



## **A Public - Private Partnership example : 'Skills Sponsorship'**

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**Deloitte.**



## Definition :

‘Skills Sponsorship’ (or in French *mécénat de compétences*) refers to the provision of intellectual skills provided by a private organization to support an NGO on specific development projects.

In our case, it refers to a technical short-term mission on microfinance projects with specific activities and objectives to support the NGO team.

# Why did Deloitte enter in this partnership?

- Activities considered in Corporate Social Responsibility (CSR). The CSR represents for Deloitte Luxembourg the opportunity to generate economic value while optimizing its contribution to the community.
- Our experienced staff benefit by:
  - Capitalizing on their knowledge and participating in CSR activities.
  - Gaining access to new domains and adapting to unknown environments that require a high degree of commitment and flexibility.
  - Strengthening their profiles via the development of new competencies e.g. fulfillment of personal objectives and evaluation processes.
- With our contribution to the development of the microfinance sector we intend to "do well by doing good".



# What are the advantages of this partnership for the NGO ?

- Allows the use of very specific competencies and technical skills that are not available to NGO.
- Links finance and microfinance.
- Financial advantages for the NGO
- Knowledge sharing : Supports the reinforcement of the NGO staff.

# Outcomes : PlaNet Finance and Deloitte Luxembourg experience

Since 2008 :

- 14 on-field missions in over 10 countries : Senegal, Madagascar, China, South Africa, Palestine, Gabon, Kenya, Peru (1 mission with SOS Faim Luxembourg).
- Core competencies : audit, strategy and business planning, risk management, internal control, mobile banking, management reporting, insurance, banking...
- More than 100 man/days provided
- For 2012 : more than 6 missions planned all around the world on new themes such as AML, tax system, etc.



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# A success story : testimony



The objective was to analyze and evaluate the bank reconciliation process put in place in TKF and to give solutions and recommendations focusing on the ones that could be implemented while the consultant was still present.

During the mission, the consultant created a tool to input the data in the MIS system used by TKF (Abacus) in a more efficient and simpler way. This tool was presented to the whole team and a training was given during the last day of the intervention. The tool was approved and started being used successfully the next day.



**M. Pablo Bulcke – Senior – Deloitte Luxembourg :** “This mission at TKF was a very interesting experience were I got to work within a

new team in a new environment with the goal of delivering something useful in a very short time period. My first contact with the microfinance world was a success because we were able to work together and I felt useful as people at TKF were happy with what we achieved. Planet Finance South Africa welcomed me in a wonderful way and made me feel at home from the first day. I discovered a wonderful South Africa where landscapes and culture awoke poetic and philosophical thoughts that make me richer today.”

Thank you for your attention

