

Updated September 13, 2016

## \$1.985M unrestricted funding uses

IDinsight seeks to improve millions of lives by transforming how the social sector innovates, learns and improves. We partner with international development policymakers and practitioners to generate and use rigorous evidence to improve social impact. For more on our mission and vision, visit [our website](#).

Over the next three years, IDinsight intends to grow substantially, establish an innovation unit, and disseminate ideas on how to make evidence-informed action practical for decision-makers.

Significant up-front investment in our operational systems is required to grow responsibly. We project requiring \$1.985M in unrestricted funds to achieve our strategic and growth targets over the next 3 years, with ~\$27m of expenses and ~\$25m of revenue. These strategic efforts represent 8% of our overall budget, and would create substantially more impact in several domains:

1. Larger number of projects – Demand for our services exceeds our current capacity, and there are few organizations with a similar approach to ours. This amount of unrestricted funding allows us to make the requisite investments in our core (administrative, operations, and finance) functions to enable rapid growth. Robust core functions will facilitate growth of our team from ~50 employees today to more than 200 employees by Q1 2019, increasing our capacity to pursue and accept more engagements.
2. Faster path to financial sustainability/lower overheads – Our larger size will facilitate efficiency by spreading the fixed cost of central functions over a greater number of billable projects. While operations and finance costs will rise as we grow, they will rise at a lower rate than our project revenues, making us more financially efficient.
3. Greater investment in idea dissemination – In this scenario, we would invest ~\$1M in idea dissemination over three years, out of a total budget of \$27M (3.7% of total budget). This is an essential activity to influence how large funders and implementing organizations fund, generate and use evidence for decision-making. It is also an important tactic to support internal recruitment and client development efforts.
4. Greater investment in innovation – We would also invest ~1M in innovation over three years (3.7% of total budget). Given how far the international development field is from effectively connecting evidence with decision-making on the ground, there is substantial need for investing in improved tools for evidence-informed decision-making.

\$1.985M in unrestricted funding will enable us to responsibly achieve the above. We believe that idea dissemination and innovation have the potential to yield significant impact per dollar spent, and therefore warrants an investment of ~8% of our total budget. Based on an annual review of the impact of our idea dissemination and innovation, we will update our resource allocation in these areas.