



Exploring the Collaboration Marketplace

FEF-OSC Workshop
2nd December, 2025



Why a Collaboration Marketplace?

We are moving from identifying what works to exploring how we can work *together*. The Collaboration Marketplace is where CSOs ‘pitch’ what they can offer and identify opportunities to collaborate. This is the foundation for forming micro-coalitions supported by a community of practice.”

Find your Match

- Who has a similar community?
- Who works in a related thematic area?
- Who has a resource you often wish you had?

Marketplace Setup: Creating Collaboration

1. What we can offer

Examples:

- Training / technical skills
- Community access
- Volunteers
- Monitoring tools
- Meeting space
- Translation or documentation support

2. What we need/ want to explore

Examples:

- New community entry points
- Subject matter expertise
- Support for M&E
- Communications support
- Data collection
- Policy advocacy partners

The Collaboration Marketplace

How It Works:

1. Each CSO representative sets up their “stand” with Offer & Need cards.
2. Participants walk around like a marketplace.
3. They talk with organisations whose offers match their needs (and vice versa).
4. They write down potential collaboration ideas.

Tips

Collaborations don't need to be big — small, specific is better.

What can you do together in the next 30–60 days?”

Forming Micro-Coalitions

Forming micro-coalitions:

- **Purpose:** What change or activity brings you together?
- **Shared Value:** What does each partner gain?
- **What Each Brings:** Offers from each CSO
- **Quick Win (30–45 days):** A simple activity to begin
- **Point Persons:** Contacts for each organisation

Coalition Pitch-Backs

Each micro-coalition briefly shares:

- What opportunity they're exploring
- Why they make a good fit
- Their first small action

Considerations

1. Core Functions

- **Sharing learning** from collaboration trials
- **Problem-solving space** for challenges
- **Resource exchange** across the network
- **Spotlight sessions** (one CSO shares tools each month)
- **Collaboration incubator**: new ideas emerge and grow here

2. What do you want the coalition to look like?

- Purpose
- Structure
- Meeting rhythm
- Activities
- Governance & roles

3. Commitments

- Tools
- Lessons learned
- Meeting space
- Training
- Facilitation
- Community access

In Conclusion

- Marketplace - Micro-coalitions - CoP
- Collaboration begins with simple, shared-value partnerships
- This becomes the space where partnership grow and strengthen the ecosystem

*Thank
You*