



General Information

June 16, 2017

Prepared by Mathias Craig

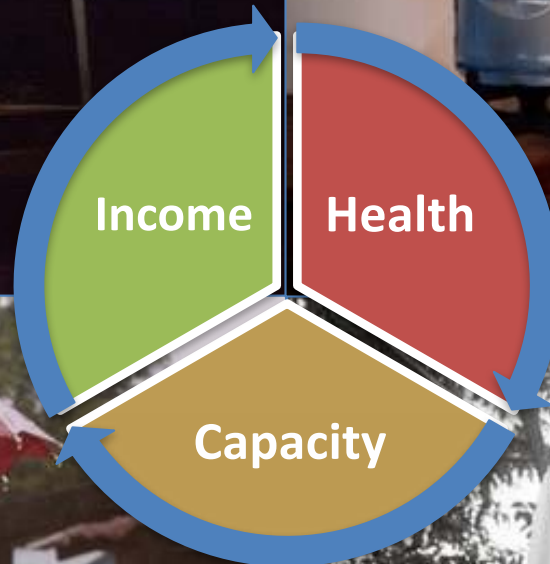
Empowering healthy families and resilient communities



Renewable Energy



Water, Sanitation & Hygiene



Climate change



Global Leadership Program



blueEnergy Impact

> 55,000 people

> 390 global leaders

*Co-founded Nicaragua National Renewable Energy Association (Renovables) and
Global Small-Scale Wind Association (WindEmpowerment)*



Nicaragua

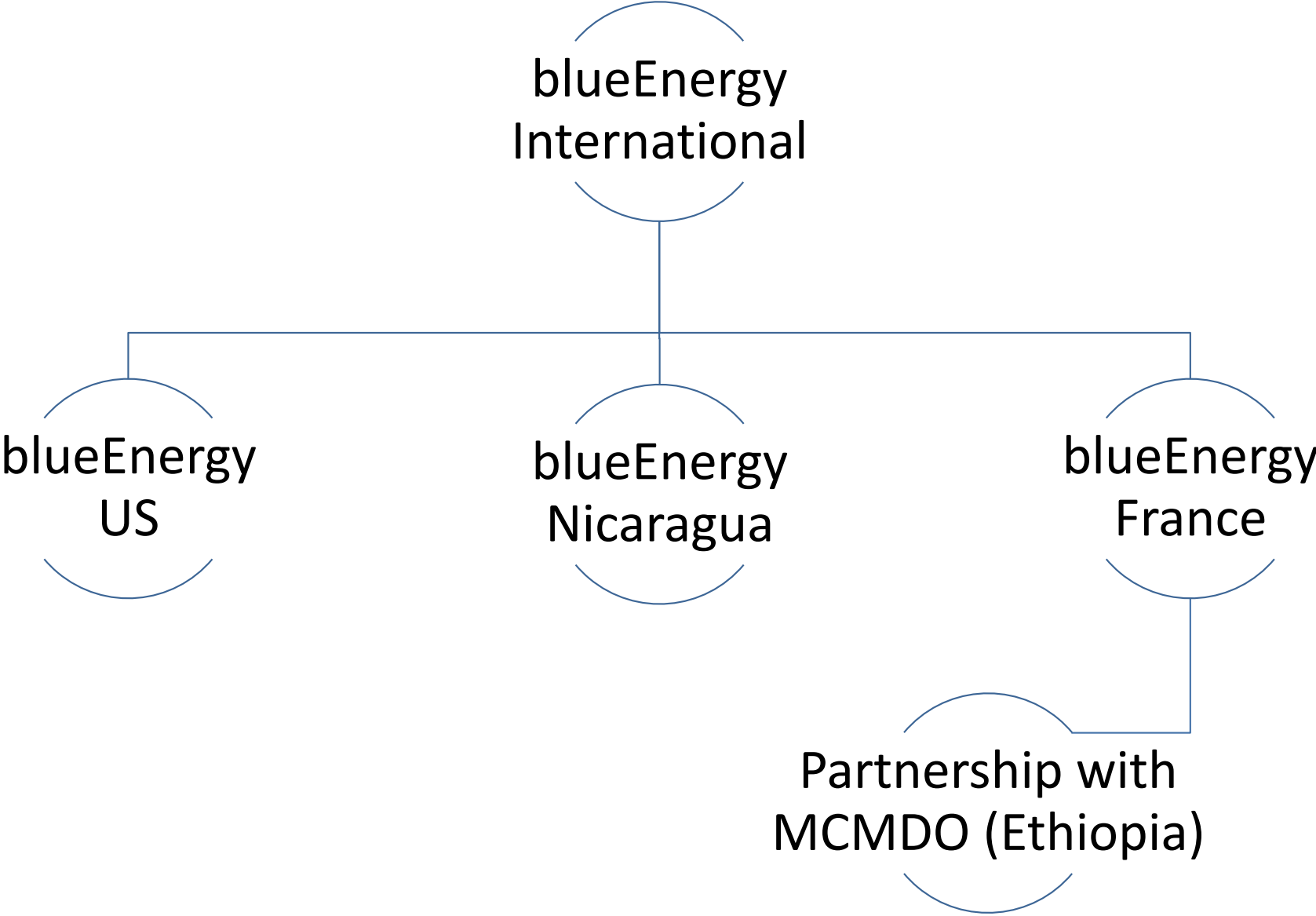


Ethiopia

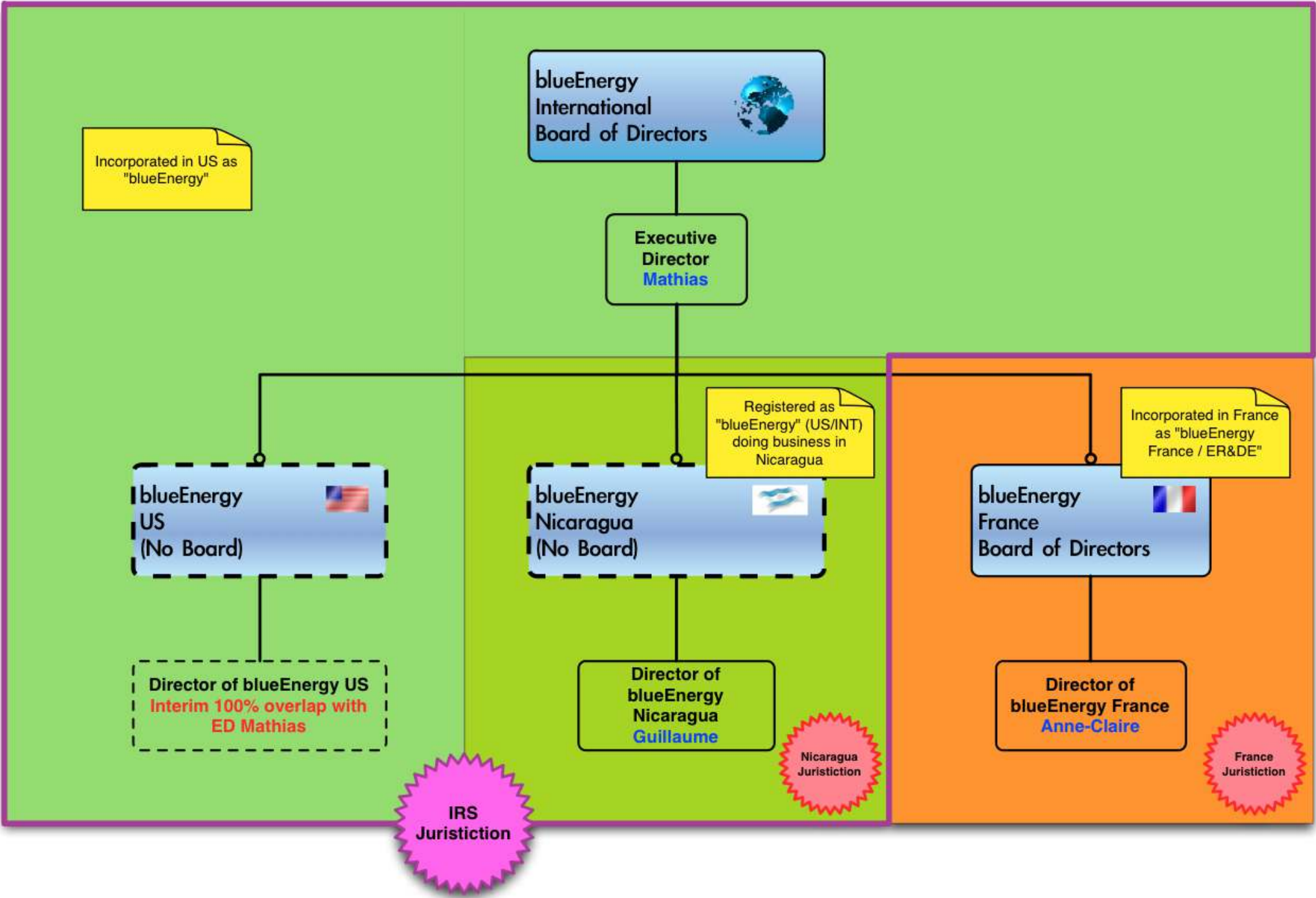


[Interactive map of impact installations](#)

The blueEnergy Group Structure



The blueEnergy Group Structure



The blueEnergy team, Board members, and ambassadors, taken February 2017





2017 Consolidated Budget Summary (Cash Basis)

	2017 Budget	2016 Actual
Revenue	\$1,315k	\$1,067k
Expense	\$1,313k	\$1,041k
Net Operating Income	+\$2k	+\$26k

**Executing on BIG VISION means
having a strong, robust
administrative backend**

For this you need to:

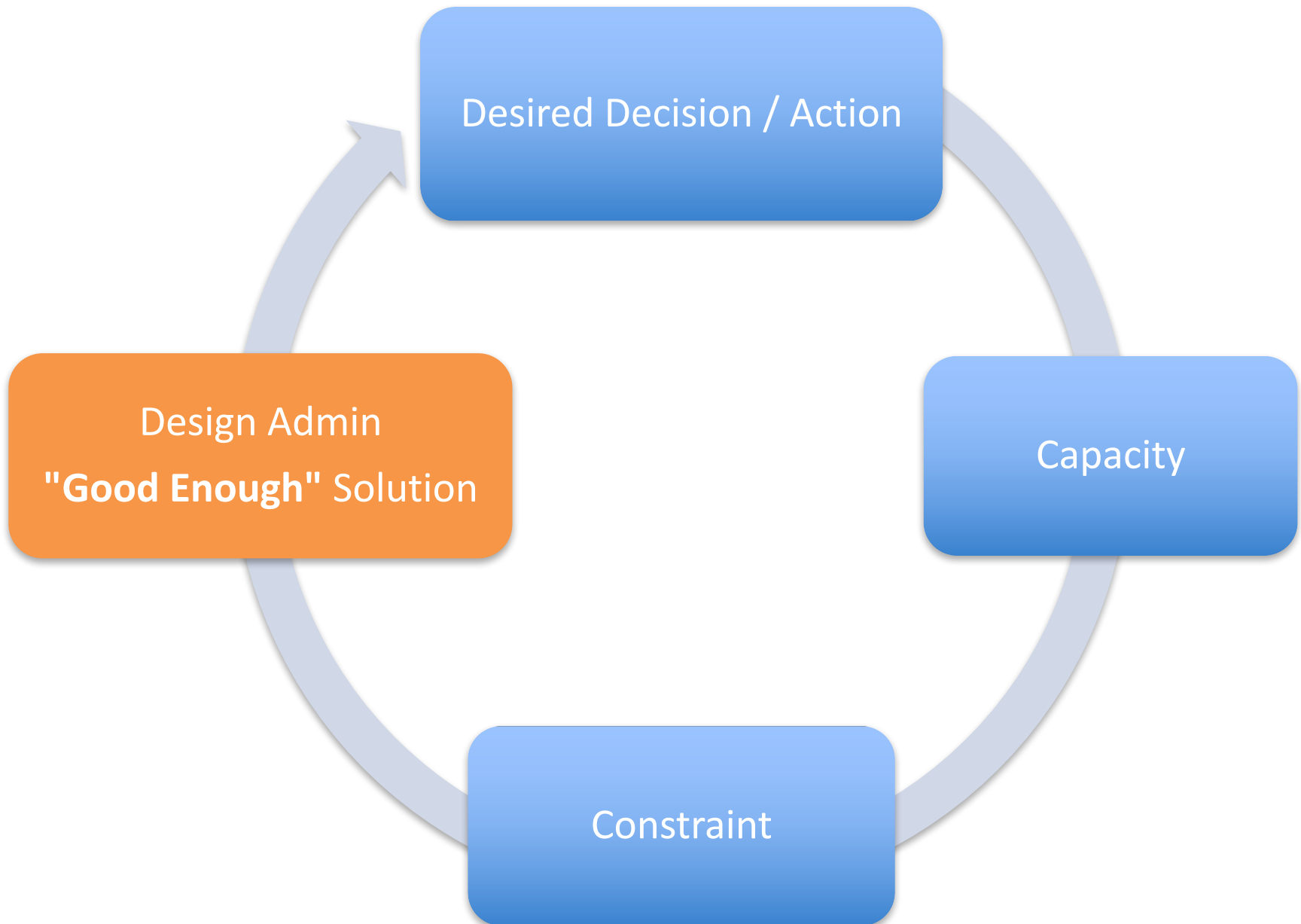
#1 Know the result you want

#2 Understand context & what matters

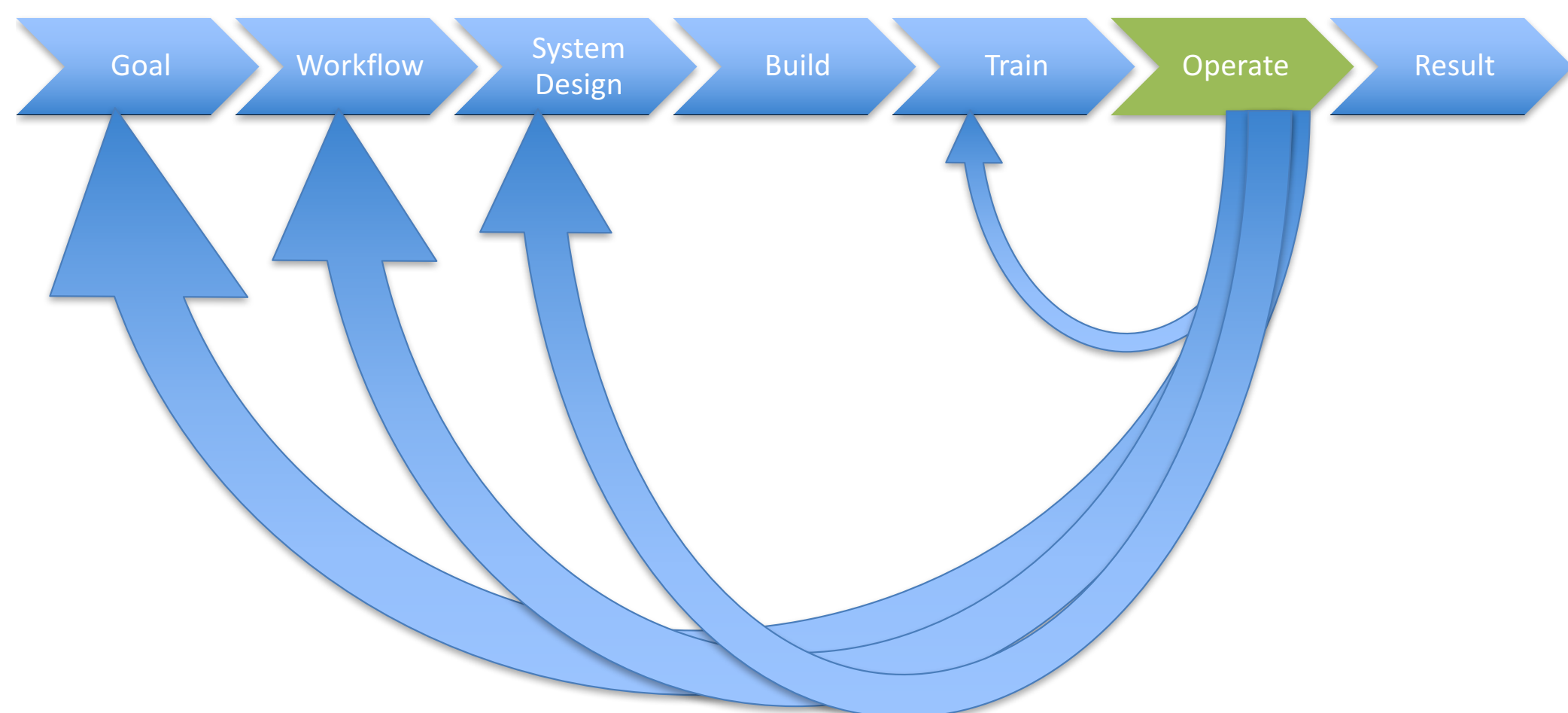
#3 Get your shit together



Decision Making Framework



Administrative System: The Bigger Picture



Guiding Principles

- Thriving in the social entrepreneurship, social impact space is about understanding materiality; most things just have to be good enough so you can make a few things great
- You have finite resources at your disposal; every decision entails an opportunity cost
- You can't put out all the fires; but you should know the risks posed by the fires you let rage
- The holy grail of fully integrated systems doesn't exist
- Always think in terms of time horizons; you can often accept simple solutions now
- The point of administrative systems is to support better decision making and drive action
- Data is infinite and most of it is useless; know what matters
- Data is not the same thing as information and knowledge
- Everyone interacting with an administrative system has a different goal and very different view of what dimensions should be optimized for them
- Therefore everyone hates their administrative systems; goal is to find one that you can live with
- We tend to think about software platforms as the solution; they are only a tiny piece of a solution
- Tool in the hand of a competent person is powerful; but tools can't make up for talent gaps

Administrative System Considerations

Administrative Areas

- Accounting / Finance
- CRM (Donor Management)
- M&E / Impact Monitoring
- Talent Management
- Communications
- Knowledge Management
- Marketing
- Planning & Budgeting
- Organization & Management Structure

Dimensions

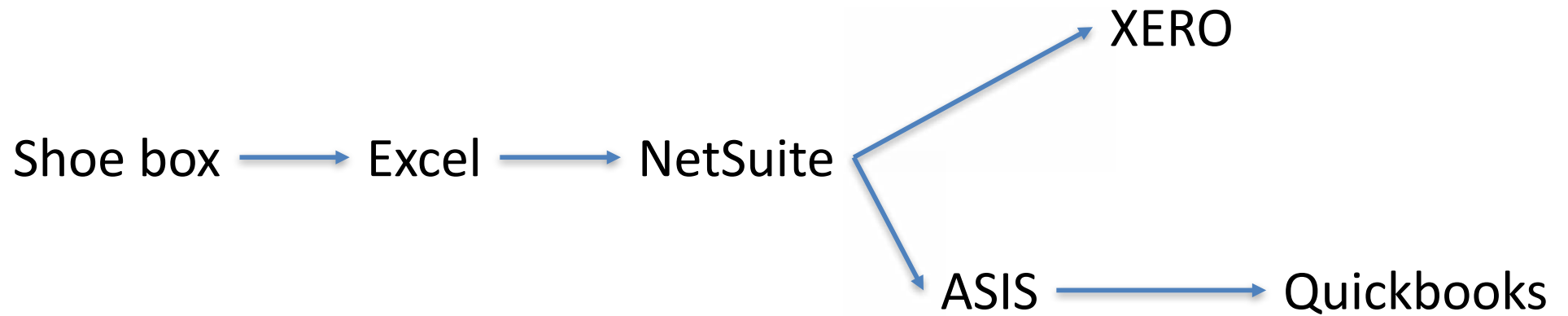
- Features & benefits
- Cost
- Usability (Empowering who?)
- Language
- Units (e.g. currency)
- Stability
- Connectivity
- Security
- Persistence (backup)

Solution Spaces

- Integrated vs siloed
- Simple vs complex
- Partial vs complete
- Cheap vs expensive
- Quick vs slow
- Local vs cloud
- Active vs passive
- Rigid vs dynamic
- Hierarchical vs flat

← Capacity & Constraints →

Case Study: blueEnergy Accounting System



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