

# Project Portfolio



## Technical Advisory Services for Microfinance



Empowerment thru  
Creative Integration

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2020

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**Small to medium Entrepreneur's training and MFI Linkages at district Tharparkar**



To provide Business Skills trainings and Exposures, RDF acquired consultancy services of ECI to strengthen the capacity of the beneficiaries to enhance access to market through trainings and exposure visit on basic literacy, numeracy & life skills, business skill trainings and ways to enhance access to financial services/service providers for risk transfer and sharing mechanism.

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**Advance business management and Linkage's development training**



It was a refresher course that was based on the linkage's development of existing entrepreneurs with the financial institutes under the project of social cushion through the socio-economic development for the areas of Islamabad and Rawalpindi.

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**COVID-19 Response technical assistance**



The purpose of this project was to deliver business continuity technical assistance to MFIs and off grid solar distributors to help them cope with COVID 19 related business challenges. There were 6 webinars (1 hour duration for each webinar) with a post follow up technical assistance through phone call/Zoom for each organization attended the webinar.

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**Pakistan Sustainable Energy Program COVID Response Technical Assistance and Training**



ECI was contracted by World Bank Group to provide Technical Assistance to MFIs and off-grid solar distributors to help them cope with COVID-19 related business challenges through webinars. For this, RNA was conducted with them to measure their training needs amid COVID-19. Following the RNA, ECI delivered a series of 06 webinars which were highly appreciated by the MFIs and SHSSs These webinars were followed by one-on-one technical assistance based on which ECI has submitted detailed recommendations of each MFI and SHSS.



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## Day Training on Soft Skills for Staff of Saftco Support Foundation



ECI was contracted by SAFCO Support Foundation and 02-Day Training for the staff was conducted on Soft Skills as a continuation of series of trainings ECI had specifically designed for MFIs. SSF staff had benefitted from these trainings since 2018. This year, flagship module was developed by ECI on the theme of Work Ethics, Stress Management and Self-Motivation. A total of 25 staff members of SSF (18 males and 7 females) attended the training.

2019

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## 02-day training on Cash Flow-based Appraisal Techniques



ECI was contracted by AGAHE to strengthen and ensure the capacity building of their staff, ECI designed and delivered 2-day training on Cash Flow Based Appraisal Techniques for staff of AGAHE Pakistan. The aim of the training was to introduce and equip the staff with effective methods of branch management for credit program. The total number of 08 sessions comprising of theoretical background and 7 exercises were conducted in two days of this workshop with 28 beneficiaries.

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## Trainings on Business Management and Financial Literacy



ECI was contracted by AGAHE to conduct 11 business management and financial literacy trainings for microfinance borrowers. Through these trainings, ECI had built capacities of 442 beneficiaries around the concepts and skills of business management and financial literacy for their capacity development which will eventually contribute to strengthen economic conditions and social development through their business's improvement.

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## Business Management and Skills Enhancement Trainings for Microfinance Borrowers



ECI was contracted by Mojaz Support Program to conduct 34 enterprise development trainings in Narowal for microfinance borrowers. Through these trainings, ECI had built capacities of 1000 beneficiaries around the concepts and skills of enterprise development.

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## Business Management and Skills Enhancement Trainings for Microfinance Borrowers



ECI was contracted by Doaba Foundation to conduct 30 enterprise development trainings in Muzaffargarh and Rajanpur for Microfinance borrowers. Through these trainings, ECI had built capacities of 750 people around the concepts and skills of enterprise development.



## 13 Business Management and Skills Enhancement



ECI Provided 50 trainings on "Business Management and Skills Enhancement" to RCDP project beneficiaries. The trainings are being held at Sheikhpura and Nankana Sahib for semi-literate and non-literate men and women. Through these trainings, a total of 1500 borrowers will be trained on business development, skills enhancement, financial literacy and book keeping.

## 12 Business Management and Skills Enhancement Trainings for Microfinance Borrowers



FDO contracted ECI to conduct 12 trainings to strengthen the capacity of small to medium entrepreneurs to enhance access to the market and microfinance institutes for both male and females in tehsil Jatoi District Muzaffargah. ECI is providing these trainings to the project beneficiaries of FDO project Building Disaster Resilience in Pakistan (BDRP-2) which has been designed to attain increased capacity to reduce disaster risk, enhance livelihood of the poor and vulnerable communities and promote resilient infrastructure. Under this assignment ECI will conduct twelve 4-day trainings.

2018

## 11 Financial Literacy and Client Awareness Campaign



For DFID and Pakistan Microfinance Network, the Financial Literacy and Client Awareness Campaign project is being implemented with a strong focus on leveraging digital modalities in order to engage and mobilize borrowers in the microfinance sector. An online pre-assessment survey was conducted, followed by a detailed Need Assessment Survey across the country for identification of key messages which were used further for development of a comprehensive material package – including training module & IEC material for 3-day ToFs – and implementation of a media campaign comprising of TVCs, radio programmes along with street theatre, community awareness sessions and a call centre.



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## Capacity Building and Technical Advisory Services Trainings for staff of SAFCO Support Foundation



ECI designed and implemented two 2-day trainings in Hyderabad for staff members of SAFCO Support Foundation. ECI provided specially tailored technical advisory services for capacity building of SSF staff. These trainings include:

- 2-Day training on Stress Management, Motivation and Persuasion
- 2-Day training on Effective Branch Management

The trainings imparted skills and techniques of stress management and effective branch management to the staff of SSF in Hyderabad. In Effective branch management training 21 participants were trained and in stress management motivation and persuasion training 27 participants were trained.

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## Capacity Building and Technical Advisory Services Trainings for staff of AGAHE Pakistan



ECI designed and implemented three 2-day trainings for staff members of AGAHE Pakistan. ECI delivered technical advisory services trainings to help the organization achieve the goal of capacity building of its staff. These trainings include:

- 2-Day Training on Strategic Planning
- 2-Day Training on Risk Management
- 2-Day Training of Effective Branch Management

The trainings were conducted in Vehari, these trainings imparted skills and techniques to build the capacity of AGAHE staff for strategic planning, risk management and effective branch management.

2017

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## 2-Day Training on "Credit Appraisal System & Techniques"



A 2-day training on 'Credit Appraisal System & Techniques' was conducted in Vehari for staff members of Agahe Pakistan. The training was attended by 20 staff members of AP (19 males and 1 female). This was a flagship module developed by ECI on this theme, which provided a holistic view of the credit appraisal mechanism and focused on the Microfinance sector.



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## Financial Literacy Program for Levi's Factory Workers

Pakistan Microfinance Network

For the **Financial Literacy Program (for Factory Workers)** being implemented with the support of **Pakistan Microfinance Network**, material was developed for a 3-day ToT based on the TNA conducted by HANDS. A 2-day pilot was conducted and relevant feedback incorporated for finalizing the material for the ToTs centered round Financial Literacy Awareness, as well as holistic socio-economic development of the beneficiaries. A total of 4 ToTs were conducted, 2 in Karachi, 1 in Lahore and 1 in Hafizabad for 102 participants (75 males and 27 females).

2016

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## Financial Literacy Program

Pakistan Microfinance Network

For Pakistan Microfinance Network (PMN), an awareness booklet and IEC material on role of Microfinance Credit Information Bureau was designed under the **Financial Literacy Program** for Microfinance borrowers. ECI conducted 11 ToFs for 234 PMN members, 21 community-based awareness sessions for borrowers and organized a national level media campaign encompassing radio programs and TVCs.

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## Financial Literacy Trainings to JICA's Project Beneficiaries

Grant Thornton

ECI was recruited by Grant Thornton for implementing a holistic package on Financial Literacy for project beneficiaries of Japan International Cooperation Agency (JICA). Under this project, ECI conducted a baseline survey and a TNA. Based on these 3 modules were developed for the following beneficiary groups (both English and Urdu):

- Farmers
- Mothers
- Textile Students

3 ToTs were conducted on each module in Islamabad, Lahore and Hyderabad. Further 30 trainings were conducted in which 840 participants were capacitated and their competencies were enhanced with a special focus on financial management skills. The trainings conducted proved elemental in providing tools and enhancing knowledge for imparting effective and efficient financial management skills to the beneficiaries.



2013

## 4 Module Development on Financial Literacy



For **International Finance Corporation (IFC)**, ECI localized and adapted modules on Financial Literacy for Farmers and Entrepreneurs. The module was developed for implementation in Pakistan, Sri Lanka, Honduras and Cameroon.

2012

## 3 Training of Trainers on Nationwide Financial Literacy Course



For Pakistan Microfinance Network and with the support of World Bank, ECI designed and developed a 2-Day training course on Financial Literacy. A series of Training of Trainers were awarded to ECI by Pakistan Microfinance Network, the first of which was conducted in Peshawar for 12 women. During this 02-day workshop, the women were trained to deliver the Nationwide Financial Literacy Course of State Bank of Pakistan. The purpose of the ToT was to enable those women to train other women in their communities later on, to take the financial literacy agenda forward.

## 2 Curriculum Design and Training of Trainers



For **Asian Development Bank (ADB)** and with the support of **State Bank of Pakistan (SBP)**, curriculum was developed, followed by a pilot and 4 ToTs for 138 participants in Peshawar, Karachi and Lahore.

2011

## 1 Design & Development of a Financial Literacy Program for non-literate audiences across Pakistan, for Bearing Point and State Bank of Pakistan



For **Bearing Point** and with the support of **State Bank of Pakistan (SBP)**, a Financial Literacy Program for non-literate audiences was designed which reached out to vulnerable men and women across Pakistan. A TNA and Gap Analysis was conducted by Bearing Point, based on which a 2-day module was designed and capacitated the participants on key principles of financial management including goal setting, money management, budgeting, savings, investment, debt management, consumer protectionism, bank services, and branchless banking. This program was rolled out to 45,000 beneficiaries, ranging from ages 18 – 60, across the country through a cascade training model.