

CGAP advocates networks as an effective means for donors to engage in microfinance. Donors with limited staff or technical capacity can leverage their time and funds by investing in well-managed networks that may be in a better position to provide direct financial and technical assistance to MFIs. Networks have played a critical role in developing standards, practitioner exchange, mutual accountability, wholesaling funds and providing technical services. But the term “network” encompasses organizations with as many differences as similarities, and many people are confused by the variety and diversity of networks. The network support organization self-profile highlights key dimensions of network operations and then differentiates the features by charting them along a series of spectrums. The profile was developed with network leaders in a consultative process launched at a workshop sponsored by SEEP and CGAP in October 2002 and continuing through June 2003.

SAVE THE CHILDREN FEDERATION

I. Overview

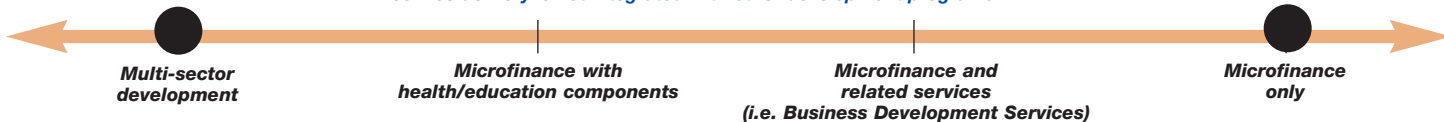
(For most recent fiscal year as of 9/02*)

<p>A. Mission Statement for network support organization (NSO) <i>(Please include gender, target clients and geographic scope)</i></p>	<p>Build and/or create strong MFIs to provide financial services to poor entrepreneurial women to improve the economic security of their children.</p>
<p>B. Description of partners/members/affiliates <i>(Depending on the relationship between the network and the organizations it works with, different terms are used to describe this relationship. For the purposes of this profile, partner will represent all of these relationships including members and affiliates.)</i></p>	<p>12 MFI partners, 7 Save implemented programs</p>
<p>C. Number of partners</p>	<p>19</p>
<p>D. Number of full-time staff of the network support organization</p>	<p>4 (for microfinance), 250 in Headquarter, 2600 worldwide</p>
<p>E. Percentage of partners with positive Return on Assets (ROA)</p>	<p>4 out of 19 = 21%</p>
<p>F. Total active clients of partners</p>	<p>193,000 (as at 9/02); 220,000 as at 12/02</p>

*Networks will have the option to update their own profiles on the MIXMarket in early 2004. Go to <http://www.mixmarket.org/en/partners/partners.quick.search.asp> for the latest information.

II. CORE BUSINESS MODEL

A. ORGANIZATIONAL FOCUS *Save is a multi-sectoral PVO, but our microfinance MFI partners and programs are microfinance only and service delivery is not integrated with other development programs*



B. OWNERSHIP/GOVERNANCE ROLE of network support organization with its partners
Varies widely according to legal situation in country



C. GOVERNANCE of the network support organization and partner involvement



D. STATUS OF PARTNERS AT ENTRY



III. OPERATIONS

A. GEOGRAPHIC FOCUS



B. REGIONAL PRESENCE: Areas where the network support organization operates and/or has partners

(Indicate number of partners in each region)

	Sub-Saharan Africa	Asia	Latin America	Eastern Europe, Central Asia, NIS	Middle East, North Africa	North America Western Europe
NUMBER	3	7	1	3	5	

C. PARTNER LEGAL STATUS

(Indicate number of partners in each category and differentiate between regulated and unregulated)

NUMBER	Project/informal		Foundation & NGO		Cooperative		Non-bank finance inst.		Bank (mf focus)	Bank (traditional)
	Regulated	Unregulated	Regulated	Unregulated	Regulated	Unregulated	Regulated	Unregulated		
		7		9				2	1	

III. OPERATIONS CONT.

D. TARGET CLIENTS of Partners at time of initial entry



E. INFORMATION ABOUT PARTNERS including financial performance and outreach

Save discloses summary performance, but most partner MFIs are on MIX Market



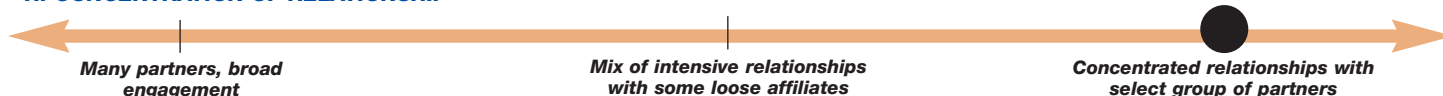
F. NETWORK-WIDE STANDARDS on performance including membership criteria and minimum standards of performance



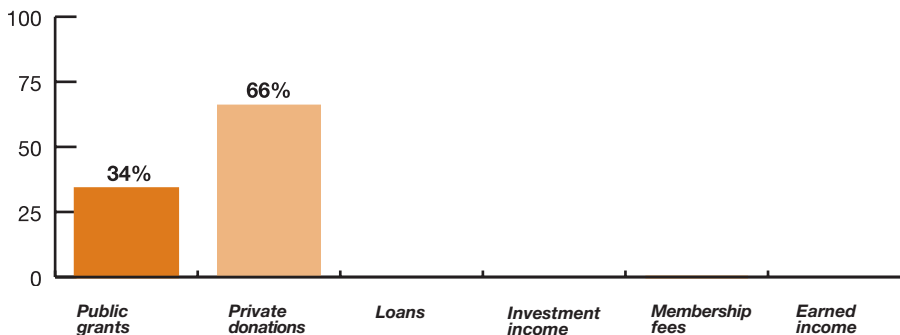
G. IMPLEMENTATION OF STANDARDS



H. CONCENTRATION OF RELATIONSHIP

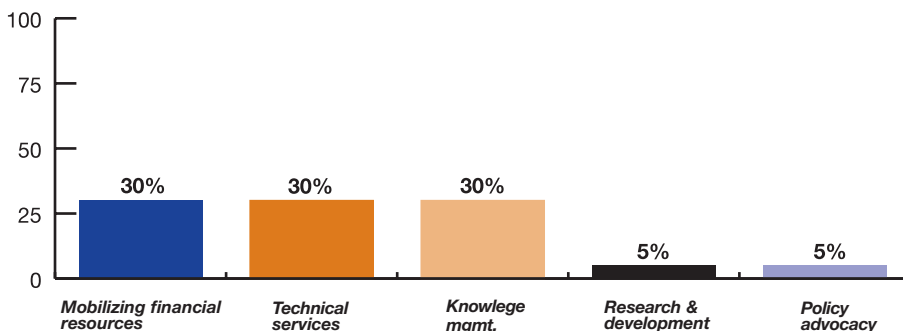


I: NETWORK SUPPORT ORGANIZATION SOURCE OF FUNDS



IV. SERVICES

A. LEVEL OF EFFORT committed directly by the network support organization to its partners



IV. SERVICES CONT.

B. MOBILIZING FINANCIAL RESOURCES FOR PARTNERS



C-1. TECHNICAL SERVICES: Types of technical services offered to network partners. Technical services refers to consultancy, training, advisory services etc. (Indicate percentage of effort per topic for last FY)

Institution Start-ups	Transform to FFI	Product dev. & roll out	Human Resource Development	Information Technology	Strategic Planning	Efficiency & Re-engineering	Financial Analysis & Rating	Other
20%		20%	10%	5%	10%	15%	5%	15%

C-2. COST COVERAGE FOR TECHNICAL SERVICES (Partners receive discounts; non-partners pay full costs)



C-3. TECHNICAL SERVICES (TS) DELIVERY:



D. KNOWLEDGE MANAGEMENT: Opportunities for transferring lessons learned within the network to other network partners and the broader microfinance industry (Check all the appropriate boxes)

Task Force/ Working Group	Case studies	Technical guides	Staff exchanges	Listserve/ virtual mtg.	Website-external	Newsletter	Other
X	X	X	X	X	X	X	X

E. RESEARCH AND DEVELOPMENT: innovation, research and piloting new products (Check all the appropriate boxes)

Clients	Products	Operations	Technology	Other
X	X	X	X	

F. POLICY ADVOCACY: Engagement of network support organization staff and partners in policy advocacy with national governments and bank supervisors

A mix of work in selected countries and regional activities (such as regional policy fora)

