<table>
<thead>
<tr>
<th>Actors</th>
<th>Motivations</th>
<th>Potential Benefits</th>
<th>Contributions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private sector/companies</td>
<td>• Achieving efficiency and managing profitable business models.</td>
<td>• Know how on technical-productive elements associated with the specialized activity.</td>
<td>• Ability to invest in R+D.</td>
</tr>
<tr>
<td></td>
<td>• Improves dialogue with different stakeholders.</td>
<td>• Experience in production management and marketing processes.</td>
<td>• Generates development in the area where the economic activity has taken place.</td>
</tr>
<tr>
<td></td>
<td>• Access to new markets through inclusive business models.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Government</td>
<td>• Providing goods and services to satisfy the population’s needs.</td>
<td>• Ability to establish and enforce regulatory and legal frameworks to guarantee rights.</td>
<td>• Provides accurate information and data.</td>
</tr>
<tr>
<td></td>
<td>• Contributes to accomplish national development goals.</td>
<td>• Capacity to provide stability and sustainability to development initiatives.</td>
<td>• Successful experiences in other countries.</td>
</tr>
<tr>
<td>Providers</td>
<td>• Complementing national development efforts.</td>
<td>• Specialized knowledge in development (technical and methodological assistance).</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Contribute to development policies favorable to the population.</td>
<td>• Provides or complements financial resources through human resources, capital goods, and other resources.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Designing and implementing activities, projects and programs complementary to government programs.</td>
<td>• Successful experiences in other countries.</td>
<td></td>
</tr>
<tr>
<td>Civil Society Organizations (CSO)</td>
<td>• Designing and implementing activities, projects and programs complementary to government programs.</td>
<td>• Generate synergies to increase projects effectiveness.</td>
<td>• Thematic and territorial knowledge on development projects and programs.</td>
</tr>
<tr>
<td></td>
<td>• Generate synergies to increase projects effectiveness.</td>
<td>• Experience identifying and obtaining non-governmental financing sources.</td>
<td>• Experience identifying and obtaining non-governmental financing sources.</td>
</tr>
<tr>
<td>Academy</td>
<td>• Generating and disseminating knowledge that contributes to education and development.</td>
<td>• Capacity building and systematization of experiences to increase knowledge production.</td>
<td>• Experience in generation, management and dissemination of knowledge.</td>
</tr>
<tr>
<td></td>
<td>• Capacity building and systematization of experiences to increase knowledge production.</td>
<td></td>
<td>• Professionals with experience in research and teaching.</td>
</tr>
</tbody>
</table>

**Multi-Stakeholder Partnerships**

**for Sustainable Development Cooperation**

Multiple development actors working for a common goal
What are the Multi-Stakeholder Partnerships?

Horizontal voluntary cooperation scheme between government, private sector, traditional cooperation partners and other development actors that share the distribution of responsibilities, benefits, risks and results in order to pursue initiatives that contribute to sustainable development.

**Characteristics**
- Common goal
- Synergy and complementarity
- Market neutrality
- Co-investment
- Mutual benefits
- Sustainability

**Principles**
- Reliability
- Respect
- Transparency
- Proportionality

**Multi-Stakeholder Partnerships for Sustainable Development Cooperation**

**Providers**
- Embassies.
- International Cooperation Agencies.
- Non-profit International Technical Cooperation Institutions.
- Other private International Organizations.

**Government**
- Government Ministries, Regional and Local governments.
- Public institutions.
- Specialized Public Institutions.
- Government Programs.

**Civil Society Organizations**
- NGOs.
- Business associations.
- Grassroots Social Organizations.
- Local committees.

**Private Sector**
- Companies.
- Private banking.

**Academy**
- Universities.
- Research and development Centers.
- Think tanks.
- Institutes.

**Role of the Peruvian International Cooperation Agency (APCI)**
- Identifies potential partnerships.
- Facilitates articulation and dialogue between actors.
- Carries out complementary actions of monitoring, follow-up and evaluation.