



# Aligning business goals with SDGs

*Dalberg Point of View*

January, 2018

## Agenda

- **Very very briefly who we are**
- **Our perspectives on businesses achieving social impact**

# Dalberg is a global advisory firm dedicated to social impact

4

Pillars (Consulting, Data Insights, Human Centered Design and Capital Advisory)

17

Offices worldwide

300+

consultants globally, including over 50 consultants in India

1300+

Projects completed



13

sectors including financial inclusion, agriculture, infrastructure, employment and education, energy and environment, and inclusive business

# We deliver unrivaled insight across all development sectors

## Expertise Areas



AGRICULTURE & FOOD  
SECURITY



CITIES



EMPLOYMENT AND  
EDUCATION



ENERGY ACCESS



ENVIRONMENT



FINANCIAL INCLUSION



GENDER



HEALTH AND  
NUTRITION



HUMANITARIAN  
ASSISTANCE



ICT



INCLUSIVE BUSINESS



INFRASTRUCTURE



WATER & SANITATION

## Service Lines



EVALUATION



HUMAN CENTERED  
DESIGN



INCLUSIVE GROWTH



INVESTING FOR  
DEVELOPMENT



ORGANIZATIONAL  
EFFECTIVENESS



POLICY & ADVOCACY



STRATEGY



TALENT & LEADERSHIP

## OUR CAPABILITIES

- Project experience: *completed more than 1,300 projects*
- Range of work: *spanning across building large corporates' CSR strategies to advising senior-level stakeholders on global policy, to conducting grassroots surveys*
- Nature of work: *involves cross-practice collaboration and intersection of our service lines and expertise areas*

# We have worked with world's largest foundations to design and implement strategies that help create social impact

## FOUNDATIONS (GLOBAL WORK)



Analyzed trends in sub-Saharan Africa to support development of 3- year strategy plan

Citi Foundation



Conducted a market assessment of smallholder agricultural financing landscape



Developed a 3-year strategy and business plan



(Soros Foundation)

Developed an impact investing strategy for education

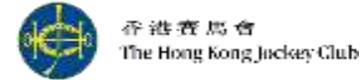


Developed a performance evaluation framework for Vodafone's UN partnership



Designed and budgeted a financial education and scholarship program

## FOUNDATIONS (ASIA WORK)



Designed several monitoring and evaluation frameworks, and assessed global best practices for teaching standards



Designed and helped operationalize the education investment strategy for the brand and foundation team



Supported Japanese companies to use technological solutions for delivering goods and services to BoP



Developed principles for investing in Agriculture in South Asia



Developed an education corporate social responsibility strategy for TATA Group companies

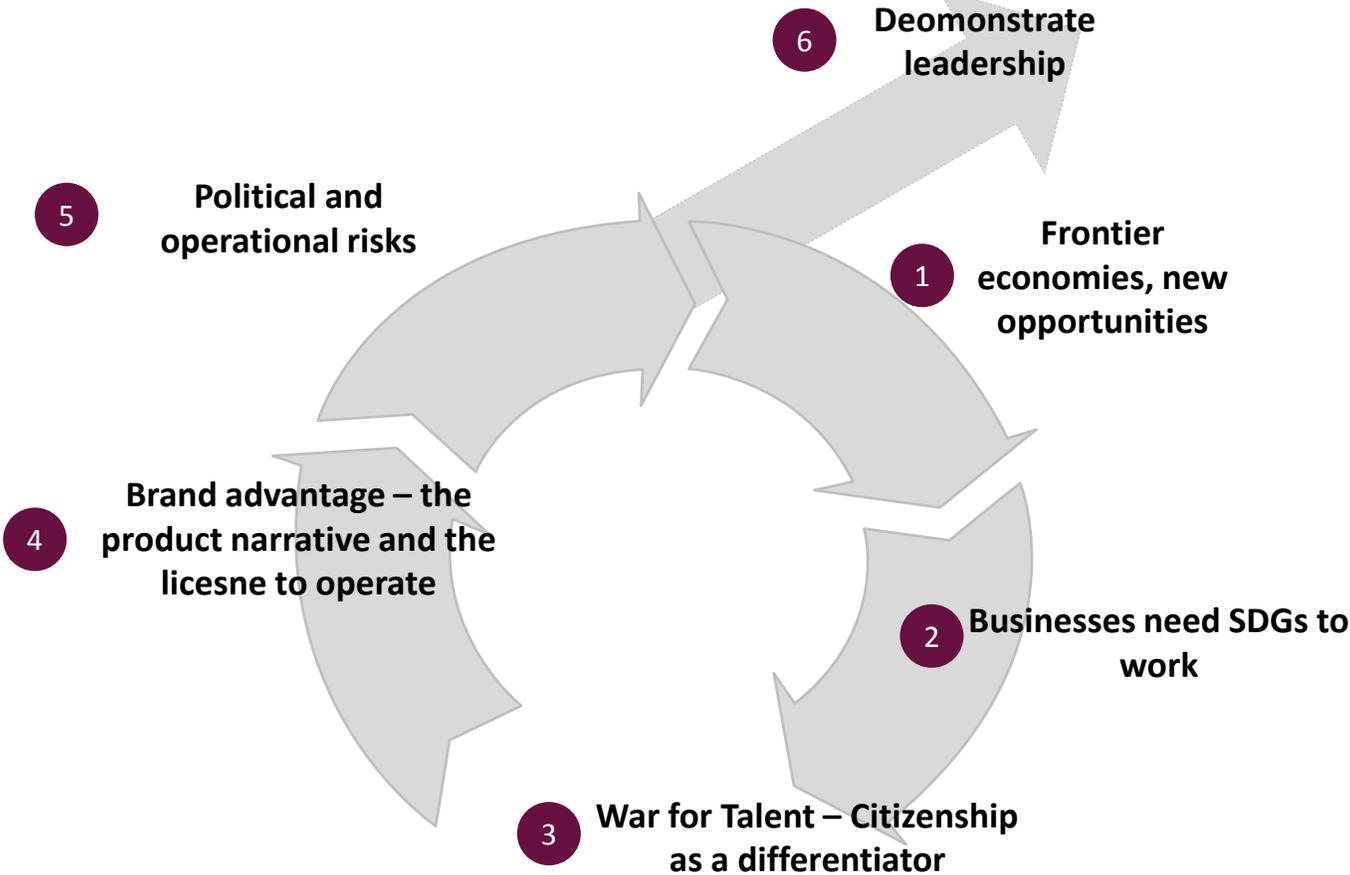


Developed a Theory of Change, and designed monitoring and evaluation framework for Sikshana



Conducted monitoring and evaluation for Foundation's Indian mini-grid programme

# Why should Businesses be interested



# What are some things we have seen that work



- They invest in design and performance management, as opposed to delivering most amount of donation to end beneficiaries
- Link to strategic intent and core capabilities



- They attract funding through good evidence of impact learning



- They treat beneficiaries like customers and follow a segmented approach. BoP customers are more diverse as their behaviour is influenced by a multitude of local challenges. A segmented approach is key



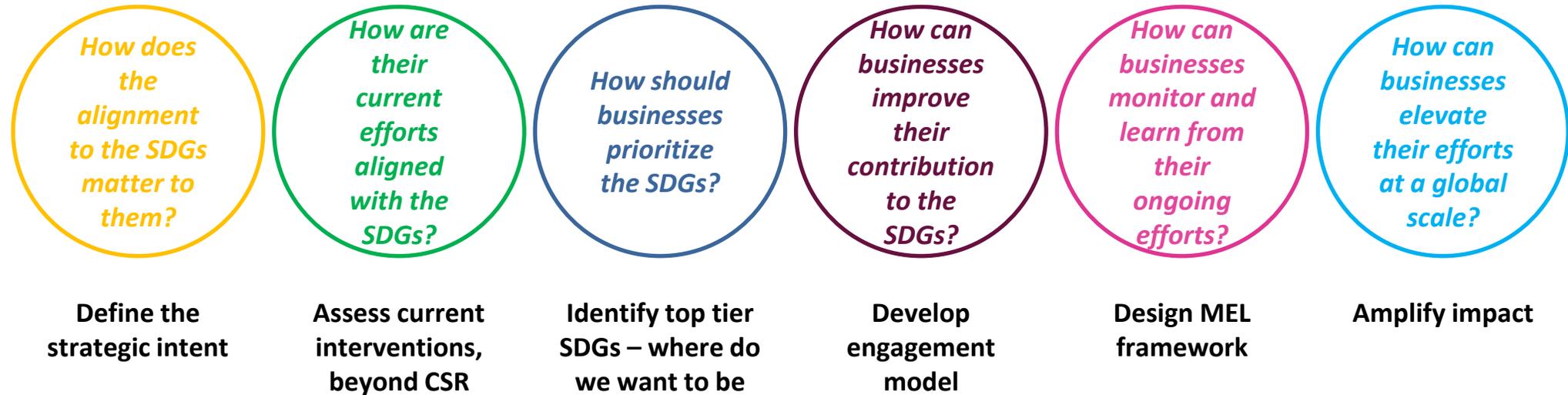
- They revamp themselves often. Rarely does the same model that got you to 1000, get you to 10,000.



- Partnerships, partnership, partnerships



## Businesses should carefully examine 6 questions



**To create impact businesses need to create value, and creating value is strongly aligned with core capabilities**

## **Impact cannot be created in silos – Partnerships beyond PPP**

- **Role of end-beneficiaries cannot be undermined**
- **Businesses need to work with other businesses to scale, de-risk and share resources**
- **Civil societies, NGOs and Social enterprises are the best implementation partners**
- **Multilaterals, Funders can unlock new opportunities**



Thank you

[Kunal.Walia@dalberg.com](mailto:Kunal.Walia@dalberg.com)