How to run successful hospital partnerships

In 2024, we gathered the wisdom of 100 experienced hospital partners. This briefing distills what they'd tell new peers.

1) Set strong foundations for your partnership

- ✓ Invest early in connection, trust and mutual cultural understanding.
- ✓ Develop a common understanding of local needs and partnership objectives.
- ✓ Identify synergies and link up with important stakeholders (e.g. local government, MoH, German embassy, private partners).
- ✓ Agree on how you'll communicate. A call can often be clearer than email to make sure you're on the same page.

➢ *"Maintain regular contact (online, WhatsApp, phone) to stay up to date on both big and small project matters, and also to engage on a personal level."*

2) Learn and adapt every step of the way

- ✓ Start simple, stay realistic, and build momentum with early wins.
- ✓ Together, evaluate progress towards objectives.
- ✓ Confront challenges together, from the start.
- ✓ Connect with other partnerships to exchange insights.
- ✓ Always remember to put the patient at the center of thinking and action.

➢ *"Connect with other hospital partnerships to exchange experiences and best practices."*

3) Tackle admin tasks before they tackle you

- ✓ Familiarise yourself early with requirements for financial reporting.
- ✓ Collect all receipts.
- ✓ Plan realistically for things that might take a while (e.g. visas, ethical approval, customs clearances, etc.).

➢ *"Plan sufficient time for project implementation, especially for administrative matters such as visa applications or coordinating travel documents."*

4) Together, create change that lasts

- ✓ Share results with officials to influence policies and guidelines.
- ✓ Build your team for the long run by inviting other motivated colleagues to join.
- ✓ Write up and share your findings in guidelines, protocols, research publications, etc.

➢ *"Be enthusiastic, organize regular activities and workshops, and keep in touch even after the project ends. Continue to expand with existing partners into new projects."*