



## Our Vision

**Enabling all impact-driven solutions to scale up and contribute to solving the social and environmental challenges of our world.**

**How?** By supporting impact-driven organisations in their scaling-up challenges while contributing to strengthening the impact ecosystem.

## Our expertise

What organisations can expect from a ScaleChanger support mission:

- ✓ A clear strategic vision translated into concrete actions
- ✓ A targeted or proven development model
- ✓ Aligned and embarked teams and governance members
- ✓ Capacities reinforced
- ✓ An ability to raise funds
- ✓ A social impact that is measured, shared or reinforced

## Our achievements since 2014

- +1500** support missions including +150 on an individual basis
- +100** participations in collective support or training programs
- +5000** people who have accessed our resources worldwide
- +30** countries 

**Key figure**  
**9/10**

is the satisfaction rate subsequent to a ScaleChanger support!

## Objective and methodology of the study

### Objective of the impact assessment

Measure the effects of our support missions on the organisations, on their leaders as well as the increase in the impact of their solutions through an analysis of:

- the noticeable changes
- the transformations that have taken place within organisations and among leaders
- the scope of their impact today
- etc.

### Methodology and Sample

The study was conducted through a questionnaire distributed to organisations that had received individual support including scaling up missions, strategic diagnostics, or evaluation missions with a view to scale (both nationally and internationally).

27 organisations out of a total of 65 selected ones participated in the study, yielding a response rate of 42%.

The objective underlying this study was to:

- demonstrate the relevance, for organisations, to be supported prior to, during, and following a scaling-up phase.
- show, to the ecosystem players who support these organisations, that being supported in scaling up is key to increase the impact of these organisation's solution(s).

*ScaleChanger's mission played a pivotal role in the setting of a national development strategy and the long-term financial modeling of our project.*

**Association that offers comprehensive social and integration initiatives to assist the most disadvantaged**



# Study results

## #1

### ScaleChanger's contribution to scaling impact organisations

**89%** of the organisations surveyed indicated that ScaleChanger's intervention played a decisive role in their scaling journey.

The support provided helped to establish a solid strategy, gain a deeper understanding of growth challenges and models, and take concrete action. The assistance bolstered team confidence and was pivotal in structuring and ensuring the success of their projects.

## #2

### ScaleChanger's role in organisations' ability to manage their scaling process

- 95%** of organisations state that they now have a **clear vision** and an **operationally implemented strategy** thanks to ScaleChanger's support
- 86%** organisations feel **capable of managing their scaling process**
- 79%** report having **secured new partnerships** since receiving the support.

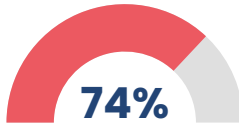


## #3

### ScaleChanger's contribution to organisational and leadership transformations



of organisations **observed changes or improvements within their teams**



of respondents **noticed transformations in their leadership role and posture**

*"The support compelled us to step back and take time for reflection, whilst being guided and supported throughout the process. By defining objectives and exploring potential models, decision-making became easier and was embraced by the team, the governance, and the sponsor who funded the support."*

**Orchestre à l'Ecole**

## #4

### The role of ScaleChanger in enhancing the impact of organisations

**100%** of organisations reported an evolution in their trajectory and/or in the scaling of their impact\*

This resulted in an increase in:

- **Their quantitative impact** (number of beneficiaries / environmental footprint) and/or,
- **Their qualitative impact** (new initiatives / new categories of beneficiaries engaged) and/or,
- **The dissemination of their solution** into new territories.

## #5

### ScaleChanger's role in organisational growth [restricted sample]

A sample of 10 organisations that had received support approximately three years ago reported experiencing the following growth:

**+45%**  
of their payroll  
(median of 67%)

**+300%**  
of the number of beneficiaries  
(174% median)

**+141%**  
of their budget/turnover  
(median 38%)

**+64%**  
territorial presence  
(13% median), this means that organisations have broadened their influence to additional territories.

\*This question only applied to only 50% of the organisations as some of them do not measure their impact or did not received a support mission focusing on the scaling of their impact

# Learnings and ambitions for the future

## Learnings

The organisations we have supported shared the key challenges that they are currently facing (see statistics here), along with one recommendations regarding our support and one recommendation to organisations wishing to scale:

- The importance for organisations to **set realistic impact objectives**, as some scaling projections can at times appear overly ambitious or distant given the resources available to certain organisations.
- The necessity of **ensuring medium-term follow-up** once the scaling strategy is in place.



## Ambition for the future

Based on the results and learnings from the study, we have set ourselves the following ambitions:

- **To strengthen our support** by taking into account the **evolving needs of the organisations**,
- **To intensify our advocacy for effective support of impact-driven organisations**,
- **To adapt our practices** to the opportunities presented by **technological advancements**,
- **To continue and expand our international efforts**,
- **To promote the values of the social and solidarity economy (SSE) across Africa and Europe.**

*"ScaleChanger's mission was highly structuring in establishing a national development strategy and a long-term business modelling for our project. ScaleChanger provided us with the keys to understanding the ambitions we could pursue and the development strategy to adopt accordingly."*

**An association that offers comprehensive social action, a worksite initiative, and an integration enterprise to support the most disadvantaged.**

*"ScaleChanger understood our operating model and challenges thanks to their strong sectoral expertise in SSE, and provided clear action steps. This support was particularly valuable in helping leaders get more efficient and synthetic within a complex environment."*

**A structure that operates in the field of inclusion for newcomers.**

## Contact



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