

Establishing and Managing Relationships in the New Data World – some Reflections on Partnerships

Dr. Johannes Jütting
Manager, PARIS21 Secretariat

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PARIS21
Partnership in Statistics for
Development in the 21st Century

It's not just a phase...

Some famous misjudgements...

- *“There's no chance that the iPhone is going to get any significant market share. No chance.”*

Microsoft-CEO Steve Ballmer in 2007

- *“No online database will replace your daily newspaper.”*

Author Clifford Stoll in Newsweek in 1995

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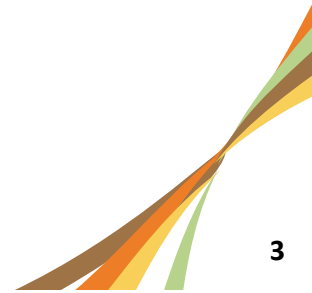
Why engaging (or not) in a partnership?



PARIS21 Experience – Challenges & Advantages



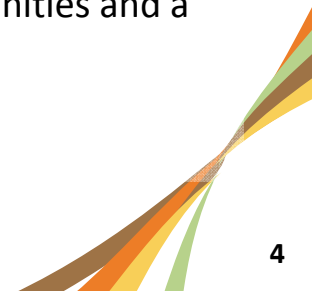
The NSO Perspective



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Reasons for engaging in partnerships

- Enhance quality of work by creating cross-sectoral synergies that combine skills and unlock resources
- Develop good practices through mutual learning processes and the sharing of positive and negative experiences
- Create trust by setting up peer review mechanisms that help to monitor commitments
- Improve outreach by engaging with new communities and a broader network of stakeholders

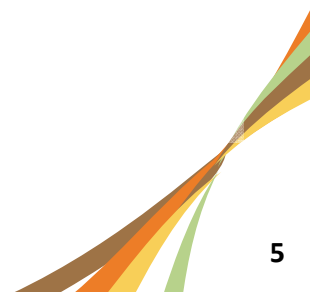


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But also some pitfalls

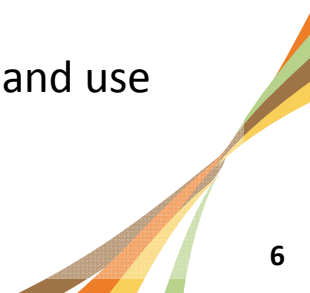
- High transaction costs.... e.g. time cost
- Antagonize traditional partners, clients..
- Partnerships are no panacea

>> What is the problem?



Factors of success

- Secure high-level leadership
- Ensure partnerships are country-led and context-specific
- Avoid duplication of effort and fragmentation
- Make governance inclusive and transparent
- Agree on principles, targets, implementation plans and enforcement mechanisms
- Clarify roles and responsibilities
- Mobilise the required financial resources and use them effectively

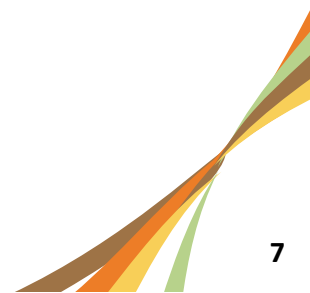


PARIS21 Experience – The Global Partnership on Sustainable Data

Opportunities

- New strategic fit
- Raise additional awareness around work of PARIS21 and partners
- Resources and impact

>> Alternative?

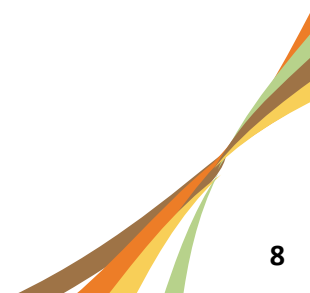


PARIS21 Experience – The Global Partnership on Sustainable Data

Risks

- A lot of talk, no action
- No impact – trying hard, but...
- Antagonizing “traditional” partners

>> overtake

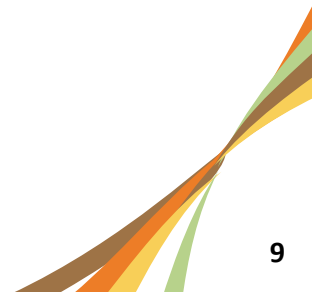


The NSO Challenges

Potential disruptions in the new data world

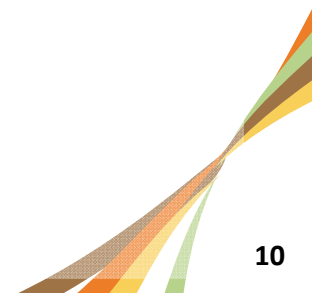
- New actors - increasing number of non-public actors produce data relevant to NSOs
- Technological and institutional innovations
- Changing demand pattern

>> Resources remain limited!



The NSO Opportunities

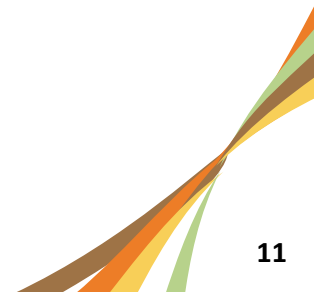
- Interest for data and statistics unprecedented high
- Filling a gap on demand side – public education
- Neutrality and recognized expertise



Two possibilities going fwd:

Conservative strategy

- Adapt on the margins
- Highlight role and benefits of official statistics – quality framework
- Defend existing business model



Two possibilities going fwd:

Pro-active strategy

- Change fundamentally business model – from data provider to services, co-ordination and beyond
- Engage actively in building partnerships with private for profit and non profit sector
- Reach out to society at large – data literacy



“And try as we might, our relationship is fraught with misunderstanding.”



Source: <http://www.newyorker.com/cartoons/bob-mankoff/bow-not-to-mention-wow>

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PARIS21 Secretariat
OECD/DCD
4 Quai du Point du Jour
92100 Boulogne-Billancourt,
France

contact@paris21.org

www.paris21.org



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