

# SCALECHANGER

Pioneers and experts in scaling impact-driven solutions

## 2024 Activity Report

---



A decade of action

# Summary

- **Our purpose** ----- 2
- **2024 summary** ----- 2
- **Individual Support in 2024** ----- 3
- **Collective Support in 2024** ----- 4
- **Review of Global Activities 2024** ----- 5
- **2024 Highlights** ----- 6
- **Ecosystems and partnerships** ----- 6
- **Community and Resources** ----- 7
- **ScaleChanger team & commitment** ----- 7



# Our purpose

For a decade, we have been helping the scaling of social and environmental innovations to address today and tomorrow challenges.



## Our mission

To support:

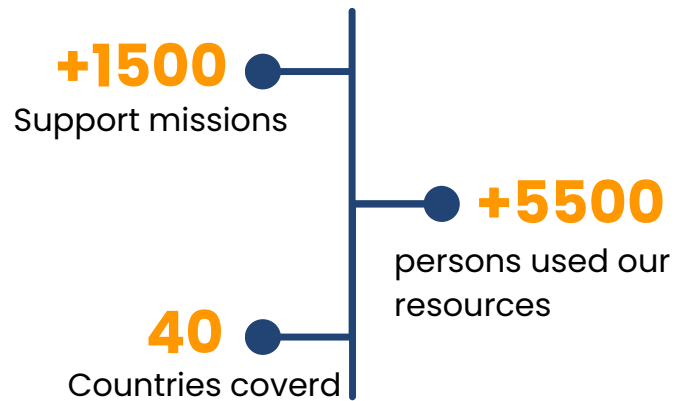
- **Leaders of organisations with a social and/or environmental impact** so that their solution can scale up and reach greater impact.
- **Ecosystem stakeholders** in order create an environment that fosters the development and the scaling of these social innovations.

We intervene at key moments in the development of organisations, offering customized individual or collective support.

### Our areas of expertise

- Strategic diagnostic
- Business Model
- Leadership
- Scaling Strategy
- Governance / Human Resources
- Fundraising
- Internationalisation
- Collaboration and partnership

### Key metrics since 2014



## With 2024



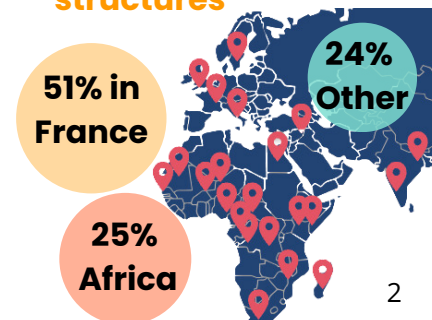
Representing a cumulative total of nearly

**10,000** employees



And hundreds of thousands of beneficiaries

### Geographical coverage - Supported structures





# Individual support missions in 2024



In 2024, **ScaleChanger provided support to 48 managers and their teams** during an individual mission. We ensure that they feel supported, equipped, confident, and ready to effectively prepare and manage the scaling of their solution.

**9/10**

Average satisfaction rate given by managers and entrepreneurs after receiving our support.

## Mission Typology

In 2024, we conducted various types of missions involving entities from all sectors of activity, with the primary focus on missions related to:

Spin-off strategy

Strategic planning

Strategic mentorship

Strategic diagnostic

Business Model

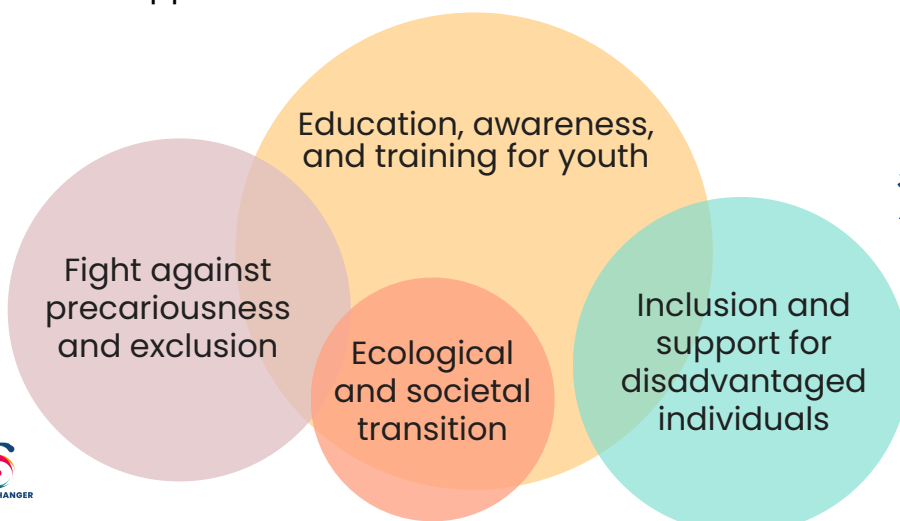
## Translation into Sustainable Development Objectives

(in order of significance)

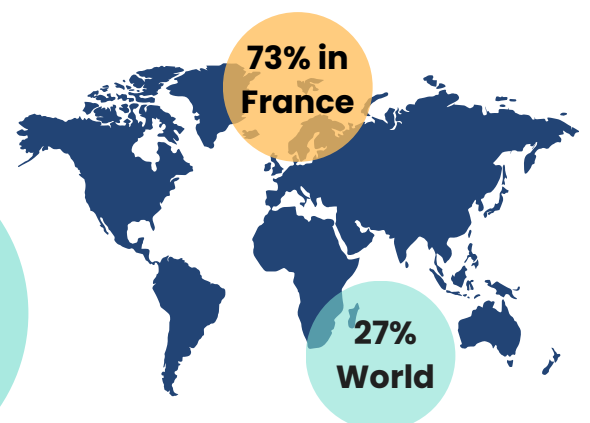


## Profile of the supported organisations

The primary intervention themes of the 47 structures that we supported on an individual basis in 2024 were:



## Scope of Intervention





# Collective support in 2024



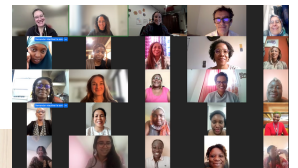
Each year, we collaborate on and/or engage in entrepreneurial or academic programs designed to assist individuals (entrepreneurs, experts, support professionals, students, etc.) in their thinking and actions when it comes to scaling a solution with a positive impact.



We have been actively engaged in designing, organising and facilitating tailored sessions to address the needs of specific target audiences.

The various intervention formats implemented in 2024:

- **In-person workshops**
- **Corporate / team workshops**
- **Global Webinars**
- **Production of video capsules and contributions to MOOCs** for entrepreneurs and entrepreneurship support frameworks in Africa



**Qu'est ce que le changement d'échelle ?**  
**What does "scaling" up mean ?**

Licence Créative Commons - CC-BY-ND 4.0

## Collaborative workshops thematic

In 2024, the three predominant themes addressed during our collaborative support and training were:

### Scaling up

What does scaling up mean, when is a good time for scaling, the different scaling strategies, the methods for implementation, ...

### Fundraising

What strategies can enhance my business model, how can I identify, approach, and persuade financial partners, how can I optimise my fundraising efforts, among other considerations, ...

### Governance

Is my current governance suitable? How can I make it more dynamic? How can I facilitate its evolution to support developmental ambitions, ...

The speakers were highly engaging and exhibited considerable expertise, simplifying complex topics for better comprehension. The presentation was visually clear and well-structured, facilitating effective delivery of the session. The format, which included breakout rooms and content sharing, fostered active participation and enriched the learning experience. Every aspect of the session surpassed my expectations.

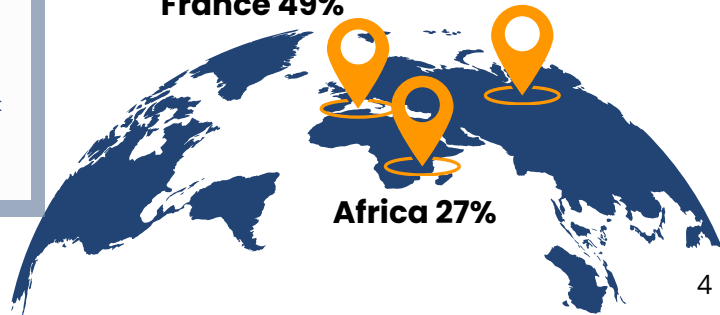
Entrepreneur after a masterclass on fundraising

## Geographical coverage Supported structures

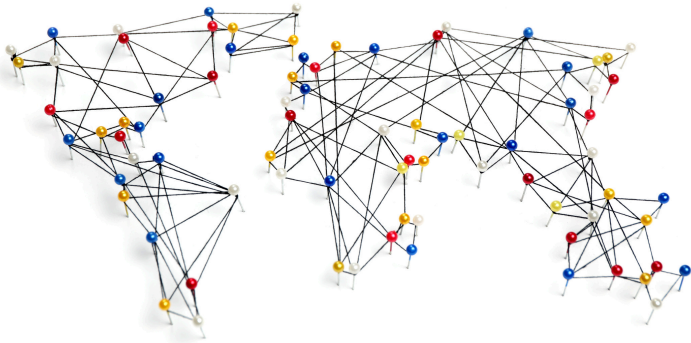
France 49%

Other 24%

Africa 27%



# Review of Global Activities 2024



For a decade, we have been operating in France and internationally, broadening our reach each year to new regions in Europe and beyond. Leveraging our expertise in strategy and development, we enhance local capacities to maximize the impact of their initiatives, collaboratively fostering a more equitable and sustainable future that transcends borders.

In 2024, we provided collective support to **261** entrepreneurs across **38 countries**.

## Zoom on some international initiatives in 2024



**ORANGE  
CORNERS**

**100**

**Orange Corners entrepreneurs** received support in assessing the maturity of their businesses and strengthened their capacities through the delivery of customised masterclasses.

**SOCIAL &  
INCLUSIVE  
BUSINESS  
\_CAMP**

**90**

**Members joined the 2014 SIBC (Social and Inclusive Business Camp)** with 45 female laureate and 45 alumni mentors.

**Future  
Forward**  
Empowering the next generation  
of impact leaders in Central and Eastern Europe

**10**

**Entrepreneurs from Central and Eastern Europe** are supported by ScaleChanger to enhance their social impact.



**2**

**Ongoing European projects: Scaling Catalyst and Digi SEI** aiming to enhance the capabilities of social enterprise support structures (incubators, accelerators, networks) and empower them to more effectively facilitate the scaling of impact solutions in European countries.

# 2024 Highlights

The release of our **2nd impact report** underscoring ScaleChanger's role in scaling the impact of solutions developed by the supported organisations



The Qualiopi certification that enables entities in France to access funding for their support missions



Participation in the Euclid general assembly in The Hague, a European network that supports Social & Solidarity Economy (SSE) stakeholders



## Our commitment and participation in international events

Primarily concerning the themes of...

The ecological and digital transformation

- Seminar organized by the OECD (Leadership in Energy and Environmental Design)
- World Impact Summit (Bordeaux, France)

The social and solidarity economy

- 10th Anniversary Congress of the SSE French Law
- National SSE Forum 2024 (Niort, France)
- Metropolitan Days of the SSE (Greater Lyon)

Impact-driven Entrepreneurship

- Convergences Forum
- Emerging Valley Summit for the advancement of African entrepreneurial ecosystems
- Impact Summit in The Hague

## Ecosystems and partnerships

We take pride in our participation in networks that are continually expanding, as we believe in collaborative efforts and the importance of working together.



European network of organisations supporting social entrepreneurs



Global Movement dedicated to promoting the United Nations Sustainable Development Goals by 2030



Movement of enterprises with a social and ecological impact



International organisation dedicated to advancing social entrepreneurship



# Community and Resources



In 2024 We had:

**7,000** followers who stay informed about our news

We published:

**+20** Articles, newsletters, and video interviews focusing on entrepreneurship and the challenges associated with scaling up

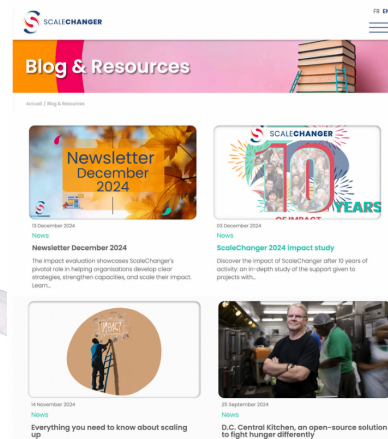
## Our open-source resources and publications

We strive to enhance the ecosystem of social innovations both in France and globally by fostering reflection, facilitating knowledge sharing, and cultivating synergies through accessible resources and tools for stakeholders focused on social and environmental impact.

**+5,500** persons accessed our resources to date

### Our resources

- Scale Me Up Web Application
- Social Franchise publication
- Publication on the New actors of the solidarity sector
- Publication on Innovative business models
- Publication on Agile governance
- Thematic articles
- Newsletters



## ScaleChanger team & commitment

The ScaleChanger team is continuing its commitment to being as close as possible to the needs of entrepreneurs of the SSE ecosystem, with a presence in five French regions and support from experts in several other regions (Senegal, Ivory Coast, Madagascar, etc.).

Committed to the fight against global warming, we integrate ecological issues into our thinking and practices, for example by reducing our environmental impact, and encourage our partners to do the same.

CONTACT



[www.scalechanger.org](http://www.scalechanger.org)



[contact@scalechanger.org](mailto:contact@scalechanger.org)



+33 (0) 7 69 70 14 69

FOLLOW US



Newsletter

### They are talking about us...

*The fundamental distinction from our experiences elsewhere is that ScaleChanger genuinely begins with your needs and vision, adapting accordingly. We are unaware of any other support that is as comprehensive.*

**Feedback from a laureate of a women entrepreneurship program**