

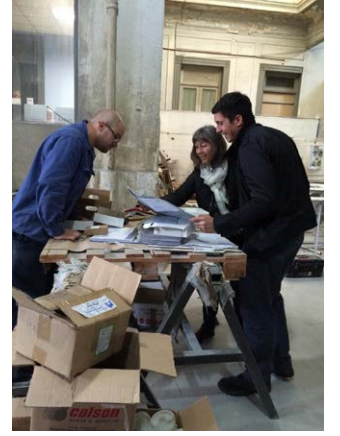


Helping impact entrepreneurs change lives

How to engage EY to help build your business and grow your social impact



Building a better working world



Driving sustainable inclusive growth

At EY, we believe a better working world is one where everyone can contribute to and share in the benefits of sustainable economic growth.

“For more than a decade, EY has brought critical thinking, innovative ideas and a breadth of experience to our entrepreneurs, helping them accelerate their growth in an impactful way.”

David Wachtel, SVP, Marketing, Communications & Partnerships, Endeavor

With billions of people still excluded from the decent work, opportunities, goods and services that most of us take for granted, that may feel a long way from reality. We are proud to work with impact investors and entrepreneurs who are making it their business to tackle this inequality – driving sustainable inclusive growth and progress toward the United Nations Sustainable Development Goals (SDGs) by innovating better answers to some of society’s toughest challenges.

When these businesses work better, the world works better, and that’s why EY is committed to helping them scale.

Working not-for-profit, for nominal fees, we bring the knowledge, skills and experience of the EY global organization within reach of impact entrepreneurs globally. And we serve them just as EY member firms serve large commercial clients, sending experienced EY people to work with them and help improve their business’ resilience, productivity and capacity for sustainable growth.

The clients we work with

The clients we support all share two things in common: they are all small and growing enterprises that are purposefully driving progress toward one or more of the SDGs; and they all need professional support to help address strategically significant challenges and opportunities.

Every year, we provide hundreds of thousands of hours of consulting support to impact entrepreneurs all over the world. As a result, we’ve built a distinctive body of knowledge and experience not only of specific markets and sectors, but also of the particular challenges involved in validating and scaling innovative business models.

From creating more rewarding jobs in the US to expanding affordable maternal healthcare in Kenya, these businesses are already changing millions of lives. With our support, we aim to help them change millions more.

We work with small and growing enterprises that are purposefully driving progress toward one or more of the SDGs.

For profit	<ul style="list-style-type: none"> ▶ Income entirely from customer revenue ▶ Core business run purely to maximize profit and doesn't purposefully target progress toward SDGs 	✗
	<ul style="list-style-type: none"> ▶ Income entirely from customer revenue ▶ Core business purposefully targets progress toward one or more SDGs 	✓
Hybrid	<ul style="list-style-type: none"> ▶ Income primarily from customer revenue, supported by philanthropic or public subsidy ▶ Core business purposefully targets progress toward one or more SDGs 	✓
Non profit	<ul style="list-style-type: none"> ▶ Income primarily from fundraising ▶ Deploys customer- or revenue-based approaches, alongside grant-based approaches, to address the SDGs 	✓
	<ul style="list-style-type: none"> ▶ Income primarily from fundraising ▶ Deploys purely grantbased approaches to address the SDGs 	✗



We work with clients who use a variety of business models to target the causes and symptoms of inequality

Our knowledge, skills and experience help them address strategic challenges and opportunities

By helping accelerate their growth and impact, we're proud to play a role in advancing the SDGs

**Every project is different,
because every client
is different.**



What we do

We send experienced EY people to work hands-on with impact entrepreneurs and their businesses.

We deploy the right skills and experience to tackle their unique problems in their unique contexts, using the same methodologies and project management techniques that EY member firms employ with mainstream government and large commercial clients.

Using those techniques, EY people have helped tackle a wide variety of issues – from designing the business models and operating structures needed to achieve financial sustainability and breakeven,

to helping more established enterprises put in place the systems and processes they need to better manage their people, finances, customers and data as they scale.

Every project is different, because every client is different. Some last a few weeks, others as long as three months. Whatever their duration, our focus is on long-term value and sustainability, co-creating the kind of change that can endure long after we leave.

“EY filled a skill set and experience gap that was crippling our ability to scale. For the first time, we’re able to make management and business model decisions that we were previously making blindly.”

Galen Welsh, Cofounder and Africa CEO, Jibu



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Accelerating progress toward the SDGs



AgDevCo (Uganda)

Focus: Helping build successful African agribusiness and improve the lives of smallholders by providing long-term investment and support to improve productivity and market access

EY project scope: Strengthening financial and operational controls



EDOM Nutritional Solutions (Kenya)

Focus: Producing highly nutritious, fortified staple food flours that combat micronutrient malnutrition

EY project scope: Market assessment



AccuHealth (Chile)

Focus: Providing telemedicine services that make it easier for underserved patients to access professional medical advice and self-manage chronic conditions

EY project scope: Planning expansion into new markets



Kimberlin Education (Australia)

Focus: Bringing real-world commercial insight into the classroom to better prepare students for the future of work

EY project scope: Aligning and focusing new product development



Glowork (Saudi Arabia)

Focus: Promoting equal opportunities for women by bridging the gap between employers and female jobseekers

EY project scope: Developing a sustainable business model



Jibu (Ghana)

Focus: Capitalizing and equipping emerging market entrepreneurs to provide affordable access to safe drinking water and create quality jobs

EY project scope: Developing franchise model and providing tax strategy support



d.light (India)

Focus: Providing distributed solar energy for households and small businesses without access to reliable electricity

EY project scope: Process improvement across customer relationship management, sales and reporting



Adobo Connection (Philippines)

Focus: Provide quality direct and indirect employment through its fast-casual restaurant franchise

EY project scope: Streamlining operations in preparation for growth



Frontier Markets (India)

Focus: Providing effective last-mile distribution of affordable goods and services to remote, low income communities

EY project scope: Creating reliable feedback loops with customers and distributors, and designing the business and operating model for a new line of business



Suyo (Colombia)

Focus: Helping low-income families secure formal recognition of their property rights

EY project scope: Improving unit economics through better cost allocation



Sanergy (Kenya)

Focus: Providing safe, dignified and affordable non-sewered sanitation for low-income communities

EY project scope: Developing cost-to-serve model and business case for city-wide expansion through public private partnership



BioFiltro (Chile)

Focus: Using earthworms and microbes to organically treat industrial wastewater

EY project scope: Developing cost/revenue model for evaluating potential sites and improving reporting



Prakti (India)

Focus: Designing, manufacturing and distributing clean, fuel-efficient cookstoves that help reduce deforestation and carbon emissions

EY project scope: Refining customer value proposition and strategic partnership strategy



Everglades Foundation (Canada)

Focus: Encouraging breakthrough innovations for removing excess phosphorus from freshwater

EY project scope: Analyzing and forecasting cost, environmental impact and value for money across pilot innovations



Virunga National Park, (Democratic Republic of Congo)

Focus: Safeguarding the biodiversity of the park and promote the socio-economic development of surrounding communities

EY project scope: Organizational restructuring



Reclamador (Spain)

Focus: Supporting access to justice for victims of breaches of consumer protection laws

EY project scope: Identifying opportunities and approaches to strengthen organizational culture



TRANSFORM (global)

Focus: Providing technical expertise and capacity-building to help social business models achieve impact at scale

EY project scope: Helping TRANSFORM portfolio enterprises define scalable and sustainable business models

How we operate

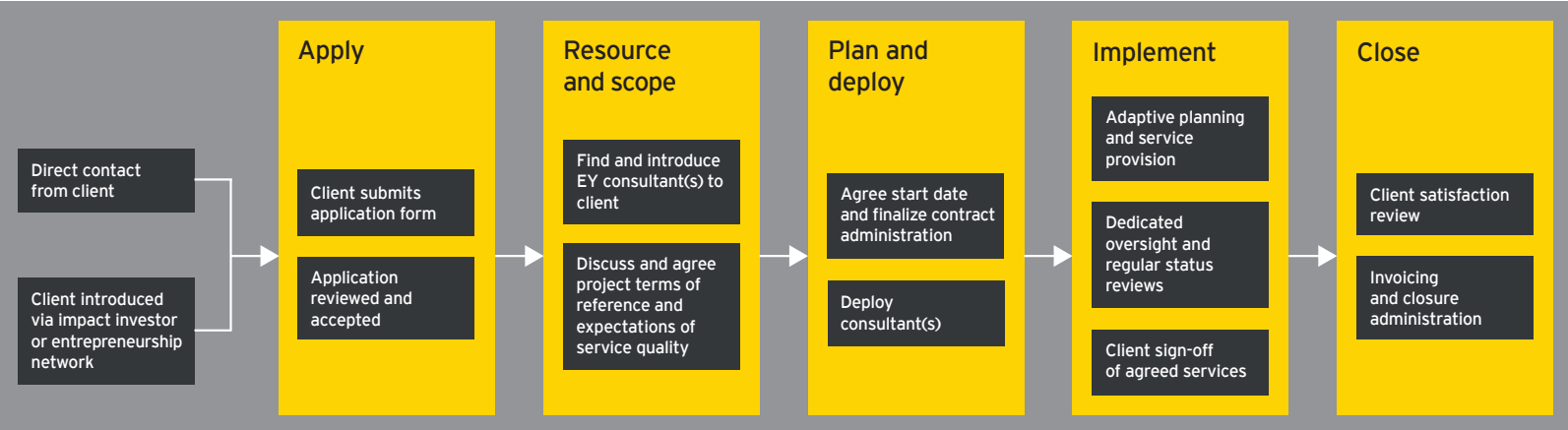
The way that each engagement is scoped, managed and overseen provides for the same quality, insights and access to global networks that EY brings to any client.

If you want to know about how to go from hearing about us to working with us, here's a summary how we operate – from initial contact and scoping conversations through to deployment and project completion.

If you've got a challenge that you think we can help you with, get in touch. We'd be delighted to explore the opportunity with you.

“The work EY does to help social enterprises scale their businesses and grow their impact can be truly catalytic. It's encouraging to see a professional services organization like EY leading on this important work.”

Jacqueline Novogratz, Founder and Chief Executive Officer, Acumen





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About EY

EY is a global leader in assurance, tax, transaction and advisory services. The insights and quality services we deliver help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

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Find out more

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