

**From:** Andrea Pfanzelter <[REDACTED]>  
**To:** Jeff Epstein <Jeevacation@gmail.com>  
**Subject:** draft bullets on IPI Gates Foundation telcon 11 July 2013  
**Date:** Sat, 13 Jul 2013 05:30:21 +0000

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FYI  
Andrea

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Director IPI Vienna

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Begin forwarded message:

**From:** Andrea Pfanzelter <[REDACTED]>  
**Date:** 12. Juli 2013 12:10:53 MESZ  
**To:** Terje Rod-Larsen <[REDACTED]>  
**Subject:** FW: draft bullets on IPI Gates Foundation telcon 11 July 2013

FYI

**Conference call 11 July 2013 between IPI Vienna and Gates Foundation (GF) Seattle:**

**IPI:** Andrea Pfanzelter; Walter Kemp; Nasra Hassan.

**Gates Foundation:** Robert Rosen (strategy); Melissa Covelli (communications).

**Background:** Prior to the conference call, initiated by the Gates Foundation, it was not clear what exactly was to be the focus of discussion. During the conf call, Robert Rosen referred to the evolving dynamics of polio eradication. They had read the IPI Mission Report on Pakistan.

Melissa Covelli made the following points:

- the remaining polio-related problems in northern Nigeria, Horn of Africa/Somalia and Pakistan;
- how the GF uses other Governments to influence other actors, in particular non-state actors, mentioning UAE and Saudi Arabia as examples;
- GF has made efforts to engage Muslim leaders, eg. establishing with the help of WHO/EMRO an Islamic Advisory Council to function at the regional and global levels;
- the plethora of players and the need for sensitivity visavis employing Westerners in certain areas;
- GF did not need any additional analysis, it needed an action at the local and granular level (here Nasra gave some concrete examples from Pakistan, but this was not the reason for, or focus of, the GF conf call request).
- Bill Gates will be at the UN General Assembly.

**Queries by GF:**

**1. What does IPI do, how does it function and how can IPI help GF in polio eradication and in other areas, beyond polio?**

Andrea and Walter explained what IPI is, how it functions, its strategic advantage of being able to interact with Govts and other influential entities at very senior levels across the globe, as well as at the local and granular levels, eg. in Pakistan, Nigeria, Somalia. It can think globally and act locally. IPI interacts with and via senior Govt officials, politicians, regional and international organizations, institutes, NGOs etc. and had a network of "persons of influence," as well as offices in New York, Vienna, Bahrain . Furthermore, IPI had the ability to work with the UN system without being part of it. IPI organized a pre-UNGA meeting in New York with FM of the European Union and the Middle East ( Last year 34) participating. It was stressed that IPI not only provides analysis, it can help its partners act on the basis of that information – using its network of contacts and local information. Specifically on polio, we made the point that what had been a successful global health campaign now needs to look at political and stability issues in very specific localities – and this is where IPI can help.

The question was asked as to who does the work. It was explained that IPI has a Middle East and Africa programme, and engages specialist consultants (like Nasra and Mark) who have on-the-ground experience and contacts.

**2. GF mentioned that they are interested in exploring a strategic partnership with IPI.** The question was raised as to how we should proceed. Andrea mentioned that Terje has direct contacts with BG. They asked who the point of contact should be moving forward concerning a possible agreement with IPI. It was suggested from our side that it should be Andrea. They asked how much IPI's engagement would cost. We said that would depend on what they would like IPI to do, and therefore we should clarify the terms of reference/deliverables.

### **3. Next steps:**

- (i) GF will in the coming days provide IPI with a format to use in preparing an Action Plan and budget;
- (ii) in early August, there will be another conference call, at which GF would have a member of its Grants Committee as well;
- (iii) it was agreed that the 2 main focal points on the IPI-GF project will be Andrea and Melissa (each would coordinate internally within the two entities).

**Conclusion:** It appears that GF on its part plans to enter into a longer-term relationship with IPI; the IPI Action Plan and budget could usefully cover not only polio eradication but issues of health and security (a point made by Walter earlier); education and security (both are areas where GF is active); how IPI can help GF move its issues forward; other issues?

(NH: IPI should focus on those areas where it can add value to what GF already does, but maybe security issues could be highlighted -- these are major factors in the trouble spots Melissa mentioned).

end.