



EARS Inc.

Whose project is it?
Working in partnership
between organizations

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EARS Inc.

EARS Inc. is an Australian, not-for-profit Christian organization dedicated to reducing the impact of deafness and increasing access to hearing care through training and equipping health workers and teachers in developing countries.

Lots of Project types

Short term

- One-off trips
- Repeat short term trips to same location- by the same or different people

Long term projects

- Repeated trips to develop a project that will become long term and sustainable
- Long term work in a country to develop a project

Partnership- some possible benefits

Local partner

- Knowledge local government and regulations
- Property and resources
- Recruiting and staffing
- Local management
- Local networks

Foreign partner

- Provide services and equipment
- technical knowledge (willingness to train)
- Resources
- Outside networks

Whose project is it?

Who takes credit?

Who owns it?

Who runs it?

Who evaluates it?

Who is responsible for it working/not working?

Who drives it towards the goals?

Who has the power?

EARS inc Long term Project Partners

Dominican Republic
(CCSM)
2001-2013

Malawi
(ABC)
2010-current

Fiji
(FHO)
2014-current

Papua New Guinea
(CSNU)
2016-current

The
relationship
begins

Many projects begin as a
conversation

There is an idea that working
together may be useful

Someone follows up on the
idea and it grows

Establishing a shared goal- for long term partnerships

Without a shared goal you will all be pulling different ways.

Sometimes this takes time to clarify.

Scoping phase is the time to do this- not when you have agreed to a long term project.

Scoping phase can last a short or long time.

Scoping phase may involve several short trips and lots of conversations and meetings

It may involve a few trial short term projects to see how the organisations operate together and follow through

You need to know your organisation before partnering with one other

- Organisations have strengths and weaknesses.
- The organisations need to complement each other.
- For example: EARS Inc for example has audiological knowledge and believes in training and equipping local people to provide services. EARS Inc doesn't have a large budget for providing buildings or salaries for local staff.

Scoping phase- What do you need to find out



- Resources both partners have to offer
- Commitment needed from both
- Are organisations goals and philosophies aligned
- Evidence that the partners are credible and viable organisation
 - Budget
 - Annual report
 - Licences/ business licenses
- Other partners involved in the project
- Their image and standing in community

(ACTCOSSA, 2013)

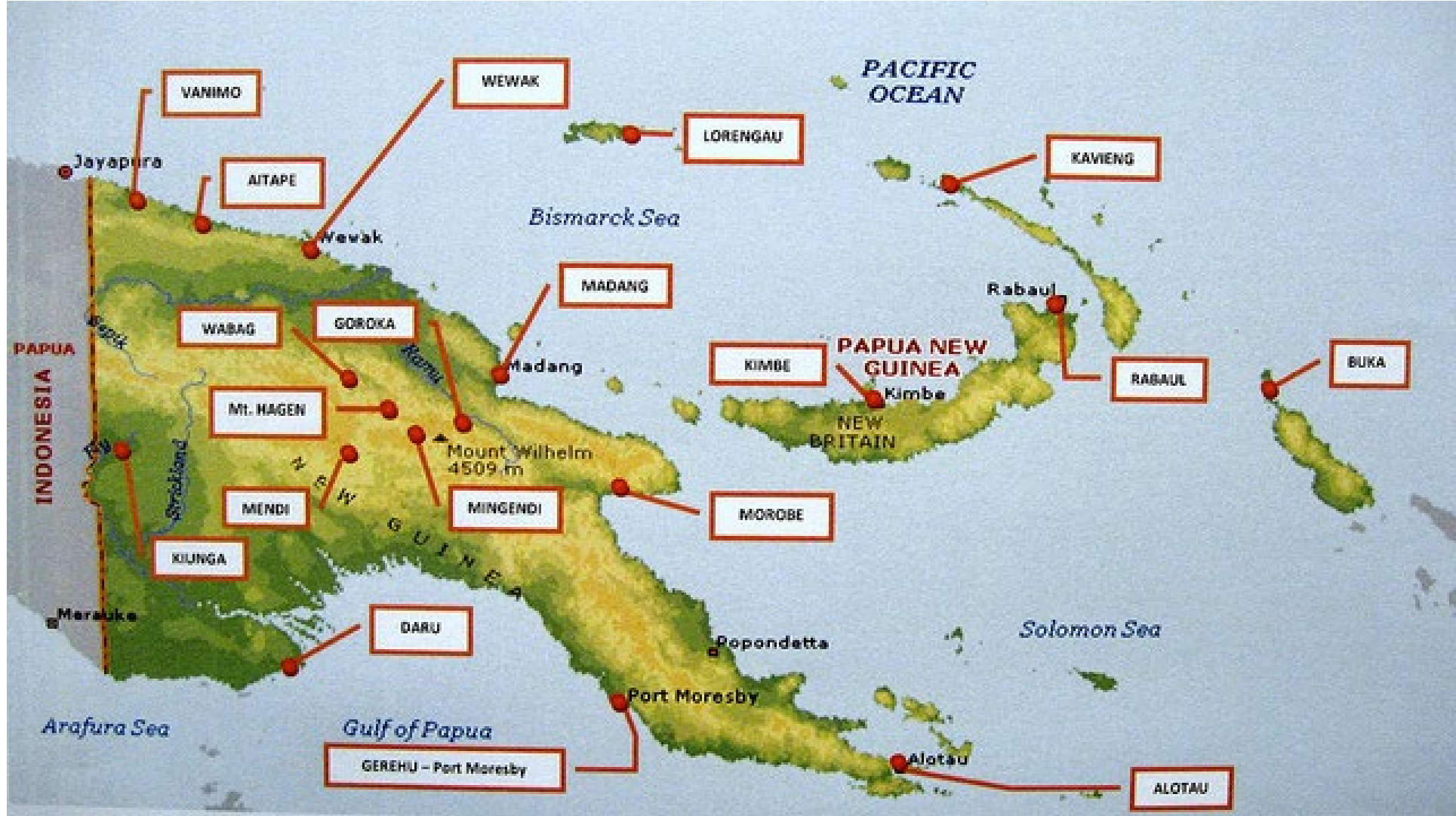
Papua New Guinea



Original contact- a conversation about a booth and a need for audiometry training.

Introduced to Callan Services by original contact.

Discussions about their vision and if EARS Inc able to assist





Scoping period 2017-2018

- Several short projects to determine the vision and how we work together.
- New partner Callan Services
 - focus on capacity building
 - existing infrastructure
 - experience developing local training programs
 - has a strong desire to see audiology training and services in the country

MOU- Memorandum of understanding

Lays out the
responsibilities of
each organisation

Framework for
the discussion of
the project

Thinks beyond
verbal promises

Building the MOU
can get false
promises out.

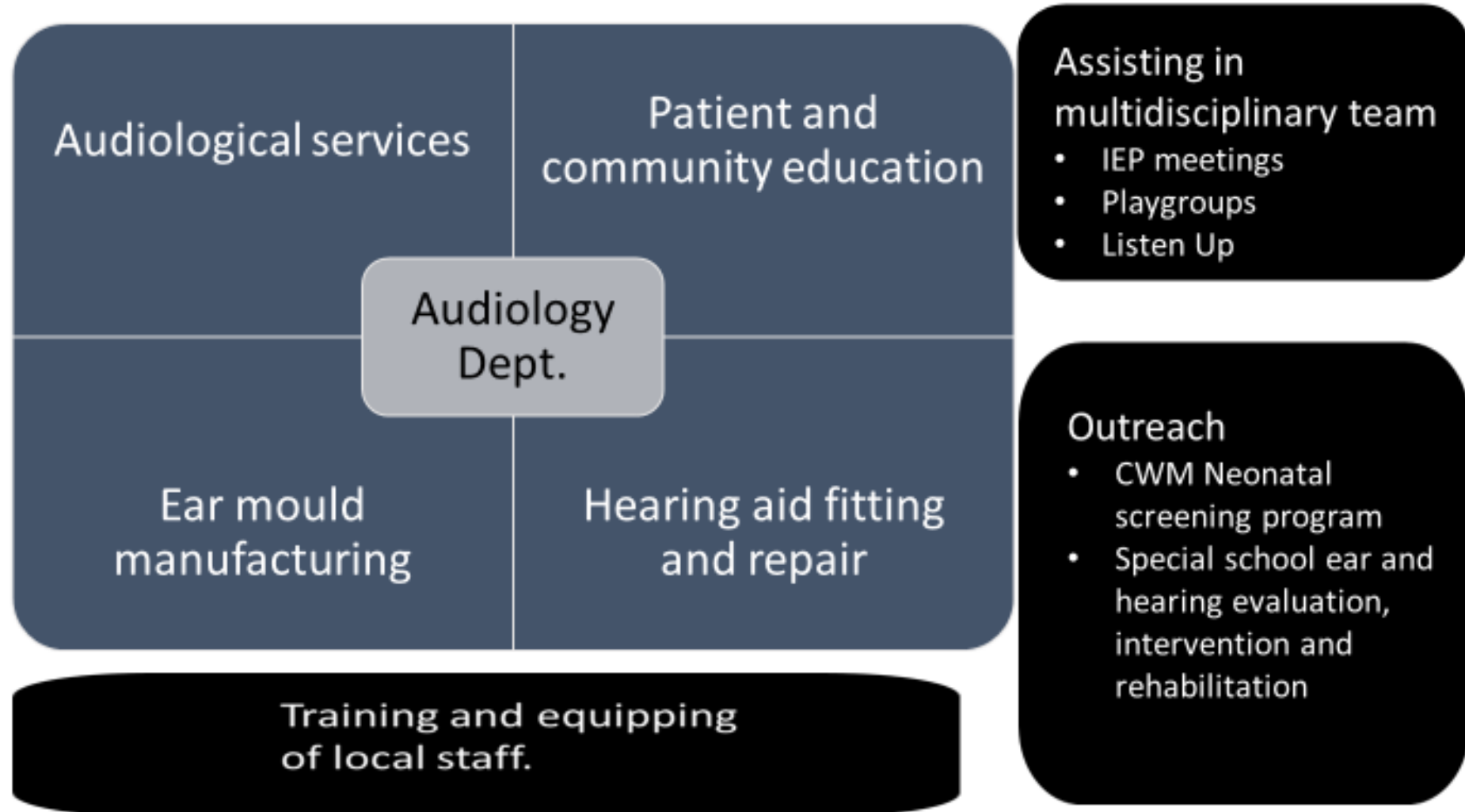
Reference for
future review

How to work
with a partner
on project
development?

Clear vision and MOU
will help planning.

Who is in charge of
planning? Ideally it is
done collaboratively

Project in Fiji



Planning together??

Each organisation writes its own project plan for budgeting.

These plans may be fully or partially shared and discussed

All relevant plans that involve both partners need to be approved by both organisations.

Project plans are living documents- and will change over time.

Implementation- considerations

What are the responsibilities of each partner? Refer to MOU.

Key staff- who makes the decisions? Do you have any say?

Who is in charge of deciding when different phases begin?

Funding

Budgeting and purchasing

- Do you know or have any control over this? Is it transparent?

Accounting

- Right to audit... who does the accounts. Financial oversight?

Writing grants

- Together or separately- who receives and controls the funding

Shared Credit

Always give credit where credit is due.

It is ethical to always acknowledge the clinical and financial contributions of the local organisations and professionals.

This is important developing the relationship needed for long-term programme building.

(Fenton, Molloy, & Novick, 2019)

Readjustment as circumstances change

Communication is key to all project partnerships.

Circumstances change and adjustments to the timing and plans will be needed.

You need to be flexible, but you cannot change the rules mid play

Keep the goal in mind.

Evaluation

Evaluating how you are progressing – keeps you on track.

Can help you improve on design and implementation (Suchdev et al., 2007)

External and internal evaluation

The end of a project

If you have built a sustainable project- you should work yourself out of a job.

Exit strategy needed

Gradual handover of control (if you your organisation was in control)

Monitoring visits/ communication

Continued communication and support as needed/requested

Possibility of future collaborations

CCSM Audiology Project

- CCSM and EARS Inc developed this project from 2001-2013.
- Hear the World (HTW) continues to assist this program.
- CCSM has continued to grow this project. It is stronger than ever.
- Through HTW they have expanded clinic space.





New expansions since EARS Inc exited in 2013

- 2 year Training program
 - 2019 - 8 students graduated
 - 2020- 8 students set to graduate
- Almost 200 children fitted with hearing through Hear the world funds
- Developed speech pathology services- training 3 employees and 3 students in speech pathology
- Expanded Outreach services
 - more than 10000 students in public schools tested per year.
 - More than 4000 neonatal screening in maternity hospitals.

(Hunter-Diaz, N. 2019, October 14 *Personal communication*)

Bibliography

ACTCOSSA. (2013). *Formalising Partnerships Toolkit*. Canberra: ACT Council of Social Services Inc. (ACTCOSSA).

Fenton, K., Molloy, F., & Novick, W. (2019). Ethics in humanitarian efforts: giving due credit to the local team. *Cardiology in the Young*, 29(2), 195-197. Retrieved Oct 10, 2019, from <https://www.cambridge.org/core/journals/cardiology-in-the-young/article/ethics-in-humanitarian-efforts-giving-due-credit-to-the-local-team/75F7D27A4A35C74CD5942430B2D68DE7>