



**IFD**

**International Finance Development**

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***Effective cooperation through  
tailor-made MS Excel-based  
microfinance tools***

**European Microfinance Week 2017**

by  
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**Founder and Managing Director**

# Introduction

IFD - that's just me ... 

- Three principles characterize my work with the partners
  - For any task/context, I develop an MS Excel based tool to
    - i) **teach**, ii) **locally implement it** iii) **follow-up**
  - This allows the partners *over time* to **apply** the new concepts in an **operationally** and **financially self-sustained** manner
- The *DGRV-German Cooperative- and Raiffeisen Confederation* supports for Uganda my on-site & **off-site** work
  - Progress of the partners can be **monitored remotely**
    - ✓ reviewing periodically the **tools' applications on the job**
  - **Additional support** can be easily provided from **off-site**
  - Long-term valuable **relationships** are built
    - Current partners: *Uganda Cooperative Alliance (UCA)*,
    - and *Catholic Workers Movement (CWM) Uganda*

# IFD's three principles for **sustainable** development (1)

## Principle 1

Any project and workshop is accompanied by an MS Excel based **hands-on** tool

➤ Concepts are understood through application on **participants' live data**

### Areas of concern

- **Profitability** and **cash flow projections** for *income generating projects (FinProjTool)*  
In the field: ⇒  
non electronic *Cost-Income template*
- **Audit of Savings & Loan Associations**
- **Risk & liquidity management (RLMT)**
- **Savings & Loan PF management (SLPMT)**
- **Simulation for MFIs (SIAP)**

### Targeted users:

MFIs, **SACCOs**, **SLAs**, **individuals**, **groups**



**Initial support of VSLA trainers:  
Cost-Income & profit estimations**

# IFD's three principles for **sustainable** development (2)

## Principle 2

**Implementation** of the tailor-made tool into the participants' **operational procedures** for its **regular usage on the job**

- The knowledge gained needs to be maintained and deepened in a *practical self-learning process*
- Tool enhancements based on the **users' needs**



**Initial support for an *LPMT* trainer at BUGAMBA PEOPLES SACCO in Western Uganda;**  
The LPMT produces e.g. an up to date arears report at any time - manual production takes weeks

# IFD's three principles for **sustainable** development (3)

## Principle 3

Follow-ups performed **remotely** from **anywhere** in the country or world through regular **reviews** of applications of the tool



- Tools are **sent via email** to reviewer(s) for monitoring:
  - Are all new procedures and methods applied?
  - Have the users grasped the concepts completely?
- Correction of mistakes via comments inserted into the tool's cells
- Further **training** of **trainers** and **users** via **email** and **WhatsApp**
  - ✓ using the “*Professional way of email communication*”

# Conclusion & suggestions for roundtable discussion

## Conclusion:

This **direct contact** allows establishing valuable **relationships**

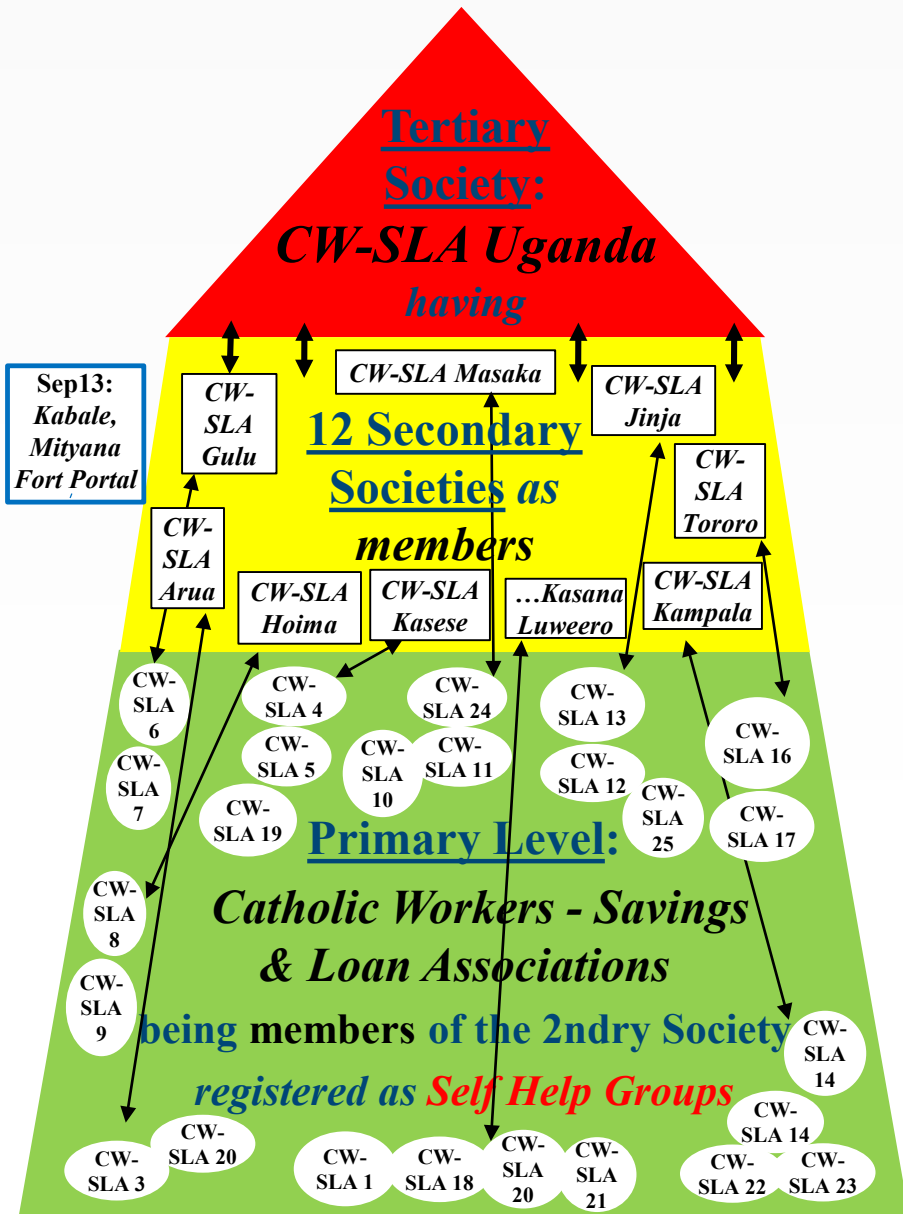
- ✓ amongst the local trainers and users as well as internationally,
- ✓ without the need for a continuous on-site presence,
- ✓ and in a very **time** and **money efficient** way

**Discussion:** How to convince *more* donors to work with the partners

over a **longer time horizon**, especially from **off-site** to

- **give partners time** to **practise** the new methods,
- get familiar with the **tools provided**
  - ✓ through their application on the job
- be **monitored** by the (inter)national trainer /reviewer
  - ✓ through the **regularly delivered tools**,
- receiving **additional remote training**
  - ✓ through the detailed **reviews** of their work within the tools

## Example: Development of a 3-level Network of Savings & Loan Associations



SLA being trained (& trainer monitored)

- **Tertiary Apex Society:**
  - *National Reporting & Audit Tool*
- **Secondary Apex Societies**
  - *Regional Analysis- & Audit Tool* for
  - **monthly AUDIT** of each group - using *Savings & Loan Ledger paper templates*
- **Primary SLAs gain strength via the Network**
  - being **audited** on regional level
  - using the *Financial Projections Tool*

# Monthly Audits & Accounting Reports with tailor-made Audit Tools

<b>Savings Ledger of:</b>	<b>CW-SLA ST. RAPHAEL</b>	<b>Area: Walukuba</b>																																																																																																														
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**Auditor\_12Sep17:**  
 The 788,000 need to be increased by 286,300.  
 1. This coincides exactly with the amount paid back for loans this meeting.  
 2. Methodology issue: Could it be that the group DERIVES the Loan Fund at hand instead of COUNTING it?

- Auditor transfers data from "Group Savings Ledger paper Templates" into yellow cells of Savings ledger sheet of Regional Audit Tool
- Formulas in white cells of Audit Tool detect errors, aggregate positions for reports, derive performance indicators (e.g. PAR)



## Follow-ups with electronic Regional and National Audit Tools



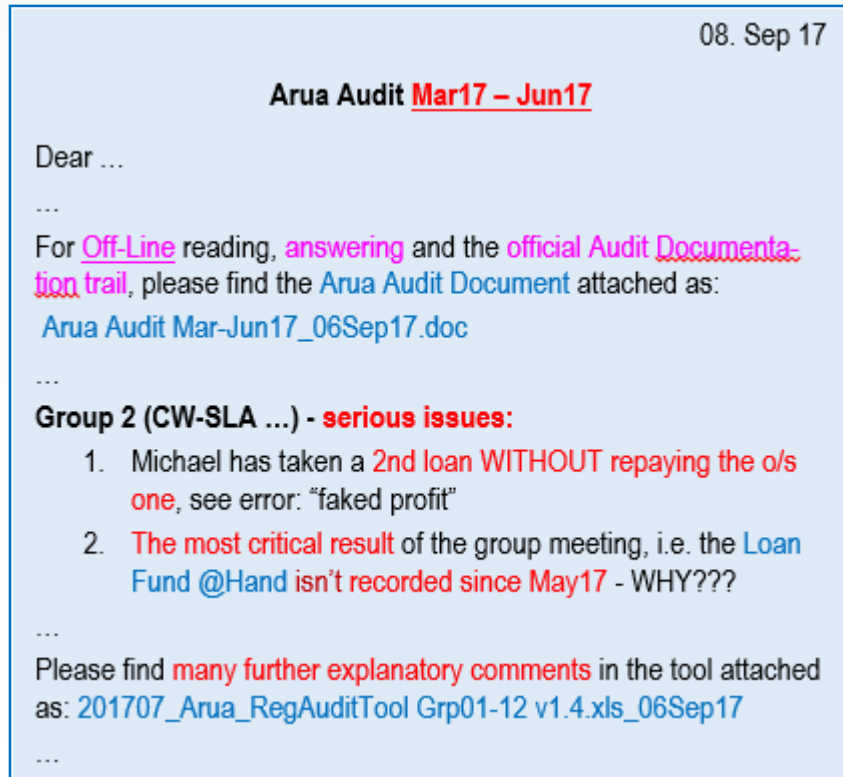
Workshop on *Regional Audit Tool*

**New concept:** Savings & Loan ledger *paper* templates are sent to regional office

- Auditors at regional and national level know *at any time*
  - how the group is doing
  - **without** spending lots of **money** and **time** for visiting **the groups deep in the villages**
- Trainer living *close to the group* is *called* in case of serious issues

- Much cheaper service, hence recipients are able to pay for it
- **System, financially & operationally** independent from donors
- Realization of **Raiffeisen's cooperative principles** of *Self-help, Self-responsibility, and Self-administration*

## IFD's concept: *Professional way of email communication*



- All reviews & answers in **one** *Review Document*
- Tool and review document are sent back and forth **by email**
- **Distribution list** = *entire support team*
- Discussion of **work done** - **as visible in the tool** - is **shared officially via mail** and *individually* via **WhatsApp calls chats /screenshots**, phone calls

- This **direct contact** allows establishing valuable **relationships**
  - ✓ amongst the local trainers and users as well as internationally,
  - ✓ without the need for a continuous on-site presence,
  - ✓ in a very **time** and **money efficient** way