



AI & Proposal writing, funding support, and more

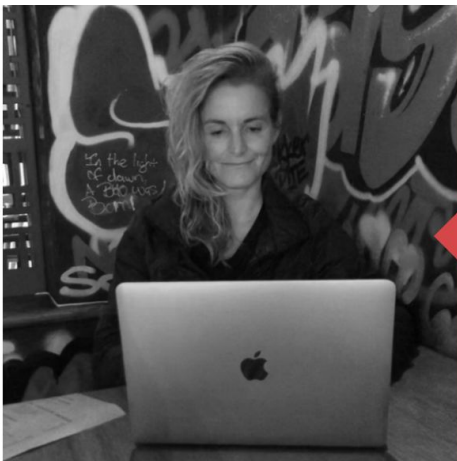
8 February 2024

About us

- ✓ We help NGOs to be better funded, operate better and deploy smarter strategies
- ✓ A social enterprise with many services subsidised. Training is already free for partners.



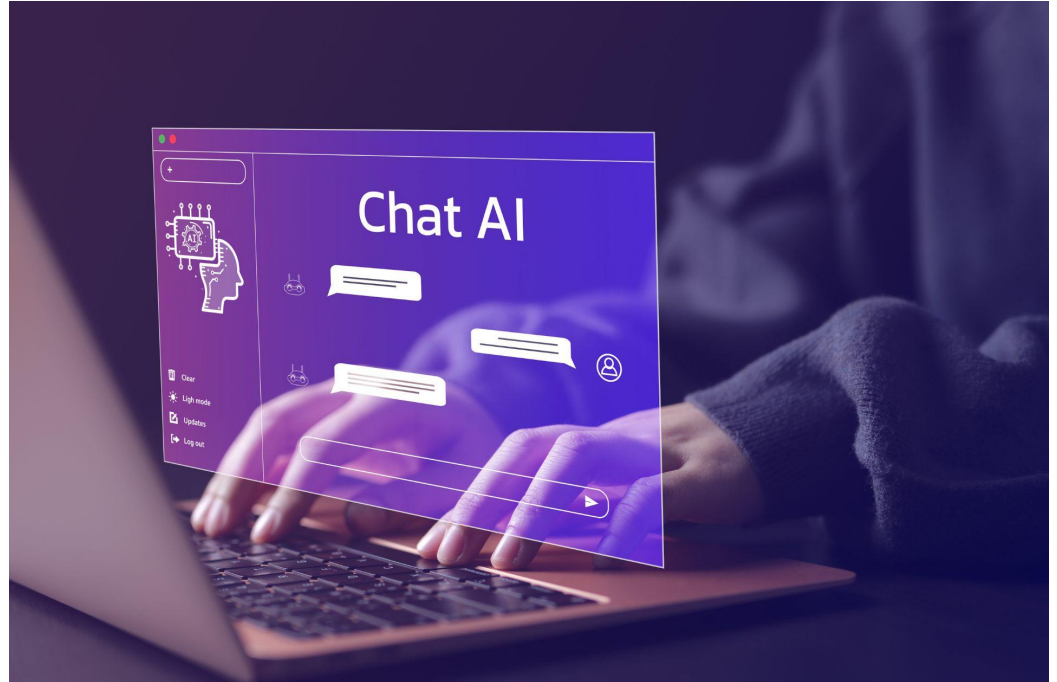
Christian Meyer zu Natrup
Managing Director



Juliette Ball
Digital Services

Talking points

1. Practical uses
2. A warning
3. Look into the future
4. Adapt or perish?





THANK YOU FOR YOUR INTEREST IN
MzN's Funding Support

MzN supports NGOs globally to secure more funding in order to increase impact and better achieve the SDGs. We do this by enabling fast, efficient, and individually tailored access to funding opportunities and supporting bid writing.



How we start

We learn about your organisation, how you operate, what your work is all about, your funding experience thus far and what your organisation's ambitions are.

How we secure more funding together:

1. Identifying opportunities

Identifying funding opportunities, identifying new donors and understanding the funding landscape are essential for the financial success of your organisation. But they also require ongoing access to the latest information. Our professional team has ongoing access to the latest information on the best opportunities for your organisation.

A **big thank you** to all the NGOs we work with in a

Funding Partnership

We work together to

- boost monthly funding intelligence,
- provide proposal development support, and
- strategic advice to NGO

Some of the tools we use



ChatGPT



Fundwriter.ai



consensus



**better
proposals**

Gemini

Where it works!



1. **Track record:** Upload past project reports to generate track record summaries.

Please summarise the enclosed Project report to be used as a success track record in a proposal using a factual tone and highlighting three key achievements of the project in bullet-point format.

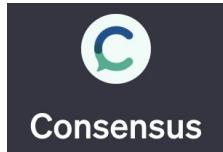


Where it works!



2. Scientific referencing:

Summarise the state of scientific research on a particular topic with references.



assess the economic ramifications of adhering to the Paris Agreement's objectives, including efforts towards a 1.5°C warming limit and the implications for global and regional economies:

- (Frieler et al., 2016)
- (Kahn, 2016)
- (Sun et al., 2021)
- [(Vandyck et al., 2016)](<https://consensus.app/papers/stocktake-paris-pledges-implications-energy-systems-vandy>) ●



You

Write the introduction of a paper on the effects of climate change on GDP using citations since 2015 only referring to the COP conferences since then in no more than 200 words.

Where it works!



3. Does this actually answer the question?

Upload the TORs / RFP with your drafted answer to check if you truly answered the question / what you might have missed?



Does my draft wording below answer all aspects of the the question uploaded in the PDF or are there any aspect that I did not answer yet?



Where it works!



4. Translate and reformulate:

Improve readability and ensure a consistent tone by redrafting content received from non-native speakers

 Without adding any other content from any other sources, please reformulate and summarise this into professional language, British English, no more than 2000 words.



AI will get better over time. Today, it is not performing well

1. Generate a list of donors for a specific location (WEAK)
2. Create a first list of thematically interested donors (VERY WEAK)
3. Generate a summary from a previous proposal to recycle (GOOD)
4. Summarise a budget in narrative (OK)

1. Understand and apply the rules & regulations of a donor (FAIL)
2. Write a convincing value for money section (FAIL)
3. Prioritise important key facts (FAIL)

A look into the future

Sam Altman, CEO of OpenAI: No specific forecast on what AI can do in two years beyond “everything better”.

**Developing with
terrifying speed
and low visibility**



There are major risks!



1. AI cannot differentiate between important and unimportant facts. But it sounds convincing. Users without relevant information & subject knowledge are easily fooled into thinking that content is correct and relevant.
2. AI fabricates information!
3. AI accelerates human bias!
4. AI is not confidential!
5. AI does not reflect your values, is not particularly good creating inclusive language.

**“It might become intelligent one day, but that does not mean it has a conscience.
Would you trust an amoral colleague?”**

Christian Meyer zu Natrup,
Davos 2024 Panel

AI can boost locally led-development If we let it.



AI tools can fundamentally change the way we structure our organisations and work-processes to achieve locally led-development.

Several MzN NGO Partners now restructure **from INGO model towards a platform and service support function** to drive locally led-development.

AI can assist at several points in the workflow.

Adapt or perish?

Restructure for localisation

An MzN NGO Partner (US HQ) is investing into back office capacity (HR, Finance, Research, Innovation, Networking, Communication) to have most, if not all, implementation work be done by local partners.

The business model change incorporates the use of language models from the ground up (Including in innovation, knowledge creation, business development)

AI supported proposal co-creation

An MzN IGO partner (East Africa based) uses AI in and after co-creation workshops to have local implementing leaders create, write and develop impact metrics, assisted and controlled by AI.

Let's think about this right:

“We tend to overestimate potential in the short-term and underestimate it in the long-term.”

Roy Amara's Law



And finally....a donation appeal “*Vanilla Ice*”- style

Alright stop, collaborate and listen,
NGOs are in a brand new mission.
Something grabs a hold of them tightly,
Working hard, both day and nightly.

Will it ever stop? Yo, we don't know.
But with your help, we'll make joy grow!
To the extreme, we rock a scoop like a vandal,
Light up their mood and watch it kindle.

Dance, to the rescue of those in need,
Crushing despair, planting hope's seed.
Deadly, when we play a dope melody,
Anything less than the best is a felony!

Love it or leave it, you better gain way,
You better hit bullseye, the kid don't play.
If there was a problem, yo, we'll solve it,
Check out this hook while my DJ revolves it:

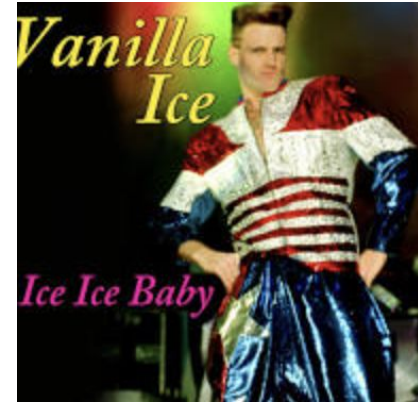
Ice, ice baby, Vanilla
Ice, ice baby, Vanilla

Now that the party is jumping,
With the bass kicked in and the NGO folks
are pumpin'!

Quick to the point, to the point, no faking,
Serving up smiles, no hearts are breaking.

If there was a problem, yo, we'll solve it,
Check out this hook while my DJ revolves it.
Ice, ice baby, Vanilla,
We need your support, let's fill their vanilla!

MzN
International



We believe that doing good can be done better.



We are a social consultancy firm whose only priority is to help those who want to do good, better.

We help non-profit organisations secure more funding, drive innovation and develop smarter strategies. Partnering with over 200 NGOs and IGOs, we are a recognised leader in building efficient, agile non-profit organisations.

New blog, podcast and upcoming events www.mzninternational.com or email: chris@mzninternational.com

Training Courses



Write Winning Proposals

In this course you will learn how to write, manage and negotiate a winning proposal. You will improve your proposal writing skills through exercises on real proposals, case-studies from the world's leading donors and learn together in small groups. Before and after the course, you can benefit from our online learning offers.



Grants & Beyond; Diversifying Income & Building Reserves

Successful NGOs need the right funding mix to create impact and build a better world. But with donor funds severely restricted, and constantly changing priorities and demands, the key question is how can we build a financially sustainable NGO?

<https://mzninternational.com/training-courses/>



Getting Project Budgeting & Reporting Right

The budget is the most frequent reason why proposals fail to win funds. And many projects are limiting their impact due to budget management issues. Let's fix that!

Upcoming webinars: mzninternational.com/mzn-events/#webinars

2024 WEBINAR SERIES

BUILDING THE FUTURE NGO: EMBRACING AGILITY, ENTREPRENEURSHIP, & DIGITAL INNOVATION

Join us for an engaging webinar that explores the evolution of NGOs in the digital age. The landscape for non-governmental organizations (NGOs) is rapidly changing, demanding a shift towards agility, entrepreneurial mindset, and embracing digital transformation to thrive in an ever-evolving world.

DATE

29 FEBRUARY 2024

TIME

3 - 4 PM CET

9 - 10 AM EST

[REGISTER NOW](https://mzninternational.com/mzn-events/#webinars)

mzninternational.com/mzn-events/#webinars

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Upcoming webinars: mzninternational.com/mzn-events/#webinars

2024 WEBINAR SERIES

HOW TO GET DONOR MAPPING RIGHT

Donor mapping is one of the most important tools in the fundraising process and getting it right determines the success or failure of your NGO. In this webinar, we review what a good donor map looks like, dive into the top five sections to focus on and share lessons learned from creating over 200 donor maps.

DATE

14 MARCH 2024

TIME

3 - 4 PM CET

9 - 10 AM EST

REGISTER NOW

mzninternational.com/mzn-events/#webinars

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