



BANKERS WITHOUT BORDERS®

Connecting the World's Poor to Their Potential
A Grameen® Foundation Initiative

A team of commercial and investment bankers conducts a feasibility study for a social enterprise in Kenya to evaluate the creation of a financing mechanism to provide inventory on credit to its network of clean cook stove distributors.

An actuary works with a microfinance institution in India to design and pilot a new life insurance-pension product that better meets the needs of its poor, elderly clients.

Three teams of risk professionals conduct comprehensive risk management assessments with a network of microfinance institutions in Peru to ensure that as these institutions scale, they have the appropriate structures, policies, and procedures in place to ensure sustainable growth.



WHAT'S UNIQUE ABOUT THESE PROJECTS AND BANKERS WITHOUT BORDERS?

- Our expert consultants donate their services at no charge to our clients, enabling us to provide top-notch consulting, coaching, and training services – at a fraction of the market price.
- We cater specifically to social enterprises focused on improving the lives of the world's poorest people.
- Our experience demonstrates that you can get even better service and results from volunteers than paid consultants when you competitively recruit volunteers and manage the engagement with the same seriousness as you would if you were paying consultants.

Learn more at:
BANKERSWITHOUTBORDERS.COM

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HERE'S HOW IT WORKS



1. Bankers without Borders recruits and prepares top talent from the best companies in the world.

We have cultivated a global reserve corps of more than 17,000 business professionals with an array of backgrounds – from banking and finance to IT, marketing, and human resources – who are vetted through a competitive process for their pro bono assignments.

“BwB is an excellent designed programme and the volunteer helped us in a lot of other issues and enriched us with his knowledge on global financial markets and structured finance products. We would definitely not end our stint with the volunteer with the end of the project...we have received an experienced advisor and mentor for our organisation.” - Satyajit Das, Chief Finance Manager, People’s Forum (India).

2. Bankers without Borders helps design the engagement to maximize your results, not our profits.

We have conducted more than 900 pro bono consulting assignments in 36 countries for 145 clients. We tap into that relevant experience to help us understand where we can deliver the most value for our clients. We are not trying to bank billable hours, and we do not simply want to leave you with a set of recommendations that you are not in a position to implement with the resources at your disposal.

“BwB has brought expertise and enthusiasm to our project that has exceeded all of our expectations. They spent the time with us to learn about all of our needs and crafted a project that would address them while creating a minimal burden on our time. The volunteers and BwB employees have treated our project and its results as though they were building something for their own business.” - Johanna Matocha, Project Development Specialist, The Paradigm Project.

3. Bankers without Borders ensures the project runs smoothly and you get your desired outcomes.

Bankers without Borders has staff representatives in Asia, Africa, Latin America, the Middle East, and North America. Each of our clients is assigned a Bankers without Borders Liaison who will be their point of contact from the moment they express interest in working with us through project completion. Thanks to our customer service, 95 percent of our clients report that project results were met or exceeded, and 98 percent report that they plan to use our services again.

“There is no way that we would have been able to undertake the critical work for this project without the Bankers without Borders team. The team brought extraordinary expertise and energy to a complex challenge.” -Tammy Halevy, SVP, Membership and New Initiatives, Association for Enterprise Opportunities.

4. The costs are kept low and shared by everyone involved.

While our consultants donate their time and expertise at no charge, we do ask our clients to cover Bankers without Borders’ costs for facilitating and managing the assignment. Our costs typically range between \$800-2,600US and are related to volunteer recruitment and training and our staff’s role in overall project management. For projects that require our consultants to spend time onsite, we ask clients to cover all or part of the travel expenses.



TAKE THE FIRST STEPS

- To learn more visit www.bankerswithoutborders.com, take an [interactive online orientation](#) for new or prospective clients, or watch our short [video](#).
- Contact your Regional Representative today:
 - Africa- Eve Mungai at emungai@grameenfoundation.org
 - Asia- Sharada Ramanathan at sramanathan@grameenfoundation.org
 - Latin America and the Caribbean- Gerardo Lasso at glasso@grameenfoundation.org
 - Middle East and North Africa- Amira El Halaby at aelhalaby@grameen-jameel.com
 - United States- Sara Telzer at stelzer@grameenfoundation.org