

EY professional services for impact enterprises

A better working world is one where everyone can contribute to and share in the benefits of sustainable economic growth.

EY has provided professional services to over 500 impact entrepreneurs in over 60 countries to improve business resilience, productivity and capacity to scale.

With billions of people still excluded from access to decent work, opportunities, and goods and services, a special breed of innovators we call "impact entrepreneurs" are at the heart of how EY seeks to drive sustainable inclusive growth globally. These businesses are among the most purposeful on the planet – starting ripples that change the lives and livelihoods of millions. When these businesses work better, the world works better.

EY offers discounted professional services for impact enterprises that are driving progress toward the UN Sustainable Development Goals.

How it works

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

Demand-led: Every project is different, because every client is different. We handpick EY professionals with directly relevant experience to the challenge at hand, and rigorously screen them for their resilience and ability to transfer their skills. All projects are scoped, managed and overseen with the same rigor as would be applied to any other client.

Full-time: EY people work full time with impact entrepreneurs and their businesses for up to 12 weeks. Whatever the duration, the focus is on co-creating the kind of change that can endure long after we leave.

Accessible: A nominal fee of US \$75 per working day (inclusive of fees and expenses) encourages active involvement in projects, while taking care that services are accessible and affordable even to impact entrepreneurs in low-income communities.



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 CEO
Acumen

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Who EY works with

To be eligible for this discounted EY professional services support, impact enterprises must:

- ▶ already be operational and revenue generating, but bring in less than US \$15m in revenue/income each year
- ▶ have the intent to become financially self-sustaining (i.e., not reliant on grants or donations) in the next 5 years
- ▶ purposefully drive progress to one or more of the UN SDGs
- ▶ have not received not-for-profit professional services from EY in the past 12 months
- ▶ have not already engaged with EY in a commercial capacity

We have the capacity to deliver a limited number of projects with impact entrepreneurs globally each year, and we carefully consider them for the positive social impact they create.

We prioritize impact enterprises that:

- ▶ are able to evidence high impact across more than one of the UN SDGs;
- ▶ have the potential and ambition to substantially expand that impact; and
- ▶ align with EY's strategic areas of focus, as described in the application form.

If your impact enterprise could benefit from EY professional services support, apply [here](#).

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EY filled a skill set and experience gap that was hampering our ability to scale. We're now able to make management and business model decisions that we were previously making blindly.

Galen Welsh
Cofounder and CEO
Jibu



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FAQs

1. How do I apply for EY professional services?

Apply [here](#). We use the information in the application form to conduct initial risk and independence checks internally. Once complete, we notify candidates as to whether the opportunity is approved to progress.

If approved, a role description is shared across the global network of over 280,000 EY consultants to identify an EY team with the right skills and experience. The timeline from submission of application through to project kickoff is typically 12 weeks.

2. How is a typical EY team structured?

One high-performing EY professional (typically with 5-10 years of experience) travels to and works full-time directly with the impact enterprise for the duration of the project, or works remotely if necessary. This professional is able to draw upon the knowledge, skills, and experience of others across the global EY network.

A virtual team provides additional support and a senior EY person is assigned to oversee implementation of the project remotely. Where there is a local EY member firm office, we make every effort to involve them in the project as well.

3. How can EY help my impact enterprise?

EY offers impact entrepreneurs affordable access to professional support through time-bound projects (typically of 4-12 weeks duration) focused on helping to address strategic challenges and create opportunities for long-term growth and impact. Some business challenges are not suited for this type of support. For example, a project cannot make up for a gap in your management team that would be more suited to a full-time position.

EY professional services for impact enterprises can help businesses address:

- ▶ Business model design and unit economics optimization
- ▶ Enterprise strategy, operating model design and implementation
- ▶ Business planning and investment readiness support
- ▶ Customer experience, sales and service optimization
- ▶ Supply chain and operations strategy, process and technology optimization
- ▶ Finance strategy, process and technology set up and optimization
- ▶ Transfer pricing process and policy optimization
- ▶ HR strategy, performance management and change management support
- ▶ IT strategy, selection and implementation and analytics optimization
- ▶ Working capital optimization

4. Is my business eligible for EY professional services?

In addition to the eligibility criteria on the previous page, independence rules prohibit EY from providing both audit and non-audit services to the same client; this extends to parent companies and equity holders. As part of the application, we ask for details on existing relationships between EY and company and equity structures. In the instance of an independence conflict, we cannot provide support.

The EY Global Security team analyzes risks associated with business travel to certain locations; in some instances, security concerns may also preclude us from accepting an application or mean that the project can only be delivered virtually.

5. What commitment is expected from me?

A nominal fee of US \$75 per working day (inclusive of fees and expenses) encourages active involvement in projects, while taking care that services are accessible and affordable even to impact entrepreneurs in low-income communities. EY will provide the required travel and visas for the assigned professional for a single primary location. If travel to additional locations is necessary, we request the impact enterprise to cover any additional expenses.

EY will begin planning and engaging several weeks before the project begins. At a minimum, we ask that entrepreneurs are available for introductory calls, scoping conversations and presentation of final project outputs. However, we also encourage that they devote as much time as possible to the project in order to derive maximum value from it. We see best results when the EY professional can work directly with leadership, supporting reflection on strategic aims and direction of the business. We advise face-to-face meetings at least once a week.