



# Working together to overcome poverty

## 2015 Report of Activities





*"The Synergos advantage is building the underlying trust and shared vision that effective collaboration is built upon.*

*We've seen this approach bear fruit in our large-scale collaborations in Africa and Latin America focused on maternal and child health, malnutrition, agriculture, and more.*

*And we're helping individual nonprofit leaders, social entrepreneurs, and philanthropists – as well as corporate clients – use our approach to increase the scale and impact of their own work around the world."*

— *Don Mohanlal, Synergos President & CEO*



## Report Contents

<b>Our Approach</b>	3	<b>Social Development</b>	8
<b>Agriculture &amp; Food Security</b>	4	Mexico	
Ethiopia & Nigeria			
<b>Children &amp; Youth</b>	5	<b>Education</b>	8
Southern Africa		Brazil	
<b>Health &amp; Nutrition</b>	6	<b>Global Leadership Networks</b>	9
Namibia			
<b>Social Entrepreneurship</b>	7	<b>Consulting Services</b>	10
Arab World			
<b>Board &amp; Senior Staff</b>	11		

# The Synergos Approach

**Systemic change requires collaboration.**  
**Solutions to poverty are often built in silos – and therefore fail.**

Governments, civil society, nongovernmental organizations, corporations, marginalized communities, and other participants in systemic change must work together – not in silos – to achieve long-term solutions to poverty around the world.

**Synergos promotes collaboration to combat poverty and create opportunities for individuals and communities to thrive.**

Synergos convenes all parties involved in addressing a particular issue or challenge.

We align partners under their common goal and facilitate work between groups with often disparate viewpoints and interests. And we help those we work with to generate, test and implement ideas that lead to sustainable and systemic change.

We use four elements to foster the trust, alignment, and creativity needed to creating lasting improvements on health, nutrition, agriculture, education, youth employment, and other critical issues.



## **Personal reflection**

Leading to increased awareness of self, others, and the system, as well as alignment of intentions and actions.



## **Systems thinking**

Looking at complex problems from diverse, and often conflicting, perspectives to understand how elements influence one another within a whole.



## **Bridging leadership**

Creating and sustaining collaboration of diverse stakeholders.



## **Collaboration**

Recognizing the importance of the collaborative process in social change and participation of excluded stakeholders.



# Agriculture & Food Security

## Ethiopia & Nigeria



In Ethiopia, Synergos is working with the government to improve the lives of 12 million smallholder farmer households, bolstering the national economy. We have contributed to farmers gaining better information about soils, fertilizers, and markets, as well as access to higher quality seeds. And they're learning about a new approach to planting grain

that's lowering seed costs and increasing production for millions.

Synergos is also helping coordinate collaboration in four regions of the country by convening and supporting alliances of stakeholders along value chains for priority crops.

In Nigeria, we're working with government and other actors

to shift agriculture from subsistence farming to small-, medium-, and large-scale businesses. These efforts are beginning in the states of Benue, Kogi, and Kaduna, with a focus on two major staples (rice and cassava) and gender- and nutrition-sensitive approaches.

*"The lives of farmers like me are getting better. We are building better houses, wearing nicer clothes. And in the future, it will be even better for our children."*

*— Asamenech Abebe, smallholder farmer, Oromia, Ethiopia*

# Children & Youth Southern Africa

In South Africa, Synergos works with almost 100 leaders of organizations providing services to more than 13.5 million children and youth. Through our LINC Fellowship, we help them improve collaboration among their organizations and in the children's sector in general.

We are also working with national and regional organizations in Southern Africa that provide services for children and youth through our Social Connectedness program. Why is social connectedness so important? In all stages of life, people need meaningful bonds and relationships with others. This is a deeply human need. Social connectedness also gives people access to the opportunities, services, and resources they may need to overcome poverty and live more fulfilling lives.

We are deepening understanding of indigenous approaches to overcoming the severe isolation that children living in poverty frequently encounter, and helping our partners incorporate practices to build social connectedness into their own work. This work is conducted in partnership with Kim Samuel and supported by the Samuel Family Foundation.



# Health & Nutrition Namibia

In Namibia, we are helping improve access to and quality of maternal and child health services. We've contributed to infant and maternal mortality dropping by about 14% between 2006 and 2013.

In late 2015 and early 2016 we oversaw the creation of six clinics in four regions of the country, as well as ongoing capacity building to the Ministry of Health and Social Services.

*"One of the reasons why people didn't attend antenatal care was because of distance, because of the poverty state in which the people were living. And it was so necessary for us to put up a facility that serves the people so they don't have to travel far distances."*

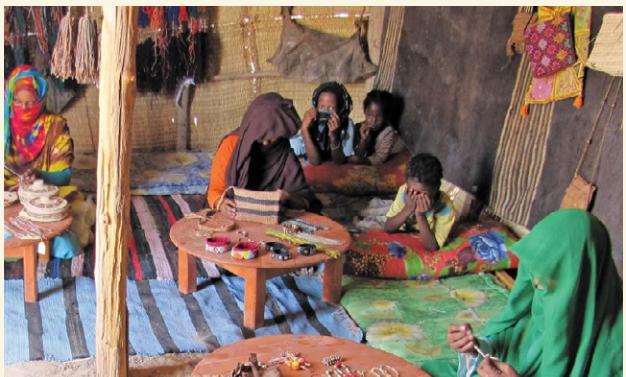
*In that way, people are actually motivated to come to something that is closer to them, knowing that they are just a walking distance away."*

— Alicky Imbili, Synergos Namibia

In addition, we are serving as secretariat of the Namibian Alliance for Improved Nutrition, helping improve collaboration among many parts of government and other stakeholders around nutrition, particularly for children. We are prototyping interventions in the Omaheke region, where poor nutrition is a root cause of many neonatal deaths.



# Social Entrepreneurship Arab World



Synergos supports social entrepreneurs who are meeting the needs of nearly two million people in the Middle East and North Africa.

They are agents of change combining innovation and business skills to meet pressing social needs of their communities in a variety of sectors including education, health, energy and the environment, sanitation, arts and culture, and youth employment.

Our focus in 2015 was our Pioneers programs in Egypt and the Palestinian Territories, which are reaching nearly 300 established and early-stage social entrepreneurs and more than 2,000 youth volunteers who are gaining exposure to social entrepreneurship.

*"You let the people identify the problems, you support those people to find out the solution. They have to discover it. They have to reiterate and learn it and develop it, until they get the right formula."*

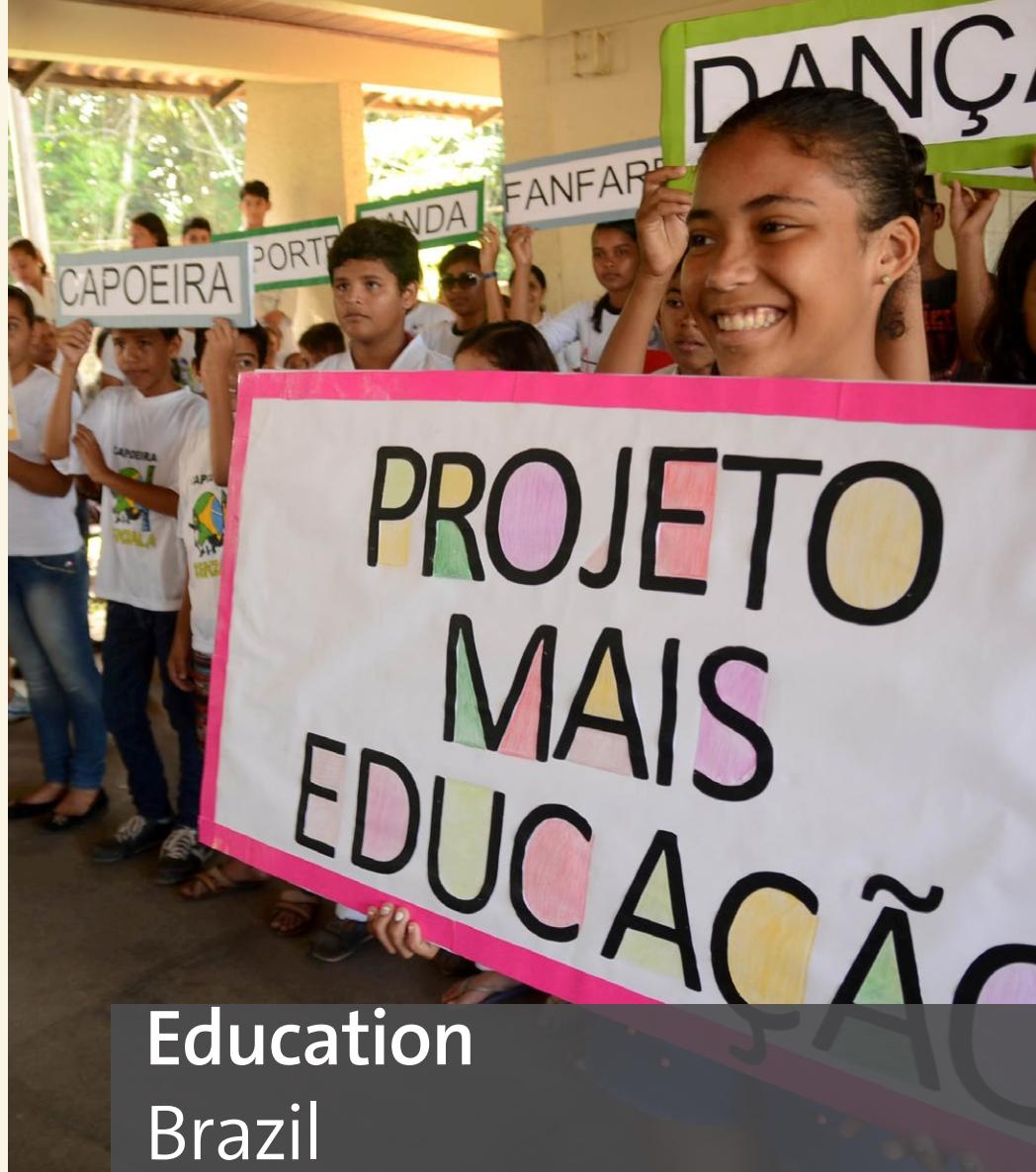
*— Rana Dajani, Synergos social entrepreneur*

# Social development Mexico

In Mexico, Synergos works with individual leaders – including members of our Global Philanthropists Circle and Senior Fellows networks – to strengthen their ability to serve Mexico's social sector. We are developing a Bridging Leadership program to strengthen leadership capacity to bring together people and organizations that would not normally work together.

We are also seeding a multi-stakeholder project in the state of Guanajuato that brings together businesses, state government, and community groups to improve the lives of youth through education in the area's burgeoning automobile industry. Two pilot locations have been identified in the towns of Léon and Silao in the state of Guanajuato, both sites of major industrial parks that are attracting multinational corporations to the region.

In addition, we are part of a national collaboration to improve education with a focus on preparing youth for employment and meaningful lives.



## Education Brazil

Synergos coordinates the Pact for the Education of Pará, a cross-sectoral effort to improve public education outcomes in Brazil's second-largest state, which covers part of the Amazon. We're helping communities, businesses, government officials, the media, and educators to collaborate and innovate at the state, regional, and local levels.

# Global Leadership Networks

Synergos supports two global networks: the Senior Fellows, who are civil society leaders from more than 50 countries, and the Global Philanthropists Circle (GPC), which consists of leading philanthropic families from more than 30 countries.

We enable network members to be more strategic and have more impact by connecting them to new ideas, resources, and each other. We create opportunities for collaboration by introducing them to partners and teaching them the Synergos approach.

We also bring members together to share knowledge and collaborate on important issues including education, climate change, and the Syrian refugee crisis. And we help network members connect to their own sense of purpose and well-being to become more effective leaders.

*"We help leaders in our networks connect to their own sense of purpose, be more open-hearted, and become better at building trust with others – both in their own organization and with other stakeholders.*

*The result: stronger collaboration, greater innovation, and more sustainable solutions."*

— Peggy Dulany, Synergos  
Founder & Chair



# Consulting Services



Synergos Consulting enables global companies and foundations to achieve social impact in Africa, Asia, Latin America, and the Middle East.

As a business-oriented consultancy operating within a mission-driven nonprofit, Synergos Consulting generates value for clients by integrating best practice from management consulting and international development. We support clients to develop innovative social impact and philanthropic strategies, mobilize partnerships that bring solutions to scale, and ensure effective field-level project execution.

Synergos offers clients 30 years of emerging market experience, extraordinary access to thought leaders from business, civil society, and government, and proven methodologies for participatory design and innovation.

Recent examples of our work include

- **Inclusive Business** – Enabling a leading global retailer to identify effective ways to improve market access for smallholder farmers in India.

- **Corporate Philanthropy** – Developing a new strategy for the corporate foundation of a leading online sales company, creating synergy between the corporate purpose and its philanthropic investments.
- **Cross-Sector Partnerships** – Supporting a global foundation to design and implement a state-level agricultural transformation strategy in Nigeria.
- **Sustainability** – Supporting the development of a coalition of companies seeking to make coffee the first sustainably produced commodity on the planet.

# Board of Directors

*With affiliations as of July 2016 for members on board at that time.*

Doug Baillie  
Chief of Human Resources, Unilever

Edward J. Bergman  
President, Innovative Development Services Inc.  
(to March 2015)

David de Ferranti  
Founder, Results for Development

Marcos de Moraes  
(from March 2015)

Youssef Dib  
General Manager, Head of Private Banking,  
Treasury, Capital Markets, Saradar Group

Elliott Donnelley II  
Founding General Partner, White Sand Investor  
Group, LP

Peggy Dulany  
Founder and Chair, Synergos

Robert H. Dunn  
President and CEO, Synergos  
(to November 2015)

Philipp Engelhorn  
Founder and Executive Director, Cinereach

Gary Ford  
President and CEO, MCE Social Capital

Nili Gilbert  
Co-Founder and Member of the Investment Team,  
Matarin Capital Management  
(from March 2015)

Mayra Hernández González  
Founder, Instituto Xilonen

Hadeel Ibrahim  
Founding Executive Director, Mo Ibrahim Foundation

Raza Jafar  
Co-Founder, Emirates Investment Group

Uday Khemka  
Vice Chairman, SUN Group of Companies  
(to March 2015)

Larry Lunt  
Armonia  
(from October 2015)

Graça Machel  
Founder, Graça Machel Trust  
(from March 2015)

Don Mohanlal  
President and CEO, Synergos  
(from December 2015)

Rodolfo Ogarrio  
(from March 2015)

Zainab Salbi  
Author, producer, and Founder, Women for Women  
International

Liesel Pritzker Simmons  
Co-Founder and Principal, Blue Haven Initiative

Kim Samuel  
President, Samuel Family Foundation

Adele Simmons  
President, Global Philanthropy Partnership

Rajesh Tandon  
Chief Executive, Society for Participatory Research  
in Asia

Dafna Tapiero  
International Finance Corporation

Sarah Timpson  
Equator Initiative

Monica Winsor  
Co-Founder  
Inspired Philanthropy Group

# Senior Staff & Representatives

*As of September July 2016*

Don Mohanlal  
President and CEO

Adewale Ajadi  
Country Director, Nigeria

Hisham El Rouby,  
Regional Director, Arab World

Wanda Engel Aduan  
Country Director, Brazil

Anna M. Ginn  
Senior Director

John Heller  
Senior Director, Consulting Services

Kasee Ithana  
Country Director, Namibia

Len le Roux  
Senior Director, Southern Africa

Sharon Lungrin  
Senior Director, Operations

Surita Sandosham  
Vice President, Programs

Abera Tola  
Regional Director, Ethiopia