

MicroLead Expansion Mid-Term Evaluation

Pop Quiz

Accra- Ghana 3 March 2016

MicroLead Expansion Overview



The MasterCard Foundation

\$23.5 million-
31 grantees

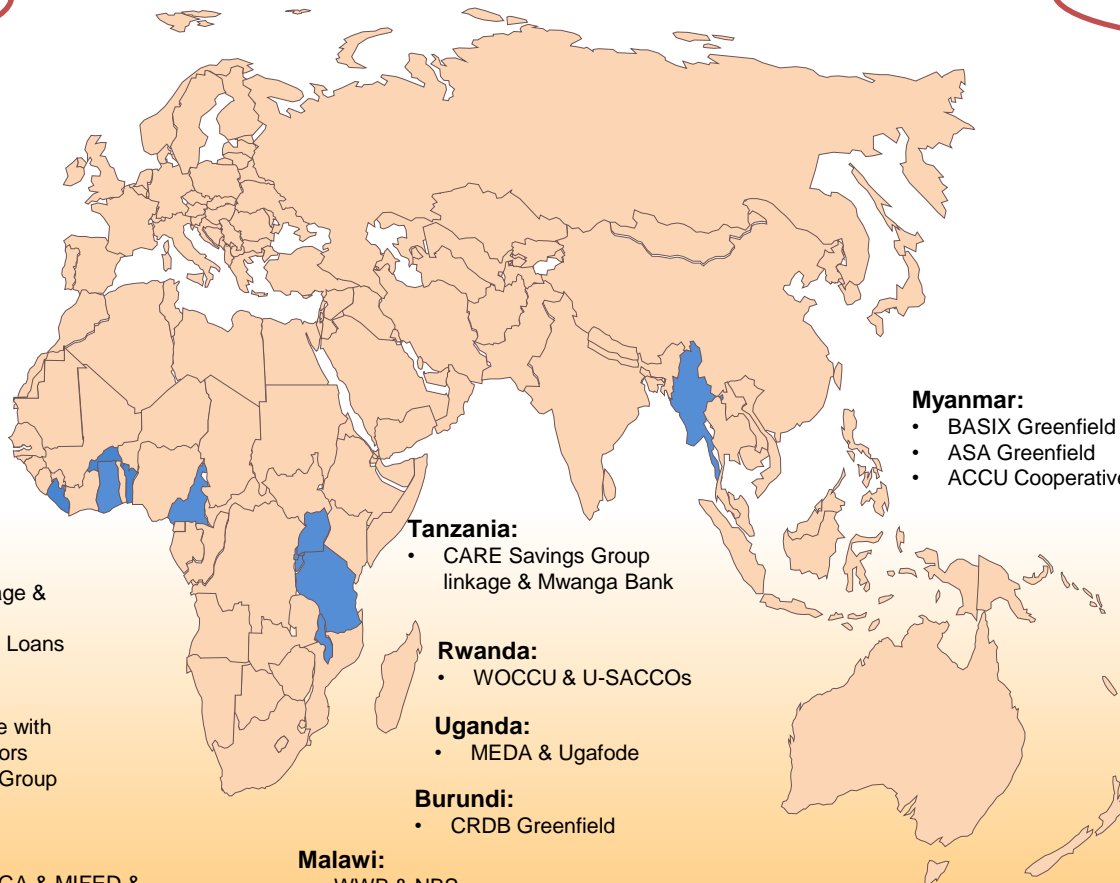
> 1 million new
depositors expected

12 projects
10 countries

Women & Rural
Outreach

2011-2017

Technology
Innovation



\$7 million-
3 grantees,
100K clients

Liberia:

- WOCCU & 4 new Credit Unions & LCUNA

Burkina Faso:

- FFH & RCPB & SOFIPE Savings Group linkage

Ghana:

- CARE Savings Group linkage & Fidelity Bank
- OI & Sinapi Aba Savings & Loans

Benin:

- Alafia & CPEC linkage with Informal Susu Collectors
- FFH & Alide Savings Group linkage

Cameroon:

- BASIX/PAMIGA & MIFED & A3C, UCCGN, CEC

Malawi:

- WWB & NBS

Tanzania:

- CARE Savings Group linkage & Mwangi Bank

Rwanda:

- WOCCU & U-SACCOs

Uganda:

- MEDA & Ugafode

Burundi:

- CRDB Greenfield

Myanmar:

- BASIX Greenfield
- ASA Greenfield
- ACCU Cooperatives

Have you read the midterm evaluation?

A. Yes

B. No

C. I don't remember

The MTE sets out to gauge FSP perceptions as to whether or not there exists a compelling business case for what?

- A. Holding lots of fun workshops
- B. Offering low balance savings to rural underserved populations and women
- C. Linking SGs to FSPs
- D. Employing ADCs

The overall MLE program end-of-project targets for FSPs were:

- A. Reach 450,000 savers
- B. Reach 50% women
- C. Reach 50% rural
- D. FSPs will continue to expand outreach to targeted population after program ends
- E. All of the above

Will we meet our targets?

- A. Yes
- B. No
- C. Partially
- D. Don't know

What was the major impact of TSPs on their partner FSPs?

- A. Improved MIS
- B. Development of ADCs
- C. Using data for decision making
- D. Reporting to MIX

What were some of the criticisms FSPs had about the MLE program?

- A. Amount of required reporting
- B. Amount of funds going to TSPs
- C. TSPs not having local presence
- D. All of the above
- E. None of the above; the FSPs never complained

What were the biggest issues faced by partners?

- A. Setting unrealistic targets
- B. Providing incorrect baseline
- C. Negotiating with MNOs
- D. Unable to find rural women customers

At midterm, MLE has had the greatest impact at what level?

- A. Micro (client)
- B. Meso (FSP)
- C. Macro (regulatory)
- D. MLE has had no impact

Do you think the MLE program has had a demonstration effect in your country?

A. Yes

B. No

C. I'm not sure

Grantees favorite KM tool is:

- A. Quarterly webinars
- B. Semi-annual newsletters
- C. Annual workshops
- D. Case studies

MLE was given high marks on program design. If you were to design the next phase, what would you include as a focus?

- Savings groups linkages
- Deployment of ADCs
- Financial capability
- Innovations, DFS+
- Other ideas



MICROLEAD

THANK YOU