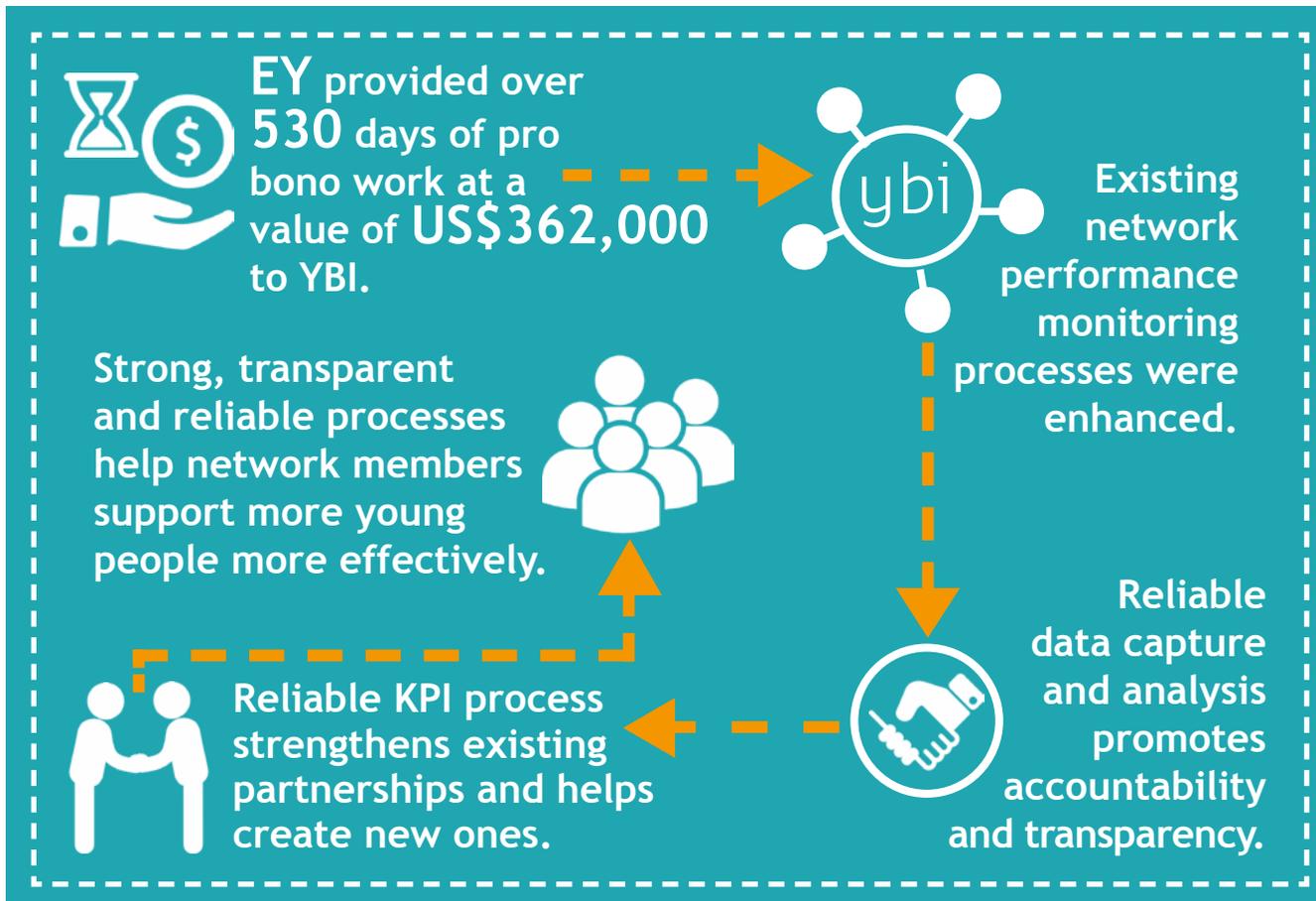


What has the collaboration achieved?

EY has been working with YBI to strengthen the organization's network performance management and accountability process. As we celebrate 530 days of collaboration from September 2012 to July 2015, we look back at how EY has helped transform YBI's approach to data capture, monitoring and analysis.



EY has helped us to really establish effective measurement of key performance indicators from around the network. By working more efficiently, and working at a greater scale, our member organizations are able to support more people, more effectively.

Andrew Devenport, YBI CEO



The YBI network operates in 45 countries through 47 local member organizations which start thousands of youth-led businesses every year.

How did EY help us better understand our impact?

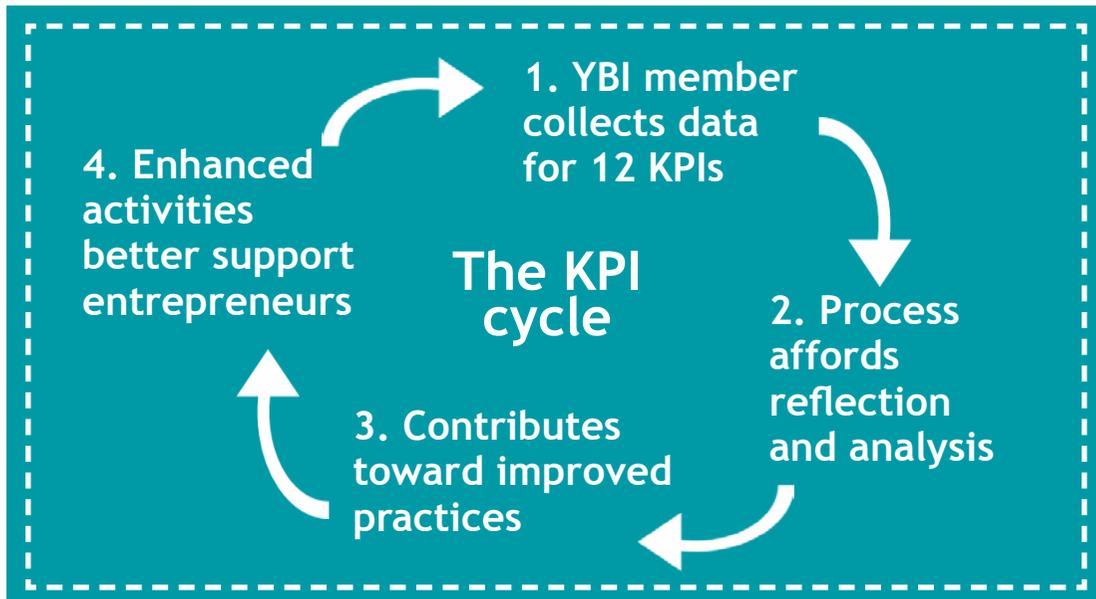
YBI is a global network of organizations which help young people to start or grow businesses. It needs a **reliable performance management framework** to collect, track and share data about the performance of network members across the globe.



Watch a short film about our ongoing collaboration.

EY's experience helped YBI create an online process to gather live information from its network members. In 2014–2015 EY provided more than **530 days** of pro bono consultancy support – registered by YBI as amounting to more than **US\$362,000**.

The **key performance indicator (KPI) process** is fundamental to the effective operation of YBI as it seeks to track the quality and consistency of the support being offered to more than **15,000 young entrepreneurs** every year. The level of data accuracy and transparency gathered through the KPI process helps YBI and its members make a powerful investment case to potential partners and donors.



YBI is now better able to demonstrate impact and value as a modern NGO. Having live data, accessible to all member organizations, stimulates healthy competition, and it's also a powerful tool to create a community where member organizations can share their best practices and ideas.

David Polley,
Assistant Director at Ernst & Young LLP



What do YBI members say about the KPIs?

For Enterprise Uganda, YBI's member in Uganda, the more rigorous KPI process has contributed toward improved data quality and capture. This has helped strengthen Enterprise Uganda's existing partnerships, while also acting as a catalyst for potential future partners and donors.

Enterprise Uganda supports young entrepreneurs, like Betty Oyella Alana (28), who is based in the Acholi region in Northern Uganda.

"I used to be a cleaner earning about UGX50,000 (£10) per month. I was later employed as a teacher at a nursery school but I was not earning enough money. I opened a book shop selling school materials.

The profits from the shop helped me to open up my own school in February 2013. I rented an unfinished house and customized it into a school setting. I started with just a nursery school and enrolled about 40 pupils.

When I heard about the Enterprise Uganda BEST training, I signed up. This training opened my thinking to a new level. My initial plan was just to run a nursery school, but after the training, I started recruiting pupils for a primary section. Today, the school has over 263 pupils and employs 15 staff. I also intend starting up a tailoring school to train young girls and help them earn a living."

Betty Oyella Alana (28)



Thanks to the KPI process, we discover how well or poorly we are performing.

Our partnerships have been strengthened because we have evidence that we are delivering results.

Andrew Niwagira
Monitoring, Evaluation, Learning Officer
Enterprise Uganda



Furthermore, the collaboration with EY allowed secondees to apply and stretch their skills in a different sector, working with different stakeholders and new points of view.



Working with YBI was a highly gratifying experience, both professionally and personally. I was able to take on greater responsibilities than I would in a regular client environment and every evening I went home thinking ‘today I’ve contributed to building a better working world.’

Mamen Ros,
Senior Consultant at Ernst & Young LLP



Next steps

“YBI is the type of organization which will always look for the next goal once a project is completed,” says David Polley. “This is the nature of the collaboration between EY and YBI: we push each other’s boundaries in order to achieve the next objective.”

During the next stage of this programme (2014-17), EY will:



Invest in YBI’s accreditation system and processes

Enhance collaboration and learning



Support specific YBI members across Europe

Provide ongoing support for the YBI network



EY’s purpose is to build a better working world, and this is a great example of how we can leverage our core consultancy skills to really make a difference.

This collaboration provides a great development opportunity for our top-performing people to work alongside YBI and its members and demonstrate EY’s commitment to supporting entrepreneurs - in emerging and developed economies around the world to drive growth and empower innovation.

David Lindop,
Partner at Ernst & Young LLP

