

When consultants come together to support a funder, they form a **philanthropy-consulting partnership**.

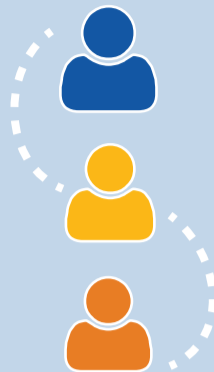
The **purpose** of the partnership dictates its **form**:

For collaboration across a project where consultants have complementary expertise:



Horizontal Partnerships
The funder directly enlists more than one consultant for a project

For targeted, time-bound technical expertise or content advice:



Vertical Partnerships
One consultant has a direct relationship with the funder and brings in other consultants

Consultants, funders and the field all benefit from **philanthropy-consulting partnerships**.



When **consultants** work together, each one's expertise complements and broadens the other's range of work.



The partnership's multiple perspectives give **funders** richer, more nuanced information.

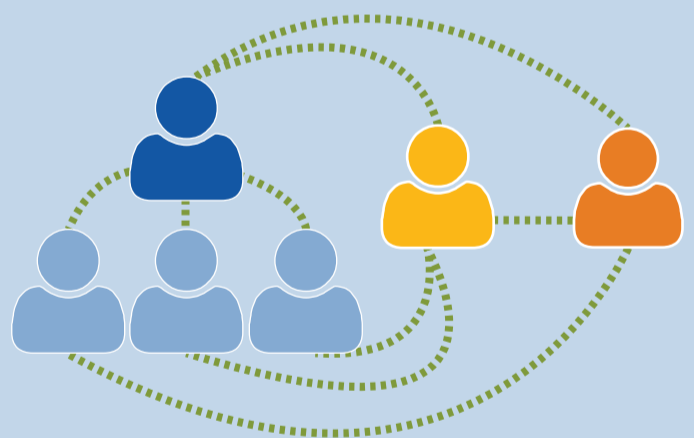


Partnerships form a network of experts that contribute knowledge and best practices to the **broader field**.

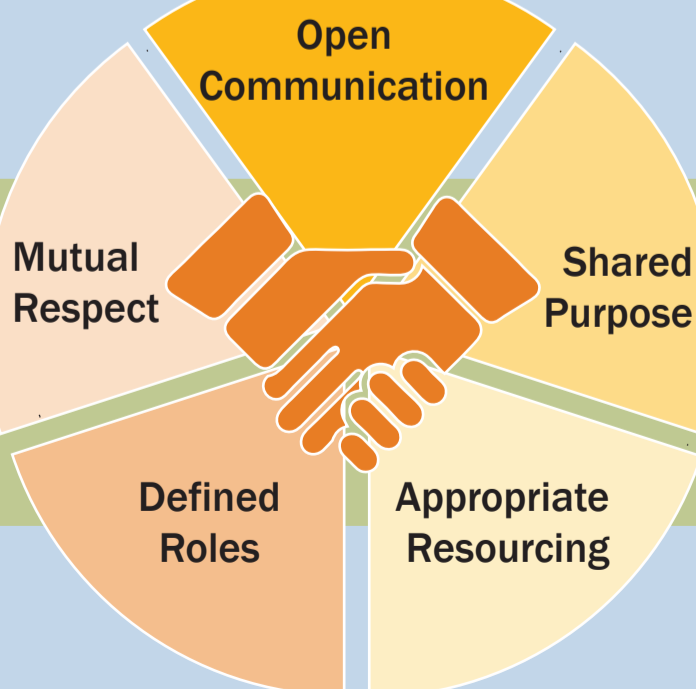
Adding a partnership creates a deeper dimension to **funder-grantee-consultant power dynamics**.

Three ways to navigate these dynamics:

- Communicate previous relationships between consultants, grantees and funders**
- Clarify relationships between all parties during project work**
- Identify how existing relationships inform the project work**



Essential elements of successful



philanthropy-consulting partnerships