

## Overview of MBAs Without Borders

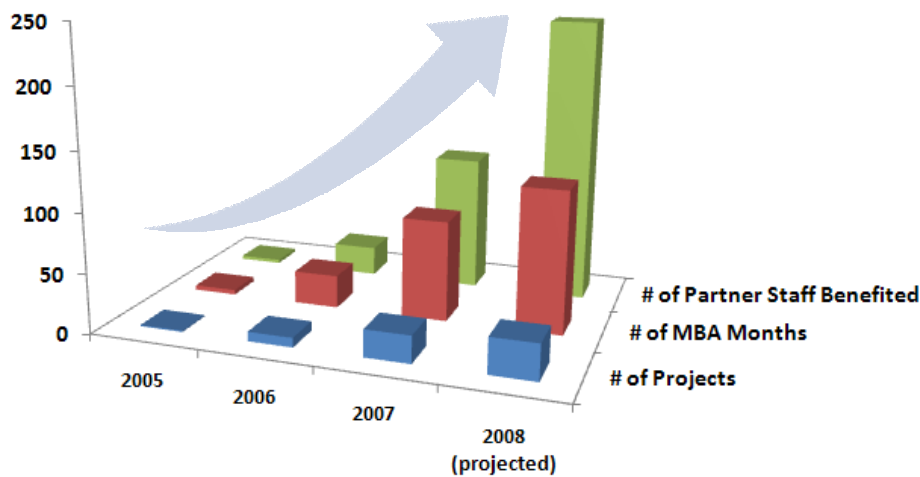
MBAs Without Borders (MWB) is an international non-profit charity that empowers social entrepreneurs in developing countries by recruiting top global MBAs to provide on-the-ground consulting to small business owners and non-profits in Africa, Asia, and Latin America. We believe that thriving entrepreneurs are key contributors to local economic prosperity, which leads to sustainable communities in under-served markets.

**Vision:** A world where every local entrepreneur has the means to succeed and bring their community out of poverty

**Mission:** Leverage the power of business to empower social entrepreneurs in Africa, Asia and Latin America by matching them with exceptional MBAs from around the world



### Disciplined Growth to Maximize Impact:



**Demand from MBAs on the Rise:** 360%↑ in MWB's global job applications

**Demand from Social Entrepreneurs:** 188%↑ in the # of projects from 2006-2007

### How We Are Different

- We focus our efforts with grass roots social entrepreneurs in developing countries
- All of our project requirements come directly from our field partners. This ensures that we address the needs as identified by local experts
- Our field partners contribute 15-20% of the cost of MBAs. This helps establish local ownership, value, and accountability which is a key ingredient to project success
- We globally recruit top MBAs, often with extensive international experience

**MWB's Sector Focus:** Agriculture, Health, Handicrafts, Micro-Finance, Environment and Energy

**MWB's Countries:** Cambodia, Colombia, Ecuador, Ethiopia, Ghana, Guatemala, Haiti, India, Kenya, Mali, Mexico, Nepal, Nicaragua, Nigeria, Pakistan, Rwanda, Sierra Leone, Swaziland, Tanzania, Uganda, Vietnam and growing each year!

### **Stories from the Field... Ethiopia (Ben Mendall – Columbia University)**



**Challenge:**

- Thousands of women part of 39 coffee farming cooperatives in Ethiopia were not earning their full potential

**Role of MBA:**

- Ben spent 6 months to work with coffee cooperatives and TransFair to complete Fair Trade certification process

**Impact:**

- Quality of life for thousands of women and families were improved through additional income earned

### **Stories from the Field... Kenya (Annabel Khouri – American University)**



**Challenge:**

- One Acre Fund (OAF) helped Henry Wanjala (above) by providing seeds and fertilizer as small loans with training to transform him into a proficient farmer. OAF now needs to replicate their model to multiple regions in Africa

**Role of MBA:**

- Annabel provided a complete new farmer training program, designed to quickly and effectively train new farmers
- Training program was contextualized for both Kenyan and Rwandan farmers

**Impact:**

- Over 1,200 new farmers were trained in Kenya and a brand new satellite project was launched in Rwanda
- Food security for thousands of farmers restored as well as their dignity and hope

## **MWB Sector Examples - Tangible Results In Action**

- **Microfinance:**
  - Increased women micro-credit customers from 150 to 3,000 for local micro-finance institution in Kenya with Faida Biashara Ltd
  
- **Handicrafts:**
  - Trained 20 local staff with new process controls that has increased income for 700 rural handicraft producers, who work with Gone Rural in rural Swaziland
  
- **Agriculture:**
  - Market Research Report on the local cashew market in 10 countries in West Africa to be used by local producers as part of their export plans
  
- **Health:**
  - Initiated the enrolment of 4,000+ HIV positive patients into the membership of a national community-based health insurance plan in Rwanda
  
- **Environment:**
  - Developed supply strategy to build local women’s cooperative labor base from 35 to 80 people to increase production of environmentally friendly eco-mochilas in Colombia



## **List of Sample MWB Field Partners:**

Agora Partnerships (Nicaragua)	Kageno (Kenya & Rwanda)
All India Artisans & Craftworkers Association (India)	LEAP Africa (Nigeria)
Barefoot Power (Uganda)	MicroInsurance Academy (India)
blueEnergy (Nicaragua)	New Ventures India (India)
Carpets for Communities (Cambodia)	One Acre Fund (Kenya)
Gone Rural (Swaziland)	Proyecto Titi (Colombia)
Hopital Albert Schweitzer (Haiti)	Transfair USA (Africa)
IFC’s Grassroots Business Initiative	West African Trade Hub (West Africa)

## **Testimonials – From Field Partners**

Experienced business people can simply have a transformative impact on an organization. Our MBA did a project for One Acre Fund that “systematized” our program model – we are good at serving a small number of clients (we served 500 clients at the time that the MBA was with us) – but we needed to codify our model into a series of standard systems – so that we could grow to more areas. Using her business knowledge, the MBA turned a bunch of jumbled knowledge in our heads into a written “toolkit binder” that became a step-by-step instruction booklet on how to launch a One Acre Fund field site.

– **Andrew Youn, Founder, One Acre Fund (Kenya)**

MBAs Volunteers can help innumerable West African companies in the same manner - to help design/reorganize their administrative, financial, payroll, etc systems that will make sense in their context and to teach them how to use and customize them. We also have consistent need for MBA Volunteers to design and complete market and industry research studies for a region that has few such initiatives, so that we can better target our assistance to the private sector.

– **Vanessa Adams, Export Development Director, West Africa Trade Hub (Ghana)**

## **Testimonials – From MBAs**

MWB programs offer a good opportunity to hone specific skills or to gain language skills. It is also a great way to see a completely different part of the world and learn about local culture in an area where an MBA might be interested in doing business.

– **Amy Donahue (MBA, London School of Business) in Mali with MaliChic**



I thoroughly enjoyed my experience with FBL and MWB. Whilst I learned a great deal working with FBL and its microfinance clients I was also enormously fulfilled by the impact of my work and the reception that it received. I would highly recommend the experience to any MBA to see how the other half lives and works. This experience has positively contributed to both my professional and personal life.

– **Caroline Pulver (MBA, SDA Bocconi) in Kenya with FBL (Microfinance)**

## **For More Information**

MBAs Without Borders in the News - <http://www.youtube.com/watch?v=v72qgjyVXAE>

To discuss partnership or philanthropic investment opportunities, please contact:

John Ko, Executive Vice President  
[john.ko@mbasiwhtoutborders.org](mailto:john.ko@mbasiwhtoutborders.org)  
+1.416.602.1178