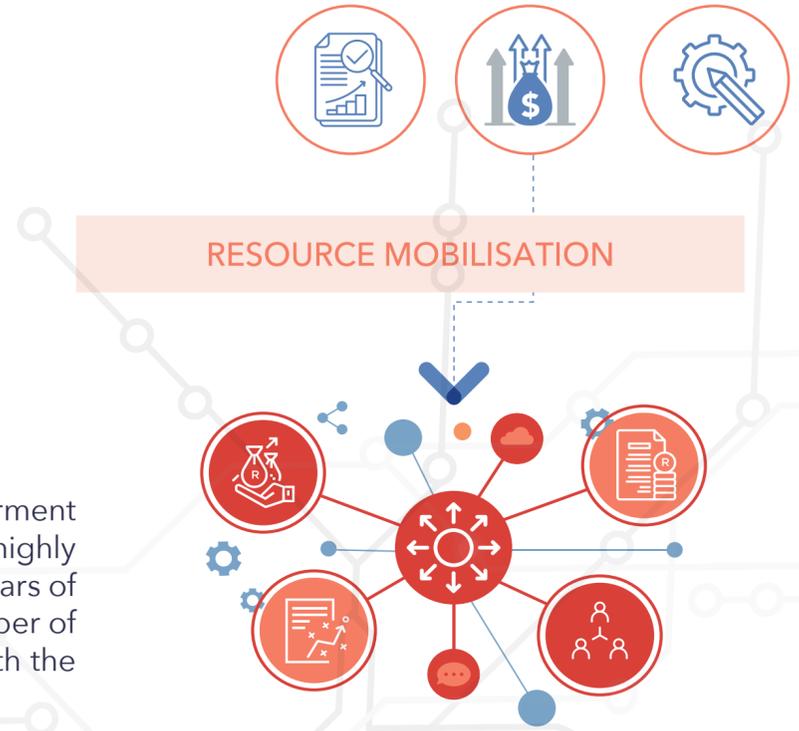


CASE STUDY: ANGELLO



OVERVIEW

Angello combine financial investments, capacity building and expertise for the empowerment of communities, entrepreneurs, and businesses in developing nations. They are a highly motivated network of people who care deeply about social transformation; and have years of experience in civil society projects. Angello have several relationships with a wide number of investors and organisations across the world. They use these connections, together with the resources available to them and their experience, to achieve their goals.



THE CHALLENGE

With Relativ having already been a partner of the Angello Tribe, an opportunity for building a platform that can unite many local mission-based leaders from around the world became possible through partner funding. The goal was to develop tools and resources aimed at bringing ecosystem leaders and investors together for networking purposes, but also to equip them with relevant tools to grow their ecosystems further.

Goals include:

- ⇒ A Theory of Change to ensure everyone understands what Angello's core business is
- ⇒ Develop a platform, tools and resources to bring ecosystem leaders and investors together
- ⇒ Equip ecosystem leaders with the necessary tools to grow their ecosystem
- ⇒ Source investment partners
- ⇒ Provide mentoring for the ecosystem leaders

WHAT WE DELIVERED

- Theory of Change development
- Ecosystem diagram development, including ecosystem maturity mapping
- Facilitating Ecosystem leaders' interviews
- Conducting qualitative analysis from the interviews to compile findings and recommendations
- Facilitate Ecosystem Leader gathering sessions (The Playground)
- Identifying and sourcing the right investment partners
- Develop and distribute ecosystem tools and resources (The Playbook)

Angello is a network of like-minded and purpose-driven business people who wish to improve the world through enterprise led development. Empowering developing nations with the resources and financial opportunities they require to grow, is what Angello is all about.

“Angello has been advocates and sounding boards for key networks such as Sinapis and other influencers. We have been able to develop our own resources and Angello have advocated for us for funding.”

Peter Nagy, Manager of faith and work sector, TC Egypt

“Colin/Relativ bring huge benefit to Angello in other functions. We have found ways of working together outside of the Angello coalition also.”

Duncan Parker, Angello Partner

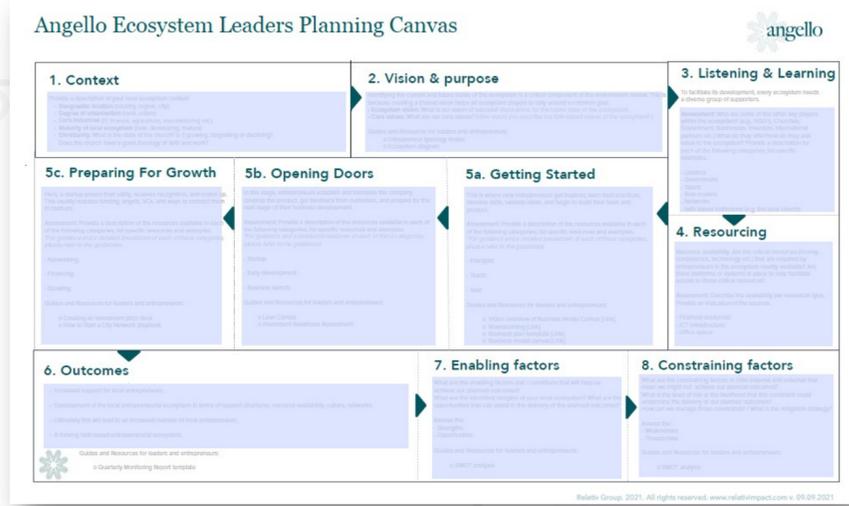
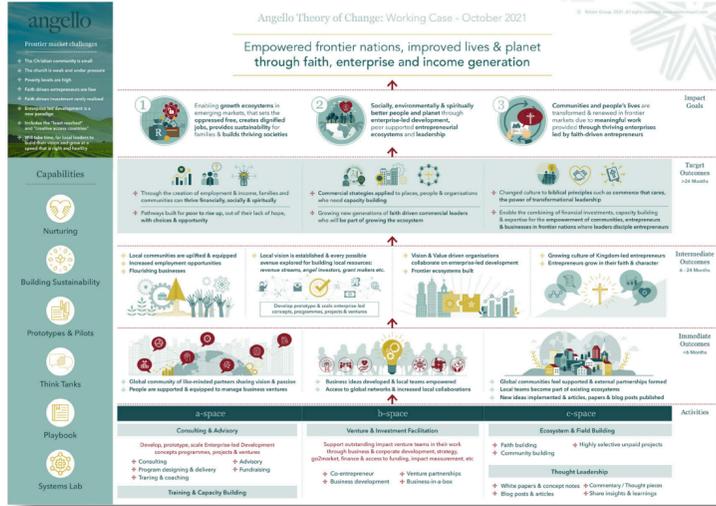
RESULTS

The work completed to date has led to the Angello team establishing and facilitating the Playground; and developing the Playbook that will host the relevant tools and resources that the ecosystem leaders will require to make informed decisions about how to grow their businesses and ultimately, their ecosystem. The ecosystem leaders have been able to network amongst themselves, and also be connected to investors who have the potential to invest in their business and the growth of their ecosystem.

IMPACT

The first session of the Playground was facilitated in September 2021, and since then the following results have occurred:

- > 20 Ecosystem leaders are now connected
- > Playbook launched in March 2022
- > A successful conference was held for ecosystem leaders in Egypt
- > Networking opportunities for these leaders continue to grow
- > Resources and Tools developed to assist ecosystem leaders



Ecosystem Leaders Playbook

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