



Social Sector Client Application 2021

**WHAT IT IS**

*Social Sector Solutions* is a 15 week strategy consultation offered to 10 select social sector (nonprofit, social enterprise, public) organizations by UC Berkeley-Haas School of Business Center for Social Sector Leadership. *Social Sector Solutions* helps social sector clients succeed with strategic and entrepreneurial ventures, such as those demanded by COVID and racial justice, increased funding challenges, and organizational needs. Project goals, project teams, and key deliverables are customized for your needs.

**WHO IS INVOLVED**

Haas MBA students, Haas undergrads and other UC Berkeley graduate students form the team that works with you.They are supported a coach from professional management consulting firm McKinsey & Company and an experiential learning course that is co-taught by Joe Dougherty, Haas Faculty and Partner, Dalberg Advisors; Nora Silver, Faculty Director and Adjunct Professor of the Center for Social Sector Leadership at Haas School of Business; and Paul Jansen, Director Emeritus McKinsey & Co., Adjunct Professor, Haas School of Business.

**HOW IT WORKS**

Teams of five MBAs and other students, coached by a McKinsey consultant, work with the social sector client to tackle a key strategic question for the organization.

**WHEN IT HAPPENS**

April to August Discussions with social sector organizations

Beginning of October Applicants notified

Fall 2020 Short scoping sessions

January 19, 2021 Kick-off Event, 3-5 pm, Haas School of Business

May 11, 2021 Finale Event, 6-8 pm, TBD

This is a fee for service offering, based on 13 years of proven, high-quality work that provides top value and demonstrated results. The fee for 2021 is $20,000. Please see the website to see types of projects and the value and results described by S3 clients. <https://haas.berkeley.edu/cssl/programs-events/social-sector-solutions/>

Please complete this application thoroughly so we can ensure that we understand your situation and your needs.

For more information or to discuss, please contact: socialimpact@haas.berkeley.edu

Social Sector Solutions

Client Application

I. CONTACT DETAILS

Name of Organization:

Address:

Web Site:

Twitter/Facebook:

Your Name:

Title:

Phone:

E-Mail:

II. ORGANIZATION

1. Background information:

* Year founded:
* Budget:
	+ If budget includes significant pass-through funding, please give budget with and without:
* Number of employees:
	+ Full Time:
	+ Part Time:
	+ Volunteers:

2. Mission Statement

1. Briefly describe the major services or programs of your organization?

III. POTENTIAL PROJECTS

4. In the table below, please describe up to three potential consulting projects that address important issues that you and your organization are facing. In addition to your description of the project, please let us know any specific project deliverables (e.g. a business plan, financial model, board presentation). Also, please describe as clearly as possible how much your organization would stand to gain (or avoid losing) by resolving these issues. Quantitative impact descriptions may include, for example, revenues raised or earned, costs saved, beneficiaries reached, impact units, etc. Lastly, please also rate the importance of each project to the organization on a scale from 1-10 (where 1 represents a small problem and 10 a crucial issue for the organization) and briefly describe why you assigned that number.

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| --- | --- |
| Project Description//Desired Deliverables/Expected Benefits | Importance (1-10; 10 high) |
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lV. CLIENT PROJECT LEADER/EXPERIENCE

1. Please indicate the person who will be your project leader and their time commitment for this project. Additionally, please list any other key project participants and their time commitment. Our expectation, based on past experience, is that an effective organizational time commitment is about 5-10 hours/week.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Name and email address | Organization Title | Years with organization | Project Role | Project Time Commitment |
|  |  |  |  |  |
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6. What experience, if any, does your team have working with management consultants, and with management ideas from the business sector?

7. Please describe the key challenges you anticipate in working with a Haas-McKinsey consulting team focusing on concerns or challenges that you believe must be successfully addressed for an effective consulting engagement.

8. This is a fee-based consultation of $20,000 for 900 hours of consultation. If accepted, we will send you an invoice with a statement of work.

If there are additional items your organization requires to process a payment, please check those that apply (if any) below:

☐ Engagement Letter (aka MOU) – includes Statement of Work

☐ Formal Services Contract, if yes, please specify:

☐ Can be a UC Berkeley services contract

☐ Must be your own contract