



## TRIALOG 2011 Partnership Fair Final Evaluation Report

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## **List of Abbreviations**

NMS	New Member States
OMS	Old Member States
CSO	Civil Society Organisation
EC	European Commission
DC	Development Cooperation
DE	Development Education
NGDO	Non Governmental Development Organisation

The 2011 TRIALOG Partnership Fair was held 19<sup>th</sup> –21<sup>st</sup> September 2011. Around 120 NGO representatives gathered in Vienna in order to learn, network, find partners and work on project proposals to be submitted to the EC.

### **Objectives**

The three Objectives for the 3rd Partnership Fair were:

- To deepen the dialogue and mutual exchange between old EU member states (OMS) and new EU Member states (NMS);
- To enable NMS platforms and organisations to access EC funds for DC;
- To facilitate partnerships, cooperation, learning and exchange at an international level for joint development projects.

### **Evaluation Methodology**

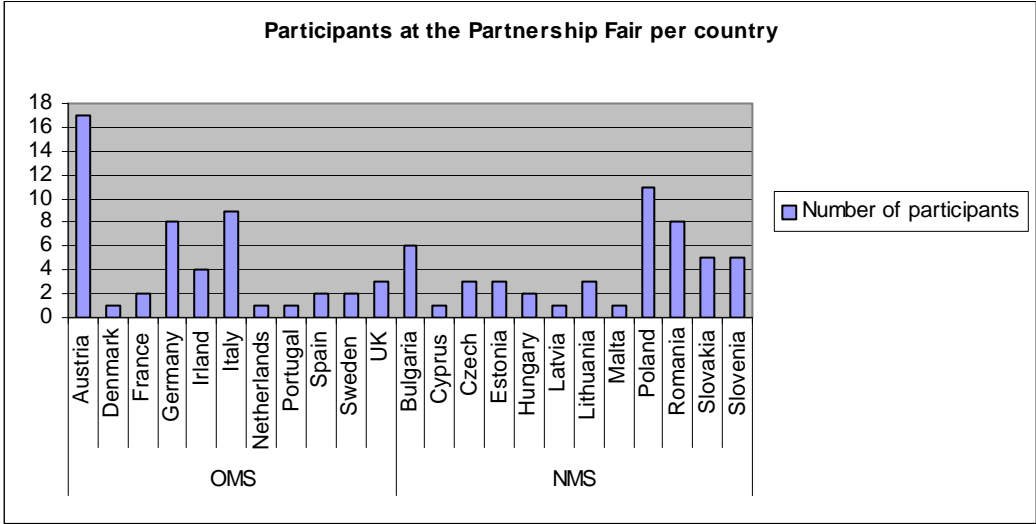
An evaluation questionnaire was designed to identify the effectiveness of the Partnership Fair in meeting the needs of the NGDO representatives and to find which components of the programme were most useful and which could be improved so that the lessons learnt can be applied in future conferences.

The questionnaire was disseminated amongst the Partnership Fair participants (not to the team, the resource persons or any one of the speakers) at the beginning of the event and participants were expected to return it upon their departure. Out of all 99 disseminated questionnaires, 67 were submitted by the end of the event. 34 were from OMS and 33 from NMS. Participants were also asked for oral feedback in the plenary. It has to be mentioned that all the results are given to the nearest decimal place.

# The Evaluation Findings

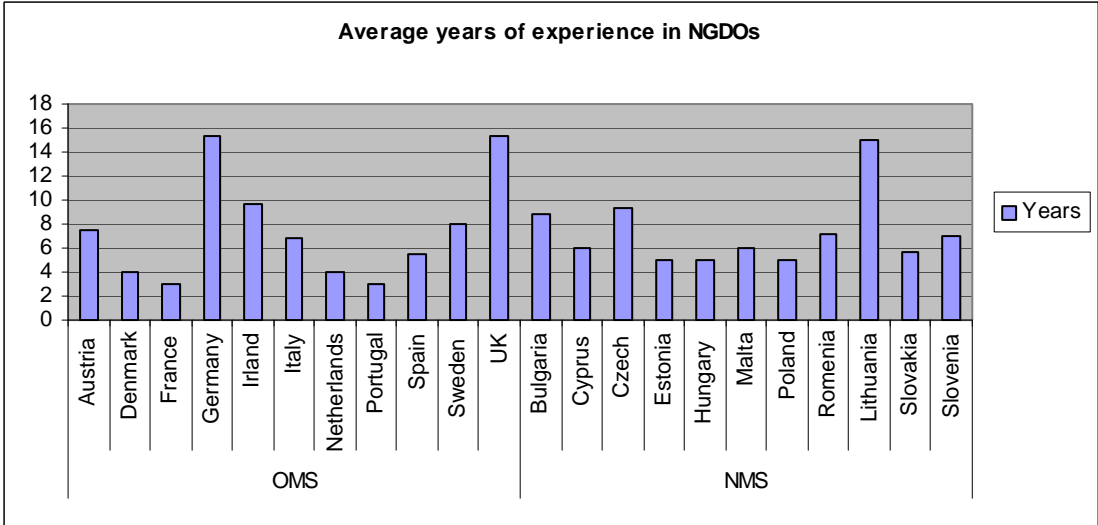
## 1. General Background

99 participants attended the Partnership Fair: 50 participants from old EU member states (OMS) and 49 from new EU member states (NMS). The country most well represented was Austria (17 participants), due to the fact that the event was hosted in Vienna.



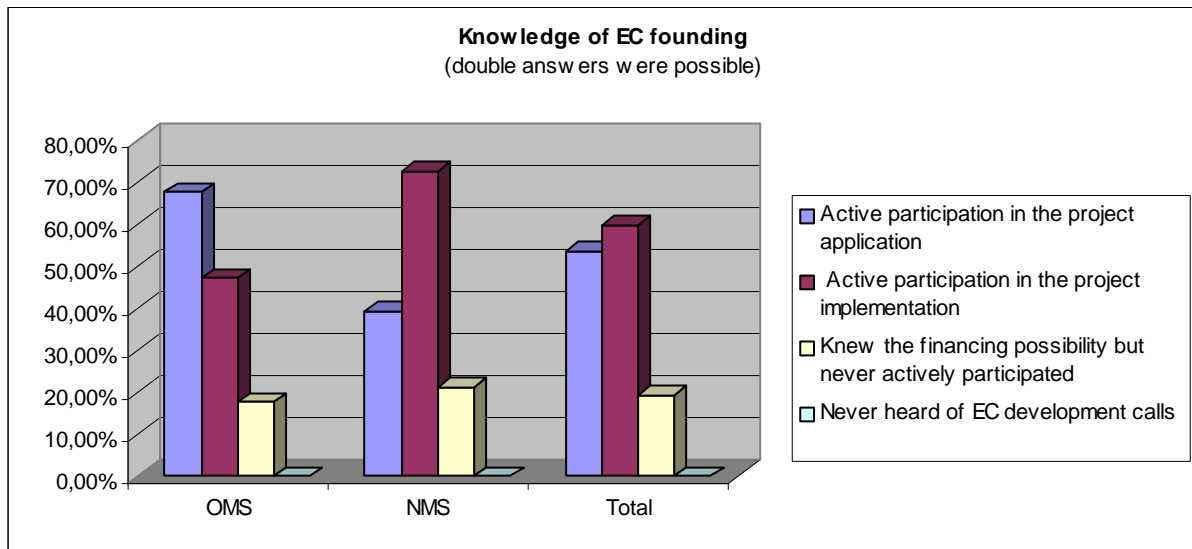
## 1.2. Average years of experience

When it comes to the level of experience in the NGDO field, respondents from OMS have more years of experience (8.2 years on average) than their counterparts from NMS (7.3 years on average). This makes a difference of 0.9 years between the two groups. In the diagram below, you can see the average experience in the NGDO field per country. Respondents from Germany and the UK had the highest experience with 15.3 average years among all respondents. Among the NMS, Lithuania had the most years of experience (15) but it has to be mentioned, that there was just one respondent from this country.



### 1.3. What was your level of knowledge of EC funding for European Development CSOs prior to the Partnership Fair?

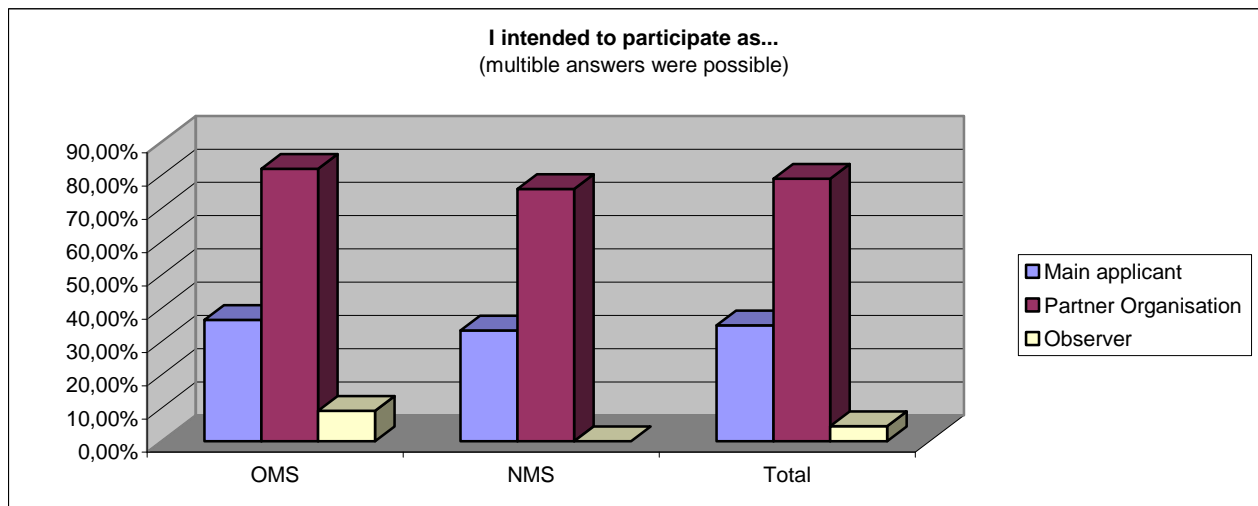
The survey shows that OMS were already more actively participating in project applications (65.6% of respondents of OMS) compared to NMS (39.4% of NMS respondents). But concerning active participation in project implementation, respondents from NMS are more experienced (72.7%) compared to OMS respondents (47.1%). 17.6% of the OMS respondents and 21.2% of the NMS respondents said that they knew the financing possibility, but that they had never actively participated. None of the respondents replied that he/she never heard of EC development calls.



## 2. Expectations

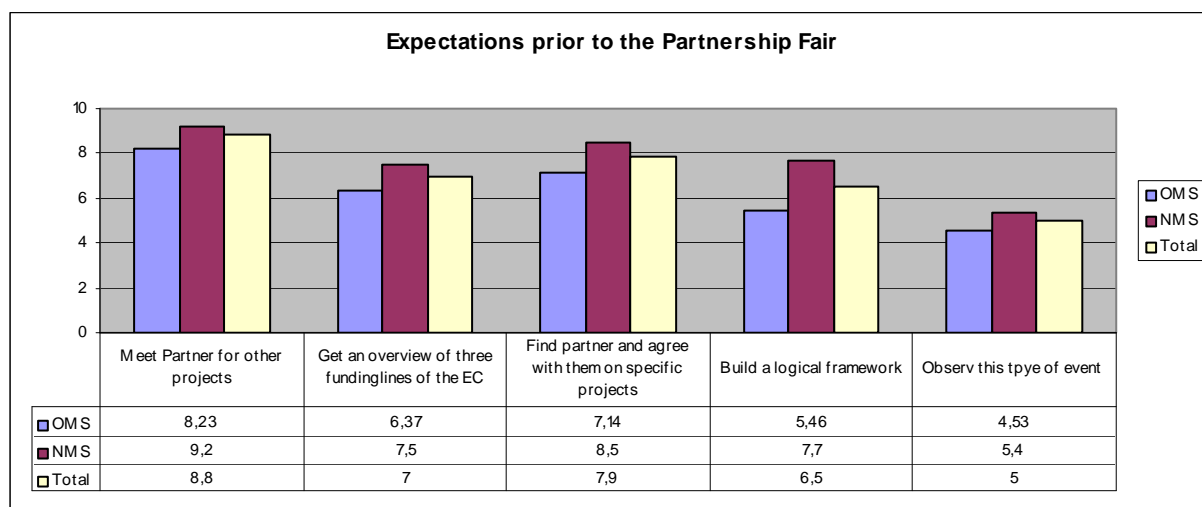
### 2.1. When coming to the Partnership Fair, I intended to participate as...

For the question regarding whether the participants intended to participate at the Partnership Fair as a main applicant, partner organisation or observer, multiple answers were possible. The survey indicates that 36.4% of the respondents from the OMS were open to taking up a lead role as were 33.3% of NMS respondents. Concerning the willingness to take part in a project as a partner organisation, 81.8% of the OMS would have liked to and 75.8% of the NMS were willing to be a partner organisation. Taking part as observer was the wish of 9.1% of the OMS respondents but none of the NMS respondents wanted that.



## 2.2. What were your overall expectations for the Partnership Fair?

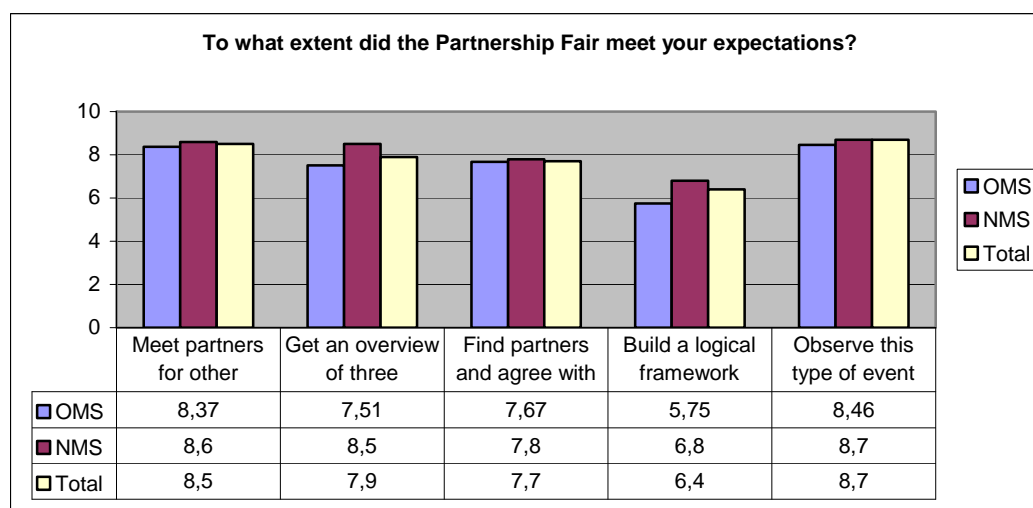
Networking in general was most relevant for Partnership Fair participants. “Meeting partners for projects” was the top objective when coming to the Partnership Fair with an average of 8.8 points out of 10. This objective is followed by the category “Find partner and agree with them on specific projects”. The respondents from OMS gave 7.1 points and those from NMS gave 8.5 points on average. “Building a logical framework” was the third priority for NMS participants (7.7 points on average) but it was less important for OMS participants with 5.5 points on average. In total, the third priority for both groups was, to “get an overview of the three funding lines of the EC”. “Observe the event” was for both groups less important (5 points in total average). Additional expectations that some respondents mentioned were to meet existing partners and deepen partnerships as well as to get new information about the EC.



## 3. Evaluation

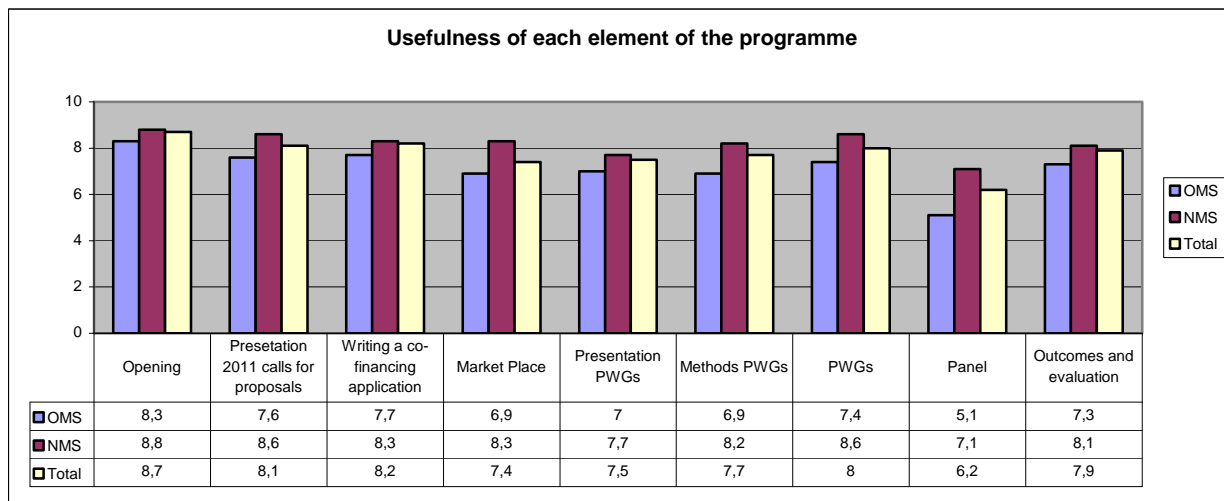
### 3. 1. To what extent did the Partnership Fair meet your expectations?

In general it can be concluded, that the Partnership Fair was successful in fulfilling the needs and expectations of the participants. The Partnership Fair met the demands of the participants in all categories quite well. The categories “Observe this type of event” and “Meet partner for other projects” were rated highest (8.7 and 8.5 points on average). Less highly rated was the category “Built a logical framework” with 6.4 points. Also the additional expectations mentioned above were fulfilled according to respondents.



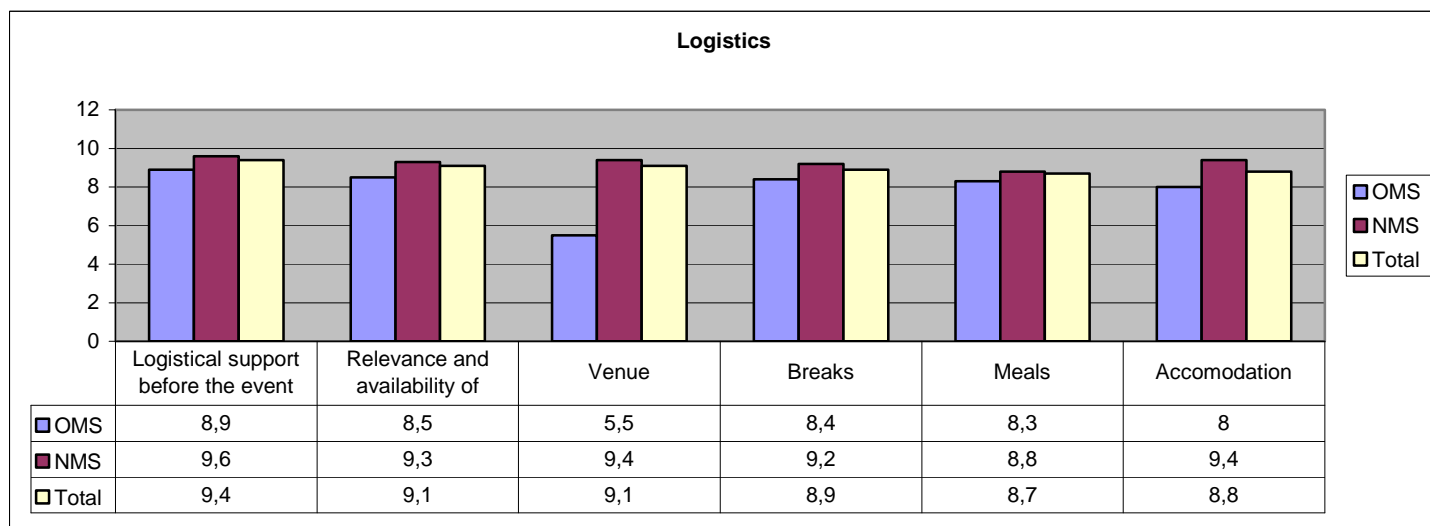
### 3.2. Usefulness of each element of the programme

According to the respondents, all programme parts were similarly useful. Only the Panel “bringing the ‘co-’ into the financing”, showed some weakness and got just 6.2 points on average. Concerning the Market Place (7.4 total average points) some respondents added that there was too little space and time.



### 3.3. Logistical elements

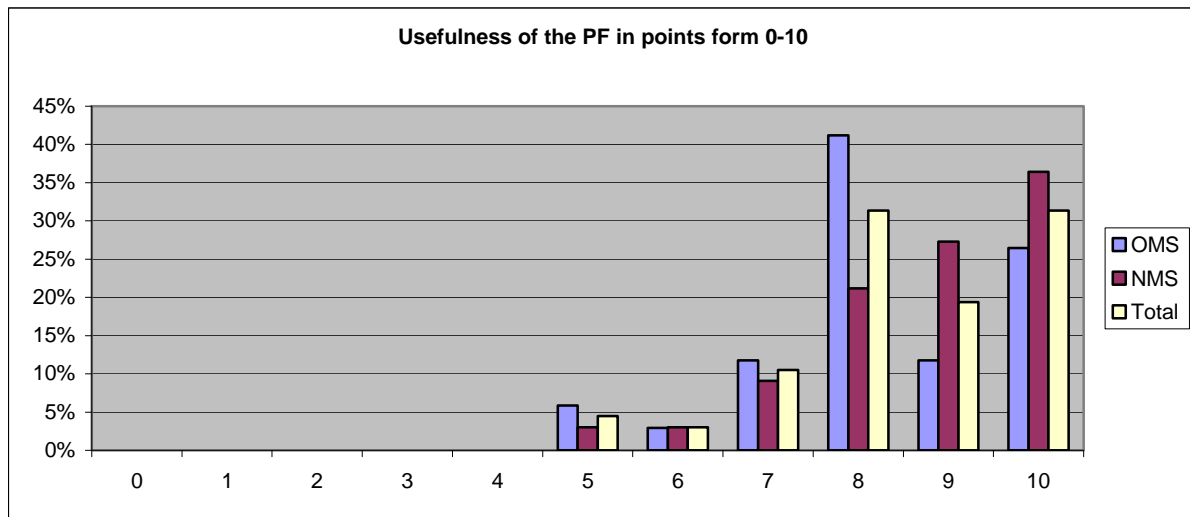
Concerning logistical issues during the Partnership Fair the respondents were very satisfied. The strongest category of logistics was the logistical support before the event with 9.4 points. Only the Venue was rated quite poorly by the respondents from the OMS (5.5 points in average) while the NMS respondents gave 9.4 points on average.



### 3.4. Level of overall satisfaction with the Partnership Fair

#### 3.4.1. How useful did you find the Partnership Fair?

For this question the respondents rated the usefulness of the Partnership Fair from 0 to 10; 0 stood for “not at all useful” and 10 for “very useful”. Generally we can say that the Partnership Fair was very useful for the respondents with a total average of 8.5 points. None of the respondents rated the Partnership Fair with points from 0 to 4. 4.5% of all respondents rated the event with 5 points. For 41.1% of the OMS respondents the Partnership Fair was rated with 8 points and 36.4% of the NMS respondents rated the event with 10 points.



#### 3.4.1. Did you find partners for your project?

The survey shows that in total 85.1% of the respondents found partners for projects, 10.4% did not find partners and 4.5% said that they may have found partners. Looking at OMS and NMS separately, this means that 85.3% of the respondents of OMS found partners, 5.9% didn't and 8.8% answered with “maybe”. From the NMS, 84.8% of the respondents found someone and 15.2% did not. None of the NMS answered “maybe”.

#### 3.4.2. Did you participate in any project proposals?

78.8% of the OMS respondents participated in a project proposal and 21.2% did not. Within the NMS, 96.9% of the respondents joined a project proposal and 3.1% did not. All in all we received 15 project proposals from the project groups.

#### 3.4.3. Do you believe this project will be adopted by your organisation?

Within the OMS 76.5% of the respondents think that the project will be adopted by their organisation. None of them thinks it will not be adopted and 8.8% answered that it may be adopted. 14.7% of the OMS respondents were dubious. Within the NMS, 90.9% of the respondents replied that they think the project will be adopted, 6.1% said that it will not be adopted and 3% answered “maybe”.

### 4. Additional Comments

#### Would you recommend participation at a PF to others (why/why not)?

Many participants recommended participation in a Partnership Fair because they consider this event very useful to find potential partners for future projects, to establish contact with other European NGOs, to share visions and to exchange ideas. Moreover, some participants consider the Partnership Fair a very useful event for learning how to write applications and to learn about easy financing, to have useful hints from facilitators and, in particular for small NGOs, this is considered an important opportunity to network and to get tools and knowledge.



### **What would have made the programme even more effective?**

The comments and suggestions from participants about future improvements can be organised into four main categories:

#### **Preparation**

Many participants suggested distributing the participants' list and groupings including project title, target group and organisation about a month in advance so that they already have the possibility to get in touch with each other before the event, present their project ideas and be able to prepare themselves properly. Another participant suggested setting up some selection criteria for the participants.

#### **Organisation**

- To involve more facilitators for several groups if needed.
- To facilitate communication and enhance mobility between different groups as long as they are not closed, and in general, to have more time for working groups.
- To have more space to get to know and to get in touch with other participants.
- Organisation of small Partnership Fairs with a focus either by target group (e.g. youth) or by theme (e.g. consumption), this way there could be more similarities between organisations that are present, and with less organisations at the Fair, it would be feasible to get a grasp more of who is there (of course there would be a disadvantage for those organisation that are involved with diverse projects, for them it would be difficult to choose a thematic focus) so alternately, working groups could be assigned some weeks before the event, and groups could start communication via email to see whether their cooperation is indeed possible or not (instead of leaving this to the first day of the seminar)

#### **Methodology**

- To find an engaging way to introduce each participant and organisation (on their general work)
- To have different methods of dividing the Project Working Groups
- Having the Power Point presentations printed already during the fair could be helpful.
- To organize a longer session of Market Place and do some kind of "guided tour" through that area.

#### **Content**

- To give clearer guidelines to the working groups.
- To invite project implementers to share their practical experience.
- Documents provided had been considered very helpful.

### **Some of the Participants' Comments**

"Thank you! Again great job of TRIALOG as expected!" (Malta)

"Congratulation for the organisation and the coordination. Thanks to the whole team." (Spain)

"Thank you, and well done! I specially appreciate the extra attention to details and the interactive methods." (Slovakia)

"Excellently organised!" (Slovakia)

"Thank you for excellent preparation!" (Poland)

"Thank you very much for a really balanced programme!" (Cyprus)