



Bundesministerium für  
wirtschaftliche Zusammenarbeit  
und Entwicklung



# Triangular Cooperation from a German Perspective – Opportunities and Challenges

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## Overview of Presentation

- Triangular cooperation in German development cooperation
- Objective of trilateral development cooperation
- Two Examples of Triangular Cooperation
- Challenges in Planning and Implementation
- Working Principles
- Way Forward



## Triangular Cooperation in German Development Cooperation

- Engaged in triangular cooperation since the early 1990s
- New context: MDGs, Aid Effectiveness Agenda (Paris/Accra), Heiligendamm; emergence of new providers
- Strategic objective to engage with new providers in triangular cooperation
- Cooperation with new providers includes e.g. Brazil, Chile, Mexico (Latin America), Thailand (Asia) and South Africa (Africa)



## Main objective of trilateral development cooperation

- Serving as a potential bridge between North-South and South-South cooperation through mutual learning
- Supporting capacity development of partner countries (at various levels) through effectively combining know-how, skills and experiences of the new provider and of Germany
- Contributing to increased financial resource mobilization for development
- Promoting regional cooperation and development



## Triangular Cooperation with Brazil in Latin America & Caribbean

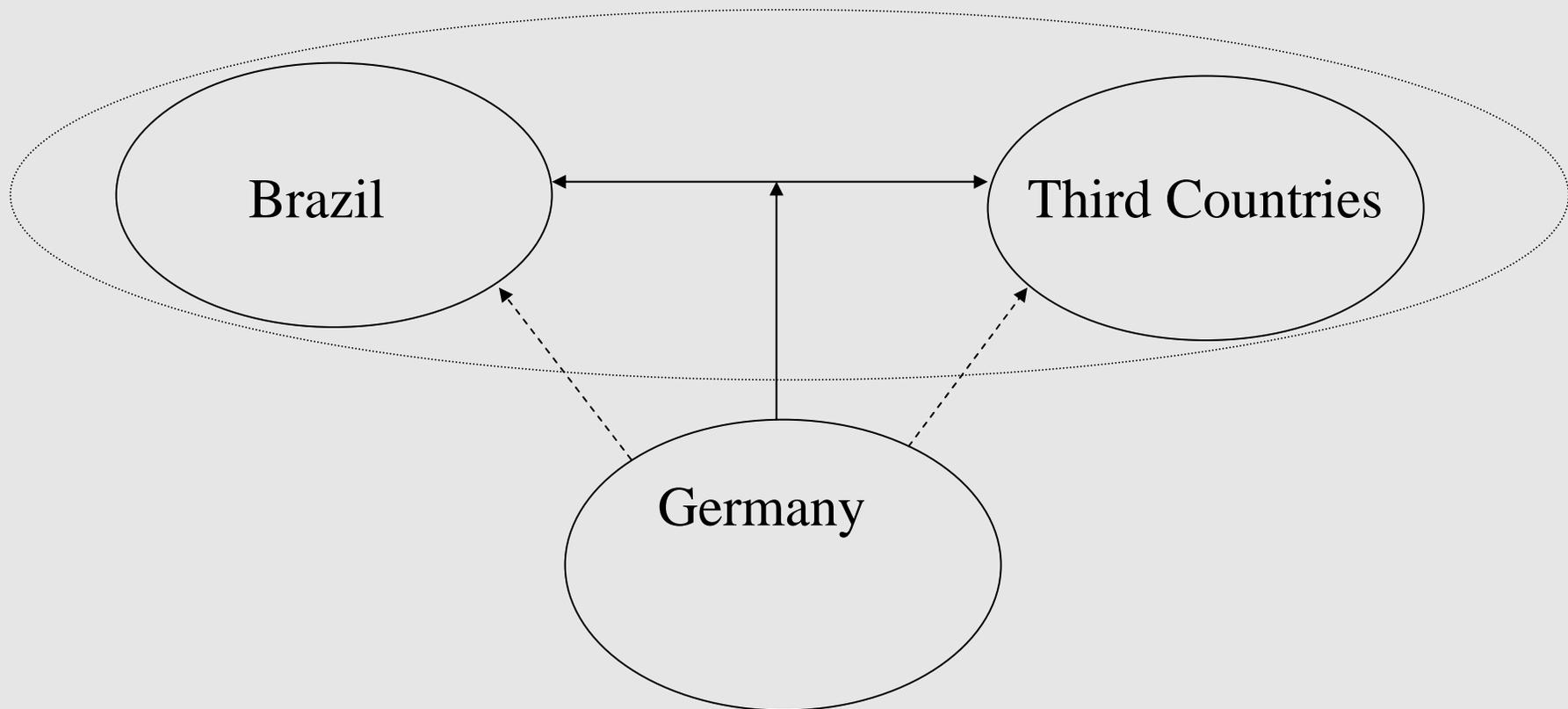
HIV/Aids – a triangular program between Brazil, Germany and third countries, in Latin America and the Caribbean (21 countries, 2009)

- Brazil: engages in horizontal cooperation, offers know-how and experiences in reducing HIV/AIDS
- Germany: facilitates horizontal cooperation; brings in specific knowledge on methods, processes, monitoring & evaluation
- Beneficiary countries: define their priorities, are in the driver's seat of the triangular cooperation
- Added value: horizontal cooperation is based on defined processes and sustainable results



# Triangular Cooperation with Brazil in Latin America & Caribbean

## South-South Cooperation as Starting Point





## Triangular Cooperation with Mexico in Central America

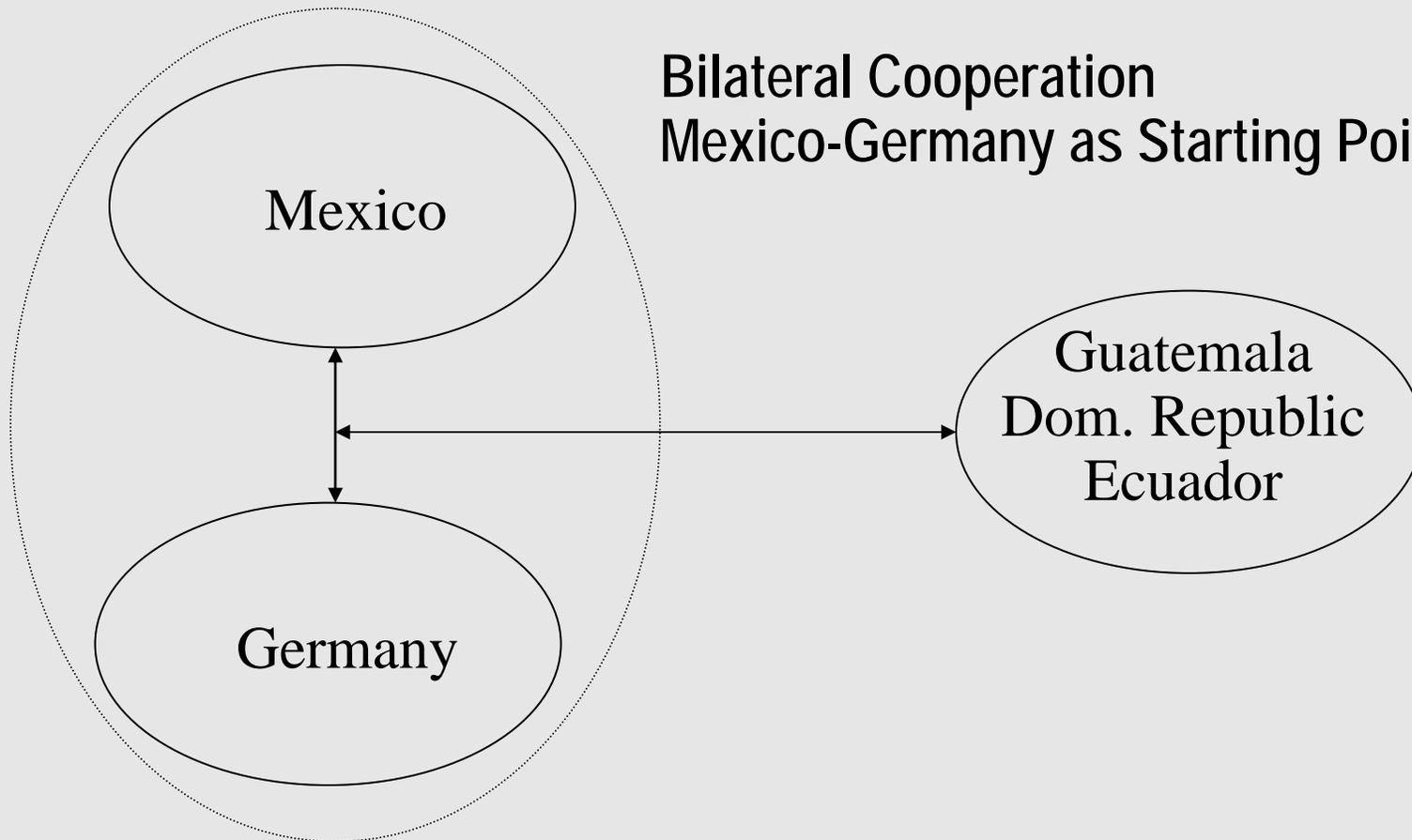
GIRESOL NETWORK - a Mexican-German Promoter Training System that involves the implementation of an Integrated Waste Management in Mexico (2003)

- Replication and adaptation of successful bilateral experiences through triangular cooperation with Guatemala (2006/07), Ecuador (2008), and Dominican Republic (2008)
- No specific division of labour: Joint planning, implementation and evaluation; equal financial contributions between Germany and Mexico
- Capacity development at individual level (training of promoters) and organizational level (strengthening the network)



# Triangular Cooperation with Mexico in Central America

Bilateral Cooperation  
Mexico-Germany as Starting Point





## Challenges in Implementing initiatives

- Clarifying the different roles and tasks of all actors
- Minimizing transaction costs
  - building on existing partnerships
  - joint planning exercises at a very early stage
  - turning towards (relatively) larger projects/programmes

⇒ **A maximum of Flexibility and Pragmatism  
is needed by all partners**



## Working Principles

### Heiligendamm Dialogue Process and AAA provide orientation:

- triangular cooperation is not an end in itself
- an instrument for *learning* and *capacity development*
- harnessing each others' potential in terms of existing knowledge and competence
- triangular cooperation must be demand driven and homegrown... ownership and leadership is key!
- win-win-win for all three involved parties



## Scaling up triangular cooperation

- taking a regional approach to triangular cooperation
- finding solutions to minimize transaction costs
- preparing a manual on planning and implementation of triangular cooperation