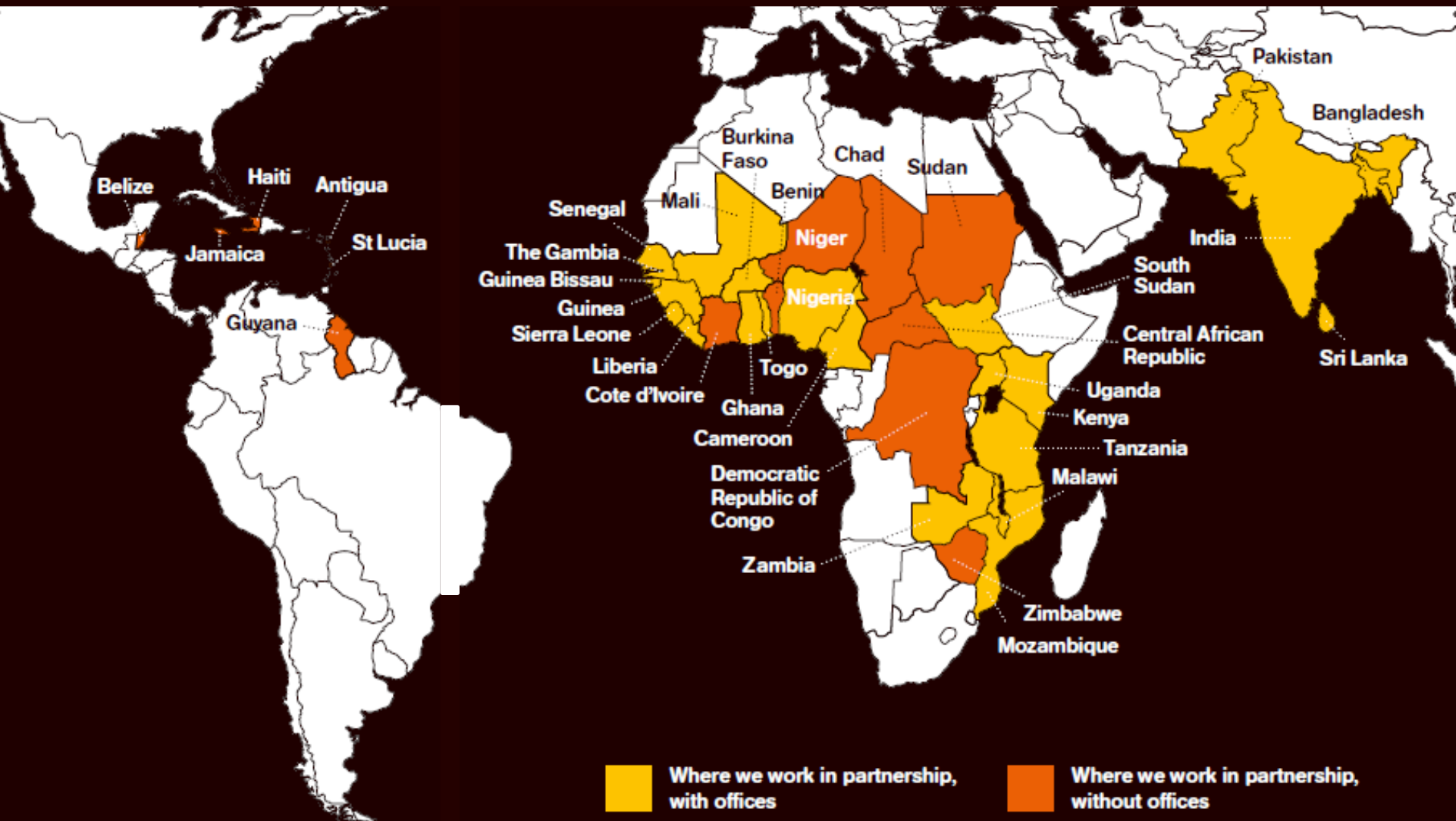
Sightsavers' Mission :



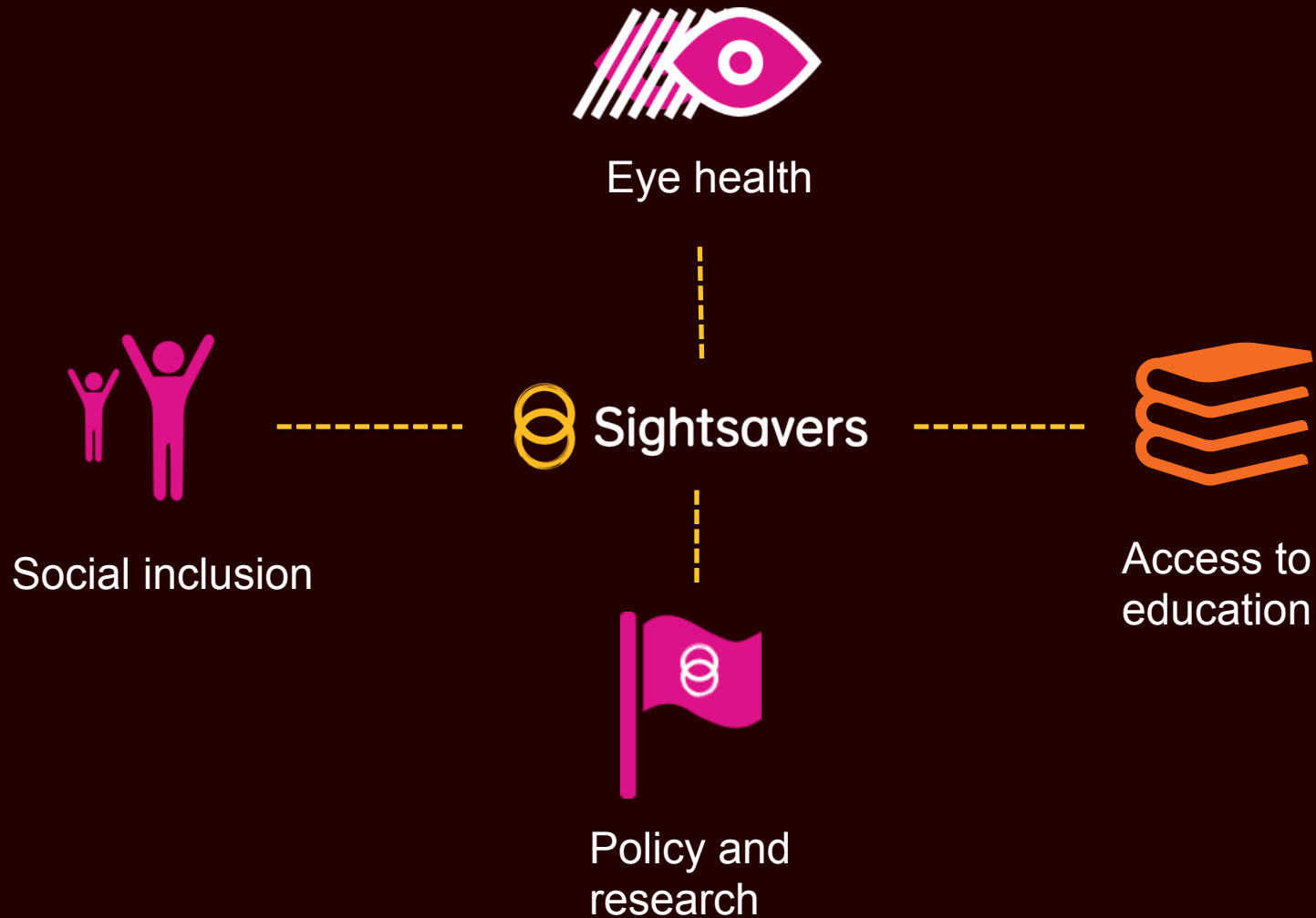
Sightsavers is an International organisation that aims to **eliminate avoidable blindness** and promote **equality** for people with disabilities.

We work where need is greatest

Sightsavers works in more than 30 countries around the world



Our areas of work



How we work

We partner with regional and national governments and NGOs to:

- Distribute disease treatments
- Carry out surgeries and eye examinations
- Advocate for people with disabilities
- Strengthen health systems



Partnership: Anglo American



Partnered 1993-2010

**Programme Countries: Tanzania, Mali,
Guinea, Senegal**



Partnership: African Petroleum



Partnered 2012-2013

**Programme Countries: Gambia, Liberia,
Senegal**



Benefits

To the corporate partner:

- Working with a credible global NGO
- Financial security
- Rigorous monitoring and evaluation
- Supporting “Ministry-approved” programmes
- Tangible outputs

To Sightsavers:

- Advancing our mission to reach those in need
- Working with a partner who understands local context
- Long term commitment to a region

- Geographical fit
- Managing reputational risk (on both sides!)
- Crisis management
- Changing/competing priorities
- Impact of market change

- Open, honest dialogue
- Senior level buy-in (on both sides)
- Detailed partnership plans
 - ✓ Monitoring frameworks and timescales
 - ✓ Milestones
 - ✓ Communications

For more information please contact
Mike Straney, Director of Major Giving

mstraney@sightsavers.org