

Non-profit organisations must go digital.

Really?

13 Apr 2022

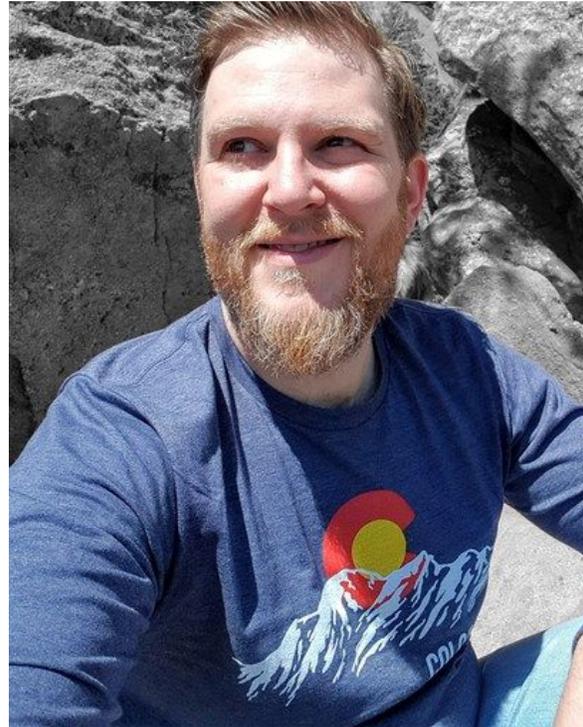
About us



We build better NGOs



We help them be better funded



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Talking points



- Think before we act on digitalisation
 - Objective 1: Understand the past better to prepare for the future
 - Objective 2: Switch from reaction to creation mode
- Stay alert - but calm!
 - Tip 1: Analyse - Create trials - decide
- Be Proactive - but not too much!
- Adapt in a way that suits you - not the tech.
- 5 practical steps towards digitalized funding approaches

Sharing is caring! Content is free to share.

Boost the myth! A get the real story first



Is the prevailing narrative actually true? Is there ever faster change and do we need to run faster and faster, just to keep up in a digital race?

1. Most NGOs from the 1990 are still around, most with their programing competencies.
2. Most IGOs and NGOs adapted - not revolutionised how they work.

Learning point

Nobody is immune, but digital disruption happens over a long time.

Tip 1: Stay alert

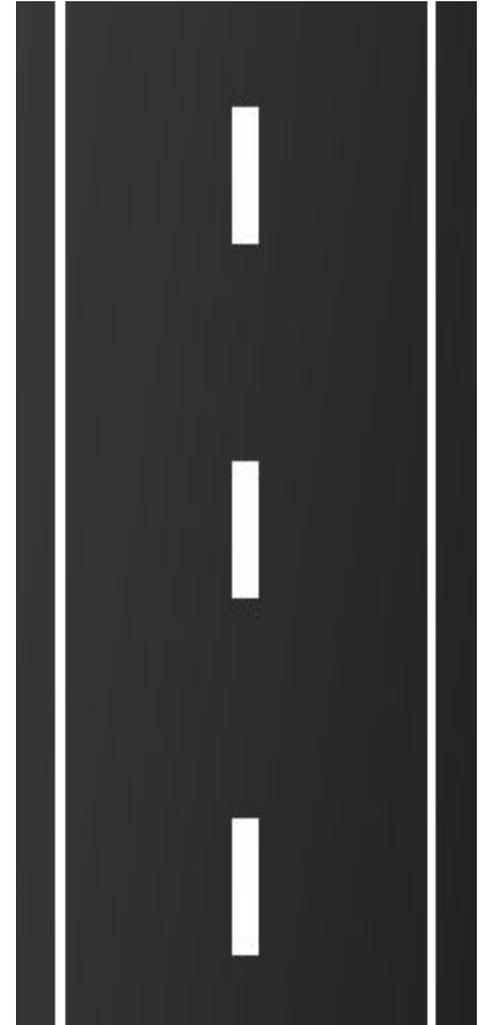
1. Digitalisation tech has awesome impact potential. For some!
2. Ignorance will deliver failure.
3. Stay alert by
 - a. Analyse which parts of your organisation can benefit or are vulnerable? A simple Porter's 5-Forces is a good starting point.
 - b. Create a sandbox / team to try out new ways and operating models.
 - c. Decide how to adapt if threat or potential is high.

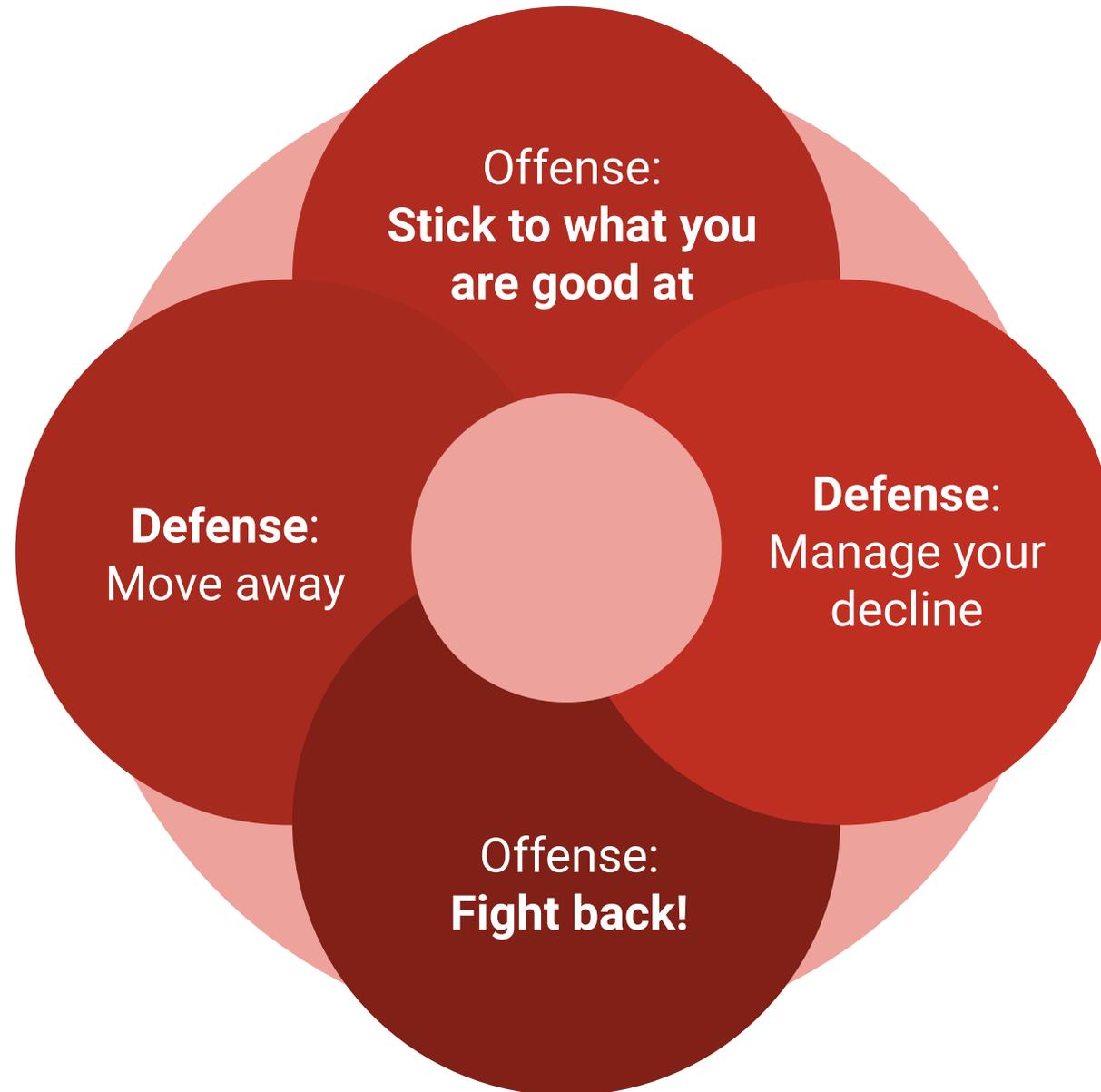
Tip 2: Be pro-active

- 1. Some areas are certain to benefit from digital**
 - a. Shifting the power & localisation through a platform
 - b. Operational effectiveness
 - c. Innovation management & experimenting
 - d. New partnership creation

Ignoring this will not result in happy people!

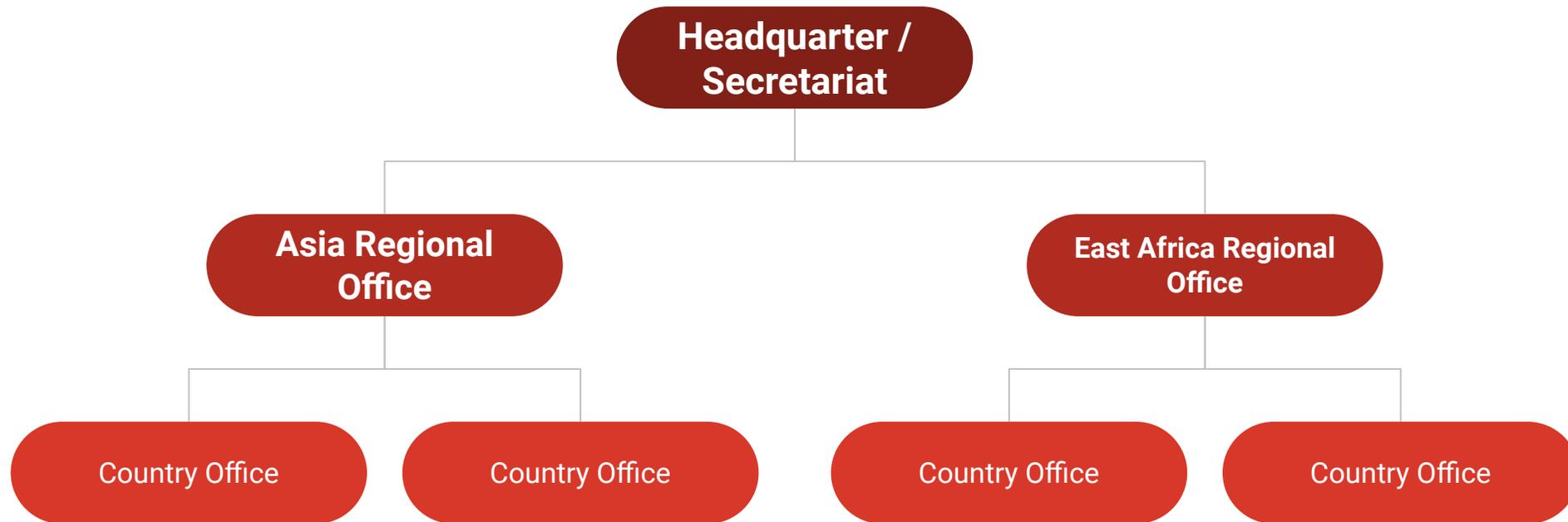
- 2. Decide how to adapt**



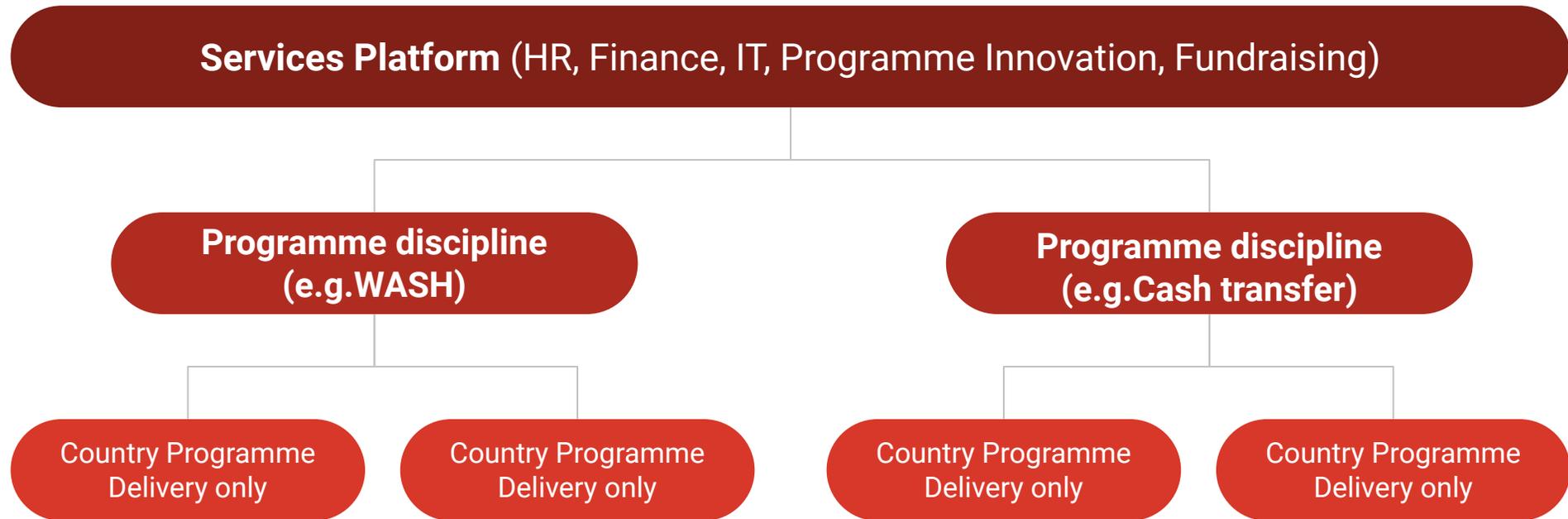


Adapt:
But do it
your way!

From International to global



From International to global





Want funding? Digitalize the work

- **Less office - more work!** - move to virtual and digital
- Interact across time zones and teams - **fast turnaround times**
- **Lift more!** Ability to have a larger and faster moving pipeline
- **Increase transparency** across the organisation
- **No dependency on individuals** in the organisation - “the one person who knows everything and has all the relationships”
- **Easier collaboration** with experts/ key people across the globe
- Digitizing funding can often have the effect to **kick-start digitalization** across the organisation

To digitalize funding work means...

Systems:

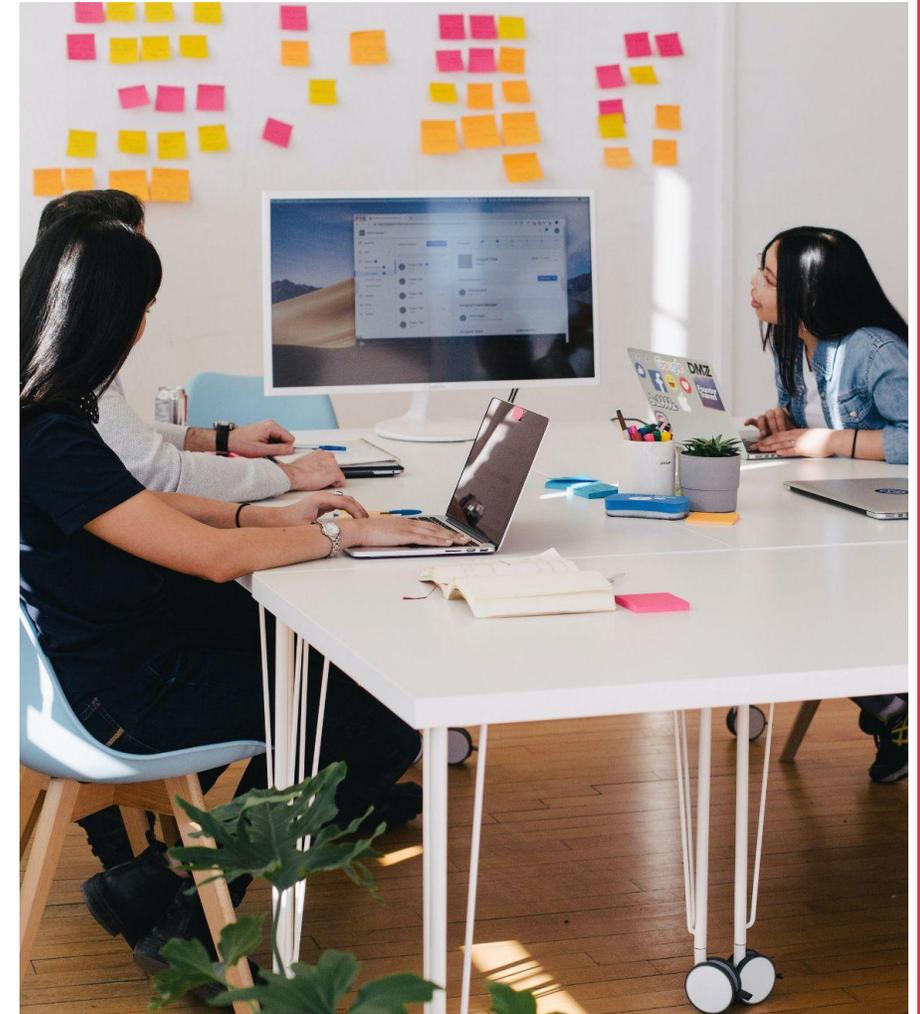
- Digital transformation in funding can bring exponential growth
- Introduction of platform based systems and processes
- All work processes are performed in virtual spaces & asynchronous
- Each opp-data is available at the press of a button

Culture:

- Shifting the organizational or departmental culture to more transparency, accountability and trust
- More flexible ways of working
- Speed of proposal writing increases

How to digitalize funding

1. Design a simple pathway
2. Analyse each aspect of your funding operations
3. Make a decisions about platforms and tools
4. Allocate time and resources, in each step
5. Don't reinvent the wheel
6. Keep it simple



5 Steps to start

1. Assess & analyze

Know where and how you can increase efficiencies by looking at past performances, successes and failures



3. Get buy-in from funding team and leadership

Create ownership and have champions



2. Develop a digitalisation plan

Decide on tools, timelines and human resources ideally in phases



4. Get started

Kick-start the process to showcase and create momentum



5. Create a feedback loop

Implement your plan in phases to learn, assess and most importantly to show small successes



Thank you!

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