ANDE CATALYST FUND
POWERING THE FUTURE OF ENTREPRENEURSHIP

The Aspen Network of Development Entrepreneurs (ANDE) works with donors, including corporations, foundations, and development institutions to uncover new and creative ideas driving entrepreneurial growth in emerging markets. The goal of the ANDE Catalyst Fund is to create tools and insights that can help the small and growing business (SGB) sector, while increasing the productivity and effectiveness of ANDE members. Launched in 2009 with seed funding from the Lemelson Foundation, the Bill & Melinda Gates Foundation, and the Shell Foundation, ANDE has disbursed $2.3 million to 34 member organizations within the network.

A Platform for Innovation and Collaboration

While many grant makers are interested in supporting entrepreneurship in emerging markets, it’s often hard to find promising early-stage projects that can be catalyzed with small amounts of grant capital. ANDE provides a sourcing platform for unique ideas that prospective partners wouldn’t have otherwise found. We do so by leveraging a vast network of more than 230 member organizations and seven regional offices in Asia, Africa, and Latin America.

Each year the grant selection process has been driven by different areas of impact based on funder interest. Past programs have emphasized proposals with the potential to alleviate human capital constraints, drive innovation in invention-based enterprises, or transform women’s entrepreneurship. A key ingredient of all funded proposals, however, is the benefit produced for the small and growing business sector as a whole.

Leading philanthropic and socially responsible organizations have invested grant funds in the ANDE Capacity Development Fund – now the ANDE Catalyst Fund. Partners have included The Lemelson Foundation, Goldman Sachs 10,000 Women Initiative, Citi Foundation, MasterCard Worldwide, Shell Foundation and the Bill & Melinda Gates Foundation.

“10,000 Women has been proud to support the ANDE Capacity Development Fund, which has achieved impressive results. The Fund is a unique opportunity to leverage ANDE’s extensive network to foster new global collaborations. These partnerships have produced innovative developments of significant value to the small and growing business sector”

— NOA MEYER
Managing Director and Global Head of
10,000 Women, Goldman Sachs.
How it Works
ANDE helps design the grant making scheme, provides grant oversight, and disseminates key findings from each project funded.

### How it Works

**DESIGN PHASE**
1. ANDE works with partners to identify priority action areas
2. ANDE designs the framework, including the theory of change, key performance indicators and success metrics
3. ANDE shares the opportunity with the ANDE network of 230 organizations supporting SGBs in emerging markets
4. ANDE convenes expert panels to evaluate proposals and select winners

**GRANT OVERSIGHT**
1. ANDE manages the fund on behalf of donors
2. Grantees are supported throughout the lifecycle of the grant
3. ANDE manages monitoring and evaluation, and grant reporting

**MARKETING AND DISSEMINATION**
1. ANDE disseminates findings from the grantee’s experience and promotes their successes
2. ANDE provides a learning platform for the grantee, and ANDE members, via the global annual conference, monthly sector update calls, and regional meetings in local chapters

**Why Partner?**
ANDE provides a useful platform for funders that want to test new models and uncover unique implementing partners. We have close relationships with 230 member organizations, including fund managers, capacity development providers, universities, corporations, and donor agencies. Our global reach includes a network of thousands of individuals based in developed, emerging, and developing markets. We have a significant knowledge base in seven regions including Brazil, Central America and Mexico, East Africa, East and Southeast Asia, India, South Africa and West Africa.

Donors work with us if they want to do one or more of the following:

- Support the best ideas that drive sustainable entrepreneurial growth in emerging markets
- Facilitate learning about what works, what doesn’t work - and why
- Gain access to leading organizations, programs, projects, and ideas for grant-making pipelines
- Receive global brand recognition by aligning with the ANDE brand
- Outsource grant-making, including ongoing support, accountability and reporting
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**About the Aspen Network of Development Entrepreneurs**
The Aspen Network of Development Entrepreneurs (ANDE) is a global network of organizations that propel entrepreneurship in emerging markets. ANDE members provide critical financial, educational, and business support services to small and growing businesses (SGBs) based on the conviction that SGBs will create jobs, stimulate long-term economic growth, and produce environmental and social benefits. Ultimately, ANDE believes that SGBs can help lift countries out of poverty. ANDE is part of the Aspen Institute, an educational and policy studies organization.

**Contact Information**
Interested in learning more?
Please contact ANDE’s Director of Strategic Development in our Washington, D.C. office.

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