This project is co-funded by the European Union

Promoting social entrepreneurship in the Mediterranean Region

Consortium Leader: OXFAM

European Partners:

Southern Mediterranean Partners:

Associated Partners:
Micro-level: Strengthening Social Enterprises

EU MedUP! Working Group during Coordination Meeting
Planning for micro-level – building block 3

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
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<tr>
<td>Act 3.1.1 Setting-up sub granting schemes for financial support to selected social enterprises</td>
<td>Act 3.1.2 Technical assistance services to SEs</td>
<td>Act 3.1.3 Collection and dissemination of good practices</td>
<td>Act 3.1.4 Replication of successful SEs</td>
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</tbody>
</table>

April 2019 | April 2020 | April 2021
Relationship micro- and meso-level

**Meso-level**
- Act 2.1.1 National needs assessment SESOs
- Act 2.1.2 Technical support to SESOs
- Act 3.1.3 Promote networking SESOs and local financial institutions
- Act 3.1.4 Exchanges with EU counterparts

**Micro-level**
- Act 3.1.1 Setting-up sub granting schemes
- Act 3.1.2 Technical assistance services to SEs
- Act 3.1.3 Collection and dissemination of good practices
- Act 3.1.4 Replication of successful SEs
Objective of MedUP! Fund (the Sub-Grant)

Direct objectives
- Scale-up social enterprises

Indirect
- Promote social enterprises as vehicle to offer solutions for social & environmental challenges in countries
- Help build the ecosystem of SESOs (incl. financial institutions) by having social enterprises make use of their services

Target: Allocate 1mEUR to help realize growth-related projects of 100 social enterprises (SEs) that can be implemented within 12 months
Planning for MedUP! Fund

Year 1
- Preparation
- Act 3.1.1 MedUP! Fund

Year 2
- Application & Selection
- Implementation by SEs & Monitoring

Year 3
- Follow-up support
- Outcome measurement (1 year)

Year 4

Act 3.1.2 Technical assistance services to SEs

Act 3.1.3 Collection and dissemination of good practices

Act 3.1.4 Replication of successful SEs

April 2019
April 2020
April 2021
### Phased application process

<table>
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<th>Phases</th>
<th>What</th>
<th>Duration</th>
<th>Who</th>
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<tr>
<td>Call for proposals</td>
<td>Launching call for proposal across countries</td>
<td>9 weeks</td>
<td>Local team</td>
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<tr>
<td>Application support</td>
<td>Guiding potential applicants to submit application</td>
<td>In parallel</td>
<td>Local team</td>
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<tr>
<td>Concept note submission</td>
<td>Submitting of concept note (‘one-pager’)</td>
<td></td>
<td>SEs</td>
</tr>
<tr>
<td>Scoring &amp; Selection</td>
<td>Scoring applications on criteria and selecting best</td>
<td>3 weeks</td>
<td>Team, Country Committee</td>
</tr>
<tr>
<td>Proposal support</td>
<td>Training applicants on proposals, link to SESOs</td>
<td>6 weeks</td>
<td>Local team</td>
</tr>
<tr>
<td>Proposal submission</td>
<td>Submitting proposal</td>
<td></td>
<td>SEs</td>
</tr>
<tr>
<td>Review &amp; Selection</td>
<td>Reviewing proposals, interviews, selecting</td>
<td>6 weeks</td>
<td>Team, Regional Committee</td>
</tr>
<tr>
<td>Contracting</td>
<td>Negotiating terms &amp; milestones, signing contract</td>
<td>6 weeks</td>
<td>Local team</td>
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**Phases:**
- Launching call for proposal across countries
- Guiding potential applicants to submit application
- Submitting of concept note (‘one-pager’)
- Scoring applications on criteria and selecting best
- Training applicants on proposals, link to SESOs
- Submitting proposal
- Reviewing proposals, interviews, selecting
- Negotiating terms & milestones, signing contract

**Duration:**
- 9 weeks
- In parallel
- 3 weeks
- 6 weeks
- 6 weeks
- 6 weeks

**Who:**
- Local team
- SEs
- Team, Country Committee
- Local team
- SEs
- Team, Regional Committee
- Local team
Platform for applications

- Central place for information about grant (videos, application guidelines)
- Setup of application format (template)
- Monitoring of applications
- Scoring of applications on criteria (back-end of system)
- Platform brings other opportunities for SEs (programs, training, investors)
Pipeline – need large numbers to select good cases

- Companies registered: 900
- Concept notes submitted: 600
- Proposals submitted: 180
- Projects: 100 in total
- avg. per country: 16

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Technical assistance services to SEs

Year 1
Act 3.1.1 Setting-up sub granting schemes for financial support to selected social enterprises
April 2019

Year 2
Act 3.1.2 Technical assistance services to SEs

Year 3
Act 3.1.3 Collection and dissemination of good practices
April 2020
Act 3.1.4 Replication of successful SEs

Year 4
April 2021

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Promoting social entrepreneurship in the Mediterranean Region
This project is co-funded by the European Union SME Development Programme Oxfam Novib
SME Development Programme: Countries & projects

EU MedUP!
Countries: Morocco, Tunisia, Egypt, Palestine, Jordan, Lebanon
Donor: EU
Duration: 2018-2021
Social Entrepreneurship

Work in Progress!
Countries: Nigeria, Egypt, Somalia
Donor: MoFA Netherlands
Duration: 2016-2019
Youth Employment

SME Devt Uganda
Countries: Uganda
Donor: Argidius, Foundation, Oxfam
Novib
Duration: 2018-2020
Impact-driven businesses

Empower Youth for Work
Countries: Pakistan (Indonesia, Ethiopia, Bangladesh: no SMEs)
Donor: IKEA Foundation
Duration: 2015-2018
Youth Employment

Enterprising for Devt (EFD)
Countries: Vietnam
Donor: GSRD Foundation, Oxfam Novib
Duration: 2015-2018
Impact-driven businesses

This project is co-funded by the European Union.
Expertise technical advisors

Business Development Services (BDS)
- Group training & tailored (one-on-one) consulting
- Social impact training for SMEs
- Innovation coaching/management
- Matching to international consultants
- Exchange visits, community building

Access to Finance (A2F)
- Investment readiness - pitch deck
- Oxfam Novib Impact Investors Community
- Platform for venture profiling (VC4A)

Enabling Environment (EE)
- Lobby banks / local government on policies
- Promotion social entrepreneurship
- Dissemination of case studies / stories
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MEDUP!
Promoting social entrepreneurship in the Mediterranean Region