How to build up successful partnerships

Mr. Kevin Wafula Nyongesa
BSc. Moi University, Kenya
MSc. BOKU, Austria
Lecturer Egerton University, Kenya
PhD student BOKU, Austria

Welcome-Karibu
Academic achievements during my master degree studies

- Received APPEAR scholarship 2012-2014
- Received APPEAR Preparatory fund for KOMESHA MOTO Research Project in 2013

BOKU

Egerton University

University of Eldoret
Published a book on Forest Fire Management in 2015

Fire Management in Forests and National Parks of Kenya

This book explores the root cause of fires in forests and national parks of Kenya and the regional differences in the implementation of fire management plans, policies, strategic actions and actions. The awareness of the fire management educational programmes by communities and other stakeholders involved in firefighting is well discussed. Improved communication between government and communities is key for successful fire management in Kakamega, Mount Elgon and Mount Kenya Forest and National Park. According to the Kenya Forest Service, climate change and the increasing human activities in forests and national parks are causing an increase in the number of fire incidences and the damage caused by wildfires leading to the reduction of the forest cover. The local knowledge of the indigenous communities in Kenya is important in improving fire management practices in the country. But, the increasing population of Kenya growing at a rate of 1.45% is putting a strain on the natural resources. Results of the 2009 national census place the population figure at 40 million, well above the UN projected population for the year 2015. So sustainable forest management is a challenge in Kenya.

About the author: Occupation: Academics and Research. I also work with communities, youth groups and NGOs like Kakamega Environmental Education Programme (KEEP) to promote fire educational programmes in Kenya by conducting lectures, workshops and seminars with students, government officials and community members on forest fire management in Kenya.
Egerton University
Faculty of Environment and Natural Resource Development (FERD)

1. Department of Natural Resources
2. Department of Geography
3. Department of Environmental Sciences
On going research projects

Developing fire danger maps for identifying fire hot spots and improving fire management in Mt. Kenya forest (FIREMAPS),

Partners: BOKU, Egerton University and Kenya Forestry Research Institute (KEFRI)

Financed by: The Commission for Development Research (KEF) at the OeAD-GmbH

### KEF Project DB Search

**Developing fire danger maps for identifying fire hot spots and improving fire management in Mt. Kenya forest**

<table>
<thead>
<tr>
<th>Project Code</th>
<th>P 211</th>
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<tbody>
<tr>
<td>Project Management</td>
<td>Vackl, Harald</td>
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</table>
| Project Team Members | Birech, Rhoda  
Vackl, Harald  
Müller, Mortimer  
Nyongesa, Kevin Wafula  
Kipomo, John Njagi |
| Involved Institutions | University of Natural Resources and Life Sciences, Vienna (Boku)  
Cafeteria University  
Kenya Forestry Research Institute (KEFRI) |
| Date of Approval | 2015-2017 |
| Duration | 2015-2017 |
| Program / Co-funding |  |
| Publications |  |
| Abstract | Human-induced wildfires have caused major losses to forest resources, wildlife and property in Mt. Kenya forest. The Central Highlands Conservancy covering Mt. Kenya forest has limited and insufficient technical fire management capacities to control the spread of large scale fire events in the recent past. The project FIREMAPS seeks to support wildfire management in Mt. Kenya forest by developing fire danger maps to be used by the government and communities to identify fire hot spots, support fire prevention and firefighting. The FIREMAPS project will achieve its goal by:  
1) undertaking a multi-stakeholder participatory engagement of communities around Mt. Kenya forest to identify fire prone areas and causes of wildfires and  
2) it will analyse records on socio-economic activities, weather data, vegetation types and wildfire data to develop fire danger maps.  
Wildfire related issues are multi- and inter-disciplinary in nature and there is no single organization that can handle these issues on their own. The FIREMAPS project will combine scientific evidence and local knowledge of communities on fire management in Mt. Kenya one of the five water towers of Kenya. Through the experiences gained from learning together and interacting with... |
FIREMAPS

- Fire records
- Weather data
- Vegetation maps
- Interviews
- Observations
Unsuccessful proposals!!!!

1. KOMESHA MOTO Proposal: Increase capacities of Universities and Communities in Kenya in Monitoring and Managing wildfires in 2013********

Partners: BOKU, Egerton University, University of Eldoret and Kakamega Environmental Education Program (KEEP)

2. BEECAP Proposal: Strengthening Universities’ Capacities to offer Training in Beekeeping for Environmental Conservation, Food Security and Poverty Alleviation in East Africa in 2015

Partners: BOKU, University of Eldoret, Egerton University, Makerere University, African Beekeepers and Ecosystem Volunteers

BUT WE ARE PARTNERS!!!!
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1. Austrian Partnership Programme in Higher Education and Research (APPEAR) under Austrian Development Cooperation
http://www.appear.at/

2. Commission for Development Research (KEF) with financial support of the Austrian Federal Ministry of Science, Research and Economy (BMWFV)
http://www.kef-research.at/

3. The Austrian agency for international mobility and cooperation in education, science and research (OeAD)
https://www.oead.at
Finding the right partner/s

Finding the right strategic partner/s is a big task!!!!

- From the start, work closely together
- Have a good connection
- Establish trust with your partner/s
Establish clear objectives
Make sure that everyone is aligned and has the same or complementary visions.

➔ Benchmarks for measuring a project’s success.
➔ Outcome of the partnership
➔ Time schedule.
Be honest about your own weaknesses and gaps

Trying to do too much at once is something we all experience!!!!!!

Especially true when you’re passionate about your idea or product.

BUT
➔ Seek partners who are experts in a particular area
➔ Focus on your core competencies.
Understand what makes your partnership unique

Have a clear grasp of your own intellectual property

The value you bring to a partnership will help you negotiate the terms of any agreement.

It also helps to determine when you should work with a partner or do the work in house.
Be confident!!!

➔ You need to be confident that a partner can deliver what they’re promising before you enter into any kind of partnership (signed contract).
➔ Ask for recommendations and look for established track record.
➔ Ask to see evidence of results.
Keep communicating

- Maintain contact with frequent check-ins to talk through any problems.
- Keep confidence levels high on both sides
- Deal with any unexpected issues or changes swiftly!!
Asante - Thank you!!

- Remember to thank all who support your partnership directly or indirectly.