



# Improving donors' trust through transparency & technology

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(Happy geek, passionate about new technologies, fond of traveling & aviation lover)



# Building trust in NGOs

- **Value exchange** : Trust means making an exchange with someone when you do not have full knowledge about them, their intent and the things they are offering you.
- **Delayed reciprocity** : Trust means giving something now with an expectation that it will be repaid, possibly in some unspecified way at some unspecified time in the future.

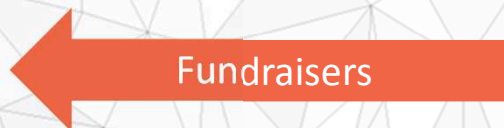
**Trust is very hard to build, but easy to destroy**



# What's the deal ?



Donors



Missions



# It looks easy...but reality is different!

## 3 disconnected worlds:

- Running programs
- Follow up on expenses/budget
- Funding follow-up/allocation
- Monthly reporting HQ

- Running operations
- Global follow-up
- Financial reporting
- Keep up with bookkeeping

- Getting new funds
- Follow up with donors
- Donors reporting

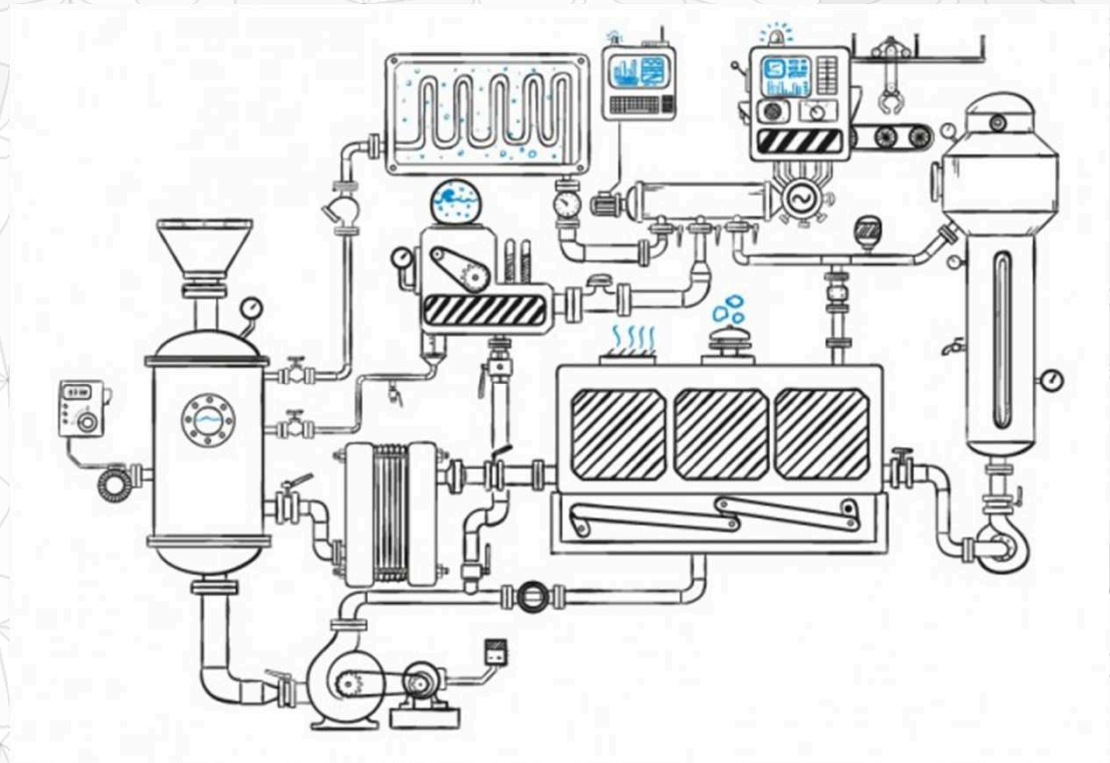
Program/Field  
officers

Accounting/  
Finance

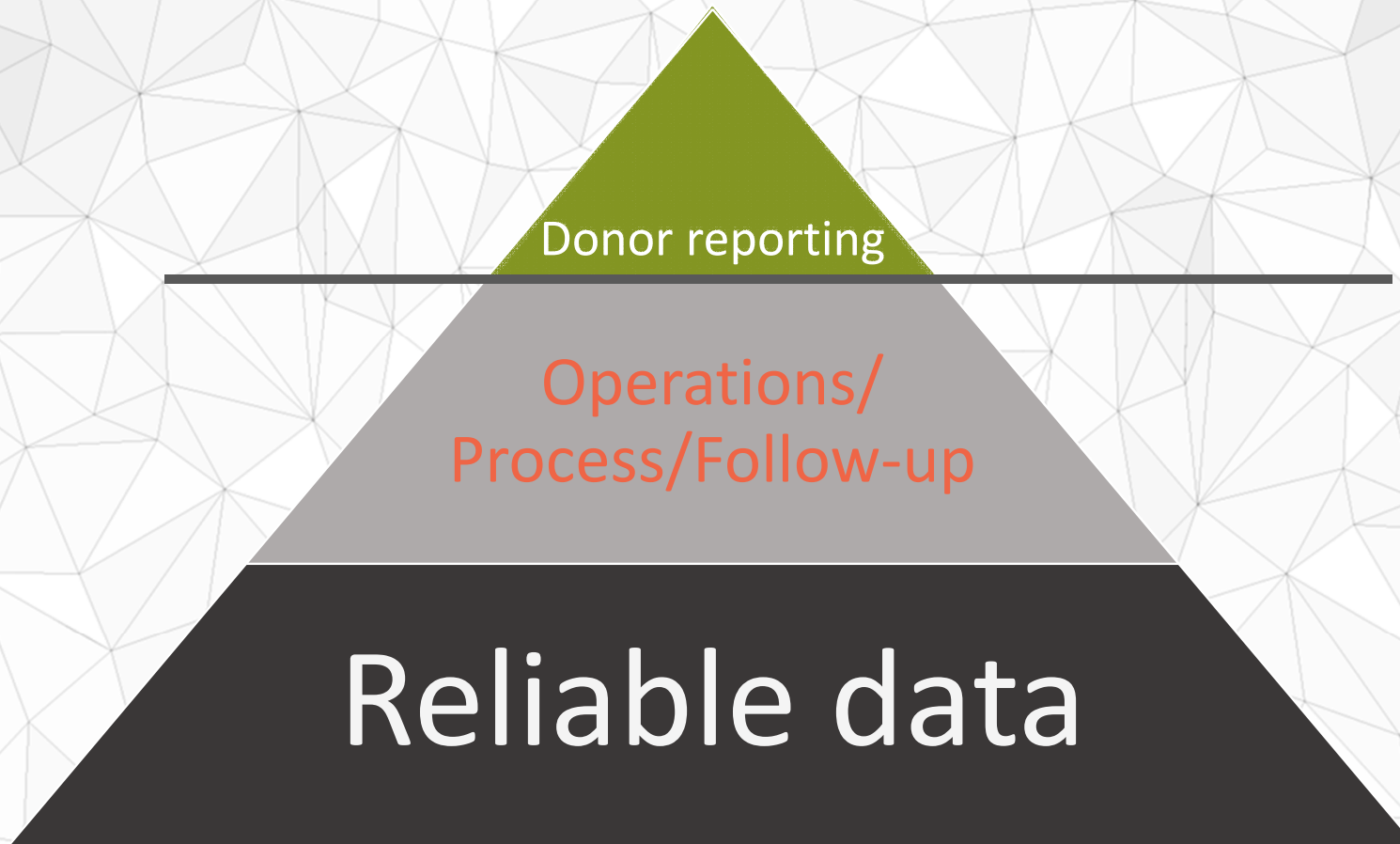
Fundraising/  
Donors  
management

# On top – analytics to manage!

- Donors
- Grants
- Regions
- Programs
- Thematics
- Activities
- Etc...



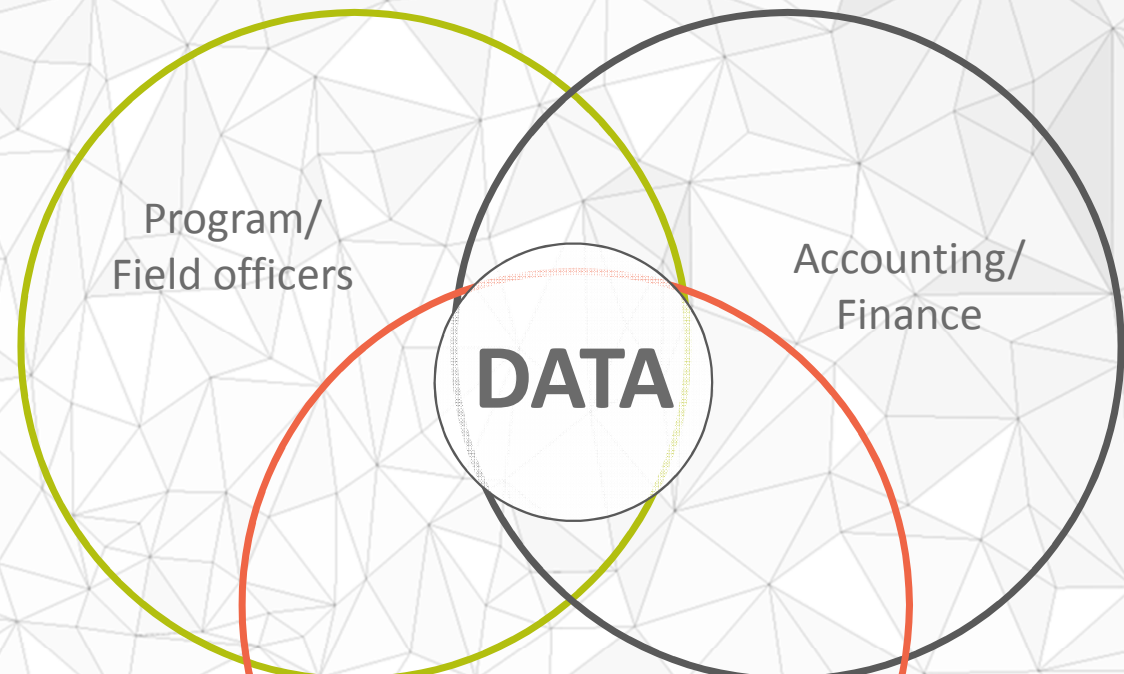
# A close-up on the core needs



# Single source of structured data + technology

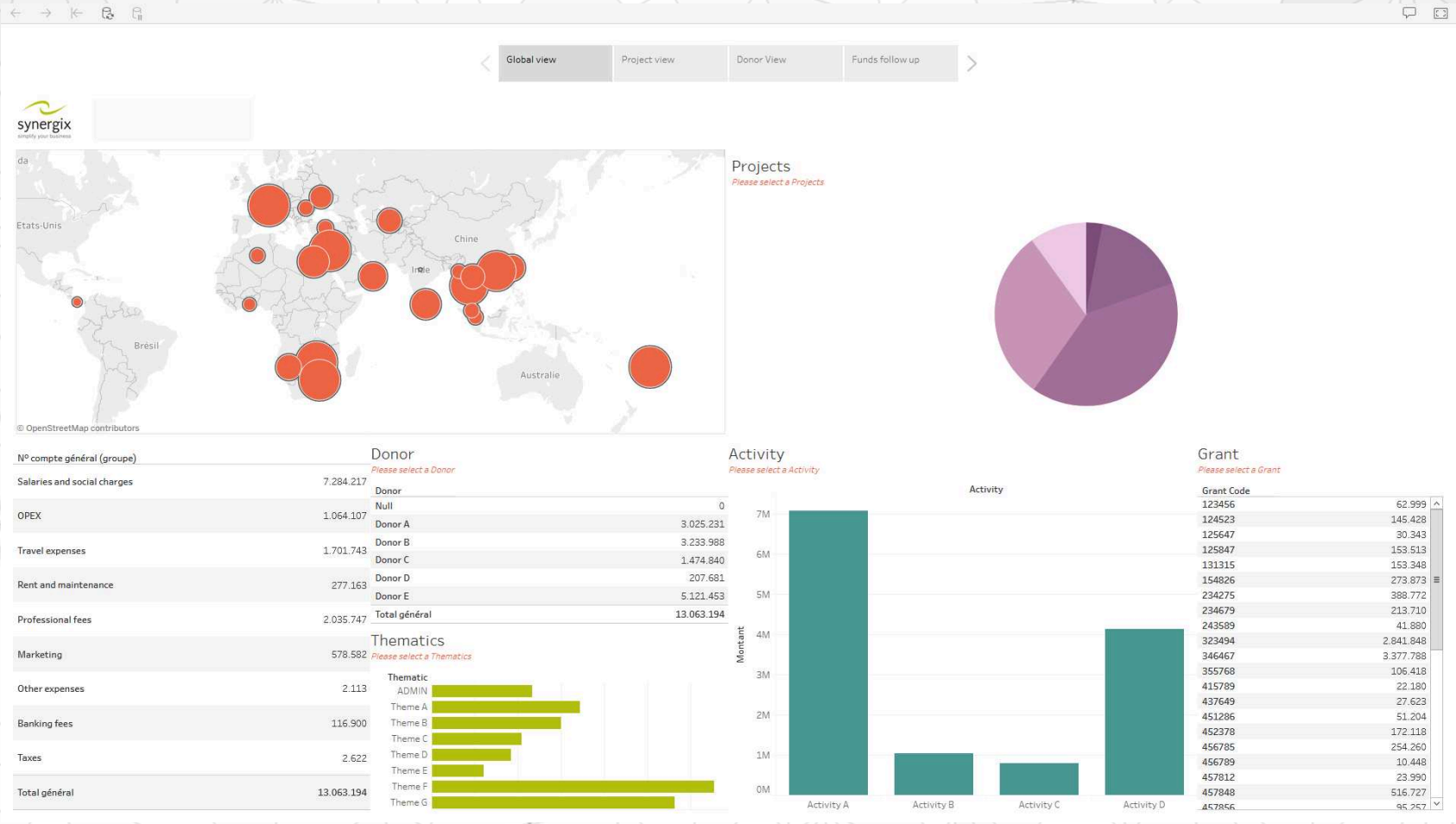
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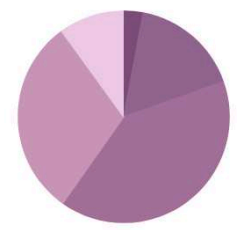


Efficiency and transparency => **Increase trust!**

# Live demo

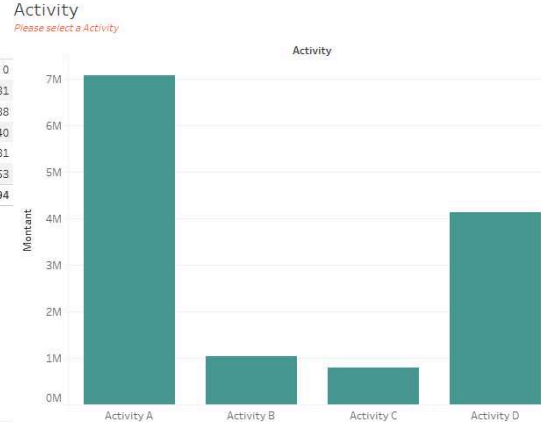
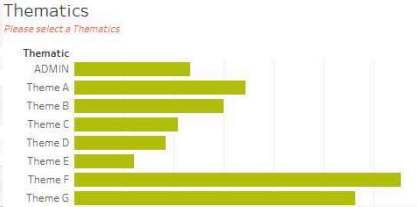


Projects  
Please select a Projects



N° compte général (groupe)	
Salaries and social charges	7.284.217
OPEX	1.064.107
Travel expenses	1.701.743
Rent and maintenance	277.163
Professional fees	2.035.747
Marketing	578.582
Other expenses	2.113
Banking fees	116.900
Taxes	2.622
<b>Total général</b>	<b>13.063.194</b>

Donor	
Null	0
Donor A	3.025.231
Donor B	3.233.988
Donor C	1.474.840
Donor D	207.681
Donor E	5.121.453
<b>Total général</b>	<b>13.063.194</b>



Grant Code	
123456	62.999
124523	145.428
125647	30.343
125847	153.513
131315	153.348
154826	273.873
234275	388.772
234679	213.710
243589	41.880
323494	2.841.848
346467	3.377.788
355768	106.418
415789	22.180
437649	27.623
451286	51.204
452378	172.118
456785	254.260
456789	10.448
457812	23.590
457848	516.727
457856	95.257

***Thank you!***

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