

### Attachment 3: Examples of mobilisation

The Impetus Trust (now Impetus) founded the Education Endowment Foundation (EEF) –a What Works Centre and charity which aims to break the link between family income and educational attainment –with the Sutton Trust in 2011, with a £125 million endowment grant from the Department for Education. Mobilisation involved setting the entire organisation up from scratch including: establishing a new charity; hiring <redacted> and other staff, establishing all legal, governance, financial and operational systems; launching a first grant and evaluation round; and establishing the brand, reputation and relationships of the new entity.

Social Investment Business ran Big Potential, a £20m Big Lottery Fund grant fund, disbursed over 3 years (June 2014-September 2017), providing grants and support to charities and social enterprises to help them work out how social investment could help them become more sustainable build their capacity and scale up to deliver greater social impact. It was delivered in two tiers -Big Potential Breakthrough (for smaller, riskier, more innovative projects) and Big Potential Advanced (to facilitate scale up of established interventions).

SIB led a partnership delivering the fund from June 2014-September 2017, and led and co-ordinated the mobilisation. This included (in the first 3-6 months)

- partnership agreements between multiple delivery partners
- recruitment and establishment of two grant assessment panels
- design of grant criteria and full grant process from application to disbursement
- design of 1:1 triage and diagnostic process to assess support requirements
- planning and commencement of 17 outreach events across England
- development of all logo, brand, identity and communication collateral, including website and links to grants system (CRM)•procuring any necessary external suppliers in line with VFM guidelines
- reporting& monitoring process & schedule to commissioning body established and commenced.