

Our ambition

Helping all solutions with a positive impact scale up in order to contribute to the solving of social and environmental problems around the world.

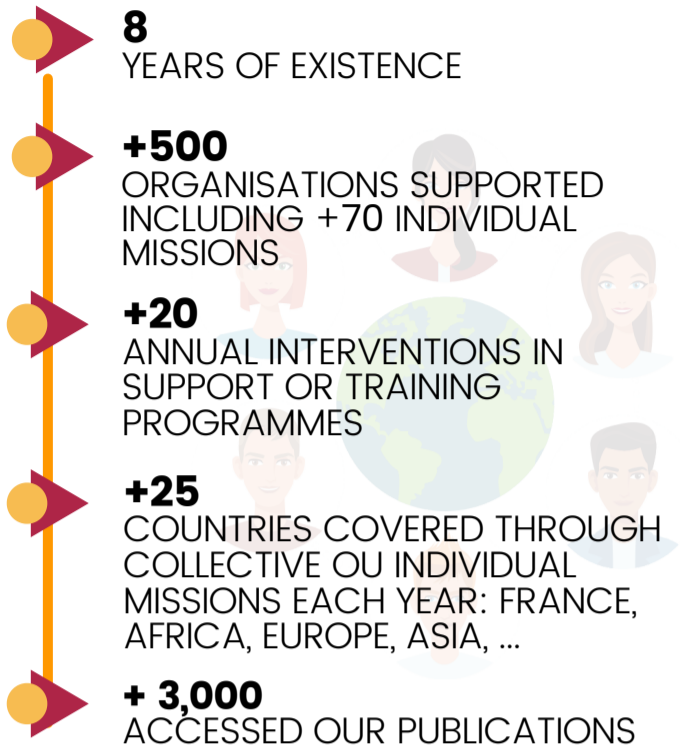
WHAT WE DO ON A DAILY BASIS

Since 2014, ScaleChanger has been helping organisations with a positive impact on their scaling issues so that their solution can be widely spread and reach as many beneficiaries as possible.

THE ORGANISATIONS WE SUPPORT

are social businesses, associations, foundations, etc. with -in average- 15 years of existence and who are seeking our support for our expertise on **spin-offs** [particularly in **social franchising**], **capitalisation**, **impact assessment**, **strategic diagnosis**, **strategic planning**, **network structuring and management**, etc.

Our key figures



Objectives & methodology of the evaluation

Check the relevance and effectiveness of our interventions

Strengthen our action to maximize our impact and better manage our activity



Data from +50 respondents to an after-action questionnaire + interviews exclusively carried out on organisations who received individual support from ScaleChanger in France

What we assessed

The evaluation focused on ScaleChanger's ability to provide organisations the keys to succeed in their scaling ambitions by contributing to the:

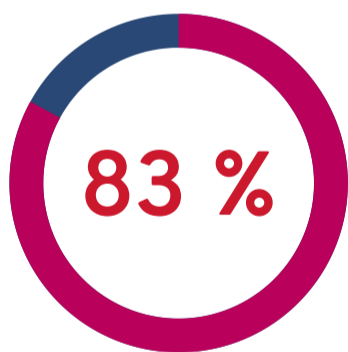
strategic and operational thinking



achievement of their scaling process

9/10

C'est la note que nous attribuons aux organisations que nous avons accompagnées dans le cadre d'une mission individuelle



This is the score given by the organisations we have accompanied on an individual mission

The main objectives of the mission were:

- Animation and definition of a spin-off model
- Territorial coverage
- Structuring and animation of a network

The results of our action

80 %



of organisations have a framework & benchmarks to pilot their scaling strategy

86 %



of leaders have developed their capabilities and gained agility

89 %



of projects' holders communicate more convincingly about their scale up project

The methodology proposed by ScaleChanger really helped us define the strategy, the model and the pace of spin-off that we wanted! Their knowledge of the different models, their fieldwork approach and network in the SSE were very useful. Everything was gathered for us to consider all the possibilities and to be confident in our choices to scale our concept on a national scale.

Co-founder of a zero waste drive



100% of managers feel that they have gained in serenity or seen their mental load lightened

The transformations related to the intervention of ScaleChanger

Once supported in their strategic thinking and the definition of their scaling model, organisations can scale up their solution and maximise their social impact.



The scaling strategy is clarified and translated operationally. The organisation is equipped and the teams are on board



Projects' holders gain capacity and confidence. They manage the acceleration phase and seek funding



The first pilot takes shape then solution is disseminated to a larger scale



Scaling up creates jobs internally and/or on the territories where the organisation settles



More beneficiaries are reached or the impact is reinforced on the initial beneficiaries

The support had several impacts: it allowed us to mature and to assess the complexity of the process. Our scaling project was robust, well thought through and well pitched. It enabled us to obtain funding (for the position of network manager), a prerequisite to move forward. The work done with ScaleChanger has remained as a base for us that we have been sharing with newcomers for the last 3 years. Founder of an organisation promoting voluntary actions



The way we operate in 3 words

Empathy
Listening
Perspective

The organisations we work with emphasise sense of proximity, our ability to put their situation into perspective with concrete examples, to adapt our practices and methods to their context. They also praise the qualities of the ScaleChanger team: empathy, rigour, availability and a high level of expertise.

Our strengths

The experience of team in scaling up, a proven working methodology and the combination of the solidarity, social business & international dimensions of the organisation.

Learnings that will guide our future

The evaluation allowed us to :

- Demonstrate the relevance of our action and get recommendations from the organisations we supported (e.g. increase our visibility).
- Underline our legitimacy: The organisations stress the importance of being accompanied by experts on the complex issues of scaling up.
- Strengthen our desire to innovate, experiment and share information in order to foster the ecosystem and better equip the game changers

Many thanks to the organisations who contributed to this study



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