Open Contracting Partnership

DRAFT STRATEGY AND THEORY OF CHANGE

Gavin Hayman | Kathrin Frauscher
Objectives

- Introduce the OCP and the OCP’s Theory of Change (ToC) that we are currently developing.

- Get your feedback on how the OCP can add value to your open contracting efforts and how we can strengthen our ToC.
Overview

- Mission of the OCP
- What is open contracting?
- Our value proposition
- What does the OCP do? Our ToC.
- How will we support implementation?
- OCP approach
- Risks and Assumptions
- How would we know that our ToC is working?
Mission

We advocate, collaborate, innovate and learn to boost transparency and participation across government contracting. We do this to make sure that the trillions of dollars spent on contracting each year lead to better goods and services for citizens, greater opportunities for businesses and more efficiency and trust for government.

#NoSecretDeals
Why it matters
Contracting seems dull.
But it’s the bricks and mortar of public benefit.
$$\$\$ get converted to hospitals, schools, roads etc.
Done right, we can help to:
Improve services
Save Money
Create Business Ops
Deter corruption
& fraud
Decrease bureaucracy
Build trust in government
What is open contracting?

Publication & disclosure of contracting data

Participation & use of the data

Feedback and redress so problems get fixed
Our value proposition

**Government**

- Save money, deliver better goods and services & avoid scandals
- Join an internationally recognised process that can reduce the risks in reforms, maximise the chance of great results and gain global recognition/awareness
Our value proposition

**Businesses**

- Easier access to tenders, improve market entry, reduced cost of contracting
- Dialogue with government and customers on understanding each other’s responsibilities and how to address potential problems
- Recognition for being transparent and innovative
Our value proposition

CSOs

Get a seat at the table, provide leverage, focus on feedback to government on fixing things

MSI’s and ongoing OC efforts

Help you deliver on your mission, deliver stories and the final mile of goods and services
The Open Contracting Partnership

- Builds global norms and demand for OC worldwide
- Strengthens implementation of OC

Promotes learning, evidence and collaboration
FEEDBACK LOOPS

Activities

- Building a global norm and demand for OC worldwide
  - Global advocacy & communications on OC principles
  - Document benefits of OC
  - Outreach to co’s, gov & CSOs to support OC
  - Support local campaigns to tackle blockers
  - Expose and fix problems using OC data

- Strengthening Implementation of OC
  - Share & implement principles & standards
  - Test & learning projects by OCP
  - Advice & assistance for network partners

- Learning, evidence and collaboration
  - Facilitate peer-learning and networking
  - Enable collaboration and coordination
  - Capture stories, results and insights

Outputs

- Short Term
  - Global principles recognised in international fora
  - More government and businesses act on OC principles
  - Increase use of OC data inc. exposure of waste & "corruption"

- Medium Term
  - Changed narrative for dealmaking from "closed" to "open" by default
  - Increased evidence of redress when problems identified
  - Effective models and practices to apply OC in different contexts

- Long Term
  - GOVERNMENTS
    - Reduced corruption
    - Reduced bureaucracy/complexity
  - BUSINESSES
    - Reduced corruption
    - Lower transaction costs
    - Fairer playing field
  - CITIZENS
    - Better goods and services

Outcomes

- Improved trust
- More successful cases of OC
- Better goods and services
- Reduced corruption
- Reduced bureaucracy/complexity
- Lower transaction costs
- Fairer playing field
- Improved trust
Focus activities of the OCP

Builds global norms and demands

- Global advocacy & comms
- Outreach
- Document benefits
- Support local campaigns
- Use OC Data

Strengthens implementation of OC

- Advise and assist network partners
- Test & learning projects
- Share and implement principles & standards

Promotes learning, story telling and collaboration

- Peer-learning and networking
- Capture stories, results and insights
- Enable collaboration and coordination
How does the OCP ensure and support implementation of open contracting?

<table>
<thead>
<tr>
<th>Learning and test projects</th>
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<tr>
<td>with specific agencies/companies</td>
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**AIM**
- Demonstration effect
- Learn and share what works in different contexts

**OCP’s ROLE**
- Direct OCP support to stakeholders

<table>
<thead>
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<th>Support partners’ projects</th>
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<td>MSIs, other organizations</td>
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**AIM**
- Advance the field of OC
- Facilitate shared learning, models and norms

**OCP’s ROLE**
- Support OCP partners
- Show case their efforts
- Curate learning
OCP’s Learning and Test Projects

- Letter of commitment from government agency
- Agency commits to open contracting and to implement one full cycle of open contracting, i.e. disclosure, participation and redress
- OCP with other partners provides assistance and advice for implementation
- OCP will comment as critical friend on progress and capture advances through existing indices and reports (e.g. IRM, IIAG, etc)
- Showcase and celebrate progress and results
- Feed learning into global advocacy and share with network partners
Approach
Approach

Work across constituencies and across sectors
OC is not a new initiative focusing on government sign up but a targeted effort to advance open contracting within existing initiatives and frameworks.
Approach

Fit into existing conversations

Integrate with existing MSIs to help them deliver on their mission

Field builder, not being the field
Approach

OCP is a doing and learning organization
Build baselines and track learning and progress right from the start
Intervene where we can clearly add value & see a link to results on the ground

Approach
OCP is not a formal MSI but a MSI in spirit.
Risks
Risks

Fragmentation of the OC field and overextension of the OCP.

**SOLUTION**
Focus on targeted interventions and results; facilitate collaboration and learning across ongoing efforts.
Risks

Closure of civil society space.

**SOLUTION**
Work with credible government agencies, high-level support for civil society space is entry condition, showcase progress more and make less fuss about initiation of the work.
Risks

Contracting is dull and procurement narrative of compliance turns people off.

**SOLUTION**

Keep it sexy and interesting.

Tell stories.

Be technically sound without sounding technical.
Corporations may hate this and will oppose open contracting.

**SOLUTION**

Present a clear pro-business narrative. Work with entrepreneurs and allies.
Risks

T&A initiative fatigue.

SOLUTION
Focus on the evidence & changing outcomes.
Avoid the portal fallacy and make sure data are useable & gives actors agency.
Assumptions
Assumptions

Partners will work with us & see the value added.
Assumptions

OC can lead to real changes on the ground. Data will be used, feedback will lead to changes.
Assumptions

There will be an evidence base.
Assumptions

There is a way to get the results from open contracting without being so burdensome or encumbering a process that governments lose interest.
Assumptions

OC can operate effectively at different levels & works at different scales.
Assumptions

Barriers and vested political interests will be able to be overcome.
We can be a critical friend to various actors and consistently push them to do better. Governments won’t just publish info and lose interest.
Key milestones for the OCP

- OC commitments from government agencies and companies
- Legislation, policy, international fora integrate OC
- Uptake of resources and tools by network partners
- Pick up of data standard
- Participation and redress mechanisms
- Have a strong and living TOC that evolves as we learn