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## SUCCESS STORY

### Konbit: Building Trust and Consortia in Haiti Leads to Development Results

*Konbit's goal is to increase the number of local development partners influencing and achieving significant and sustainable development results in Haiti, who are accountable to their constituents and who are able to effectively compete for and manage resources.*



September 2019 – Haitian for-profit and non-profit organizations struggle to gain a footing in the development sphere in Haiti due to limited resources and relatively few opportunities to contribute to the conversation.

Local organizations are joining efforts in unprecedented ways to become veritable agents for change. Firms from the Konbit network are actively search for opportunities to collaborate and create consortia to strengthen their ability to respond to development challenges. Jointly, they present a strong front and collectively they ensure world-class service delivery.

As part of its capacity building services, Konbit encourages and promotes strategic competitiveness to enhance performance and improve sustainability in an unpredictable environment. This approach involves seeking collaboration when appropriate —sharing best practices, innovations, and resources— and competing when it is not.

Konbit facilitated the creation of an association of Haitian service providers that understand the urgent need to work together to meet the demands and increase their share of increasingly complex markets. The *Konbit pour la Compétitivité Stratégique (KCS)* Association registered in 2017 and counts 11 members including Centre de Formation et d'Encadrement Technique (CFET), Institut de Formation du Sud (IFOS), Ayiti Nexus and Group Croissance, firms that have worked extensively with USAID and other international donor agencies and who recently formed consortia and won three bids from international donors.

To date, Konbit has provided services to 116 local businesses. Of that group, seven have received robust assistance in the form of tailored trainings, assessments, access to international advisory services and grants. They have successfully strengthened their governance structures, developed more effective systems and improved their accountability, better positioning them to seize opportunities and seek partnerships. Konbit actively fosters a mindset of trust and collaboration as a means to securing new opportunities and improving management capabilities.

CFET, established in Haiti in 1988, is one of seven local organizations receiving intensive capacity development support from Konbit. CFET has been working closely with Konbit and its partners since 2015.

*“CFET has faced many challenges collaborating with other local firms due to a lack of pre-established procedures and understanding of responsibilities. Currently CFET is proud to be partnering in three strong consortia with local and international firms, implementing USAID funded programs. This is a direct result of Konbit’s training and support. The biggest lesson learned from Konbit is to be inclusive. Now, we will help build trust in and among local firms to bring sustainable change to Haiti.*

*Now more than ever, we need to advocate for locally-driven development and access to larger market opportunities for local firms.”*

Marlène Gay, CFET Executive Director.