Session 3: Proposed Framework for PAYGo Performance, Reporting and Measurement (PERFORM)

Kigali, 6th of November 2018

www.gogla.org
Setting Up an Inclusive Industry Process for PERFORM
Joining Forces and Combining Strengths

Steering Group

- Global Reach & Select Country Presence
- Long Term Vision
- Deep Industry Knowledge
- Strong Convening Power
- Technical Skills
- Track Record in Consultation

- Convenes Stakeholders
- Determines Strategic Direction of Process
- Proposes Initial Framework for Process
Fora for Consultation

Consultative Group
- All stakeholders who want to be involved
- Meet at main milestones of the process to give feedback
- Umbrella function

Technical Working Group(s)
- Draws members from the consultative group who want to be more deeply engaged
- Pulls in experts when needed
- Co-chaired by one investor and one company
- Technical focus: conducts analysis and gathers input
- Meeting frequently
Consultative Group
Comprised of all Stakeholders

Steering Group
IFC, GOGLA, CGAP

Technical Working Group(s)
Made of members from CG & Experts as appropriate; co-chaired by company & investor

Consultative Group
Recommends formation of Technical Working Group(s) (TWG)

Accepts CG's request and constitutes a TWG
Coordinates groups & participants
Sets expectations in terms of time, resources, budgets, etc.

Researches & deliberates (drawing resources from SG) and makes a recommendation to the CG

Researches & deliberates (drawing resources from SG) and makes a recommendation to the Steering Group

Considers recommendation with necessary support and implements
Proposed Technical Working Groups

• **Working Group 1**: Key Performance Indicators: getting from V 1.0 to V 2.0; reviewing, revising and adding metrics

• **Working Group 2**: Portfolio Quality – Metrics and Tools/Frameworks

• **Working Group 3**: Unit Economics – defining a common language and joint definitions. Coordinated with path to profitability work
 Proposed Timeline  

- Q1 2019: formalize and set up consultative and working groups, including co-chairs  
- Q1 & Q2 2019: review and update current KPIs \(\rightarrow\) KPI 2.0. Giving an update on the progress in June at GOGLA AGM  
- (expected): Q3: Piloting KPI 2.0 by companies incl. data collection  
- (expected): Q4: Update KPIs with learnings from Piloting \(\rightarrow\) KPI 2.1
Immediate Next Steps

- Webinar for everyone who was not able to join us today
- Invitations to consultative group/technical working towards end of the year
- Technical working groups & consultative group set up in January

-> watch out for an invitation to the process
-> let us know if you are interested in chairing or participating in one of the technical working groups
PAYGO PERFORM

Thank You