



DEVELOPMENT LINKS CONSULT

## OUR GRANTS MANAGEMENT SERVICES MENU

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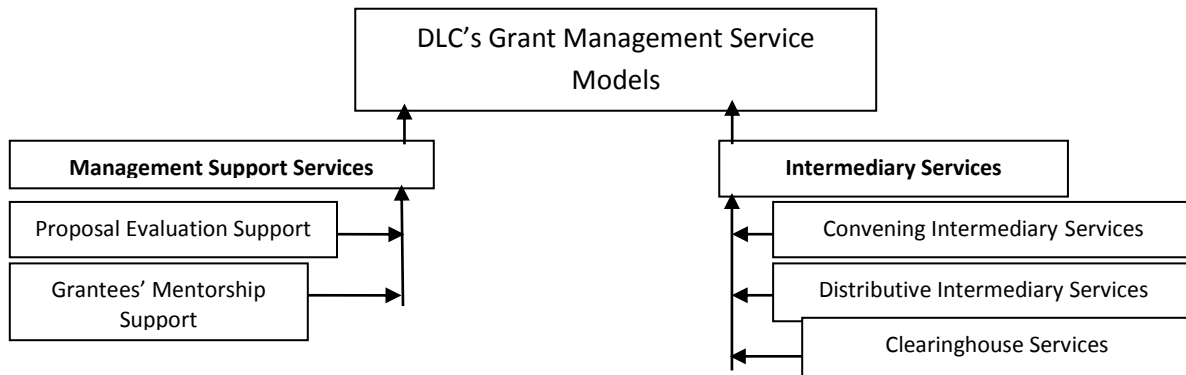
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### Our two models in grants management

Development Links Consult (DLC) is a one-stop grants management firm that provides a host of grant management solutions that fall under two

models, namely i) management support model and ii) intermediary organisation model, as illustrated in the diagram below:



## 1. Management Support (MS) Model

Under this model, DLC provides a wide range of back-office support services such as proposal evaluation, mentorship, recruitment, M&E (baseline surveys, mid-term reviews and end of project evaluations), training etc. to help non-profit organisations maximise their programme-related services. All DLC's short-term consultancy assignments fall under this model.

Under this model, DLC is a contractor to either a grantor or a grantee. The relationship in this is bilateral, not tripartite or multi-lateral. Over the years, DLC has provided grant management support services to Oak Foundation-Switzerland; Bread for the World- Germany; Wellspring Advisors LLC-USA, Norwegian Association of Persons with Developmental Disabilities (NFU) - Norway; Elevate Children Funders Group; and Violence against Children Prevention Fund, etc.

### Benefits to the grantor

- i) Helps the grantor respond more quickly to helping grantees/sub-grantees solve complex challenges, and develop their capacity to address local challenges.
- ii) Technical assistance is provided expeditiously with more immediate results produced for the grantee.
- iii) Being a third party, with no direct interest, DLC is able to provide professional, unbiased assistance and guidance.

## 2. Intermediary Organisation (IO) Model

In this model, DLC is positioned between the grantor and grantee organizations. The forms of assistance provided under this model include coordination, training, technical assistance, and frequently – but not always – the re-granting of funds. DLC helps the grantor serve grantees, and implementing organisations fulfill the strategic goals of their funders.

agent/a contractor to the grantor; unlike in the grant management support model, where the relationship is bilateral, with DLC having relationship with either the grantor or the grantee, but not both. Under this model, DLC provides three grant management solutions, namely i) Convening Intermediary Services ii) Distributive Intermediary Services and iii) Clearing-house support services.

Under this model, the relationship is tripartite, involving the a) grantor, b) DLC and c) the grantee(s), but normally with DLC being an

### Benefits to the Grantor

- i) Reduced overhead costs by reducing the need to establish regional offices in all the geographical locations where a grantor's programme has reach, saving time for grantor's staff and administrative costs.
- ii) Lower visibility on potentially controversial issues, thus insulating grantors from state reprisal and accusations of foreign interference on politically controversial programmes such as accountability, human rights, and democracy.

- i) Bridges the geographical distance between the grantor and grantee, serving as the grant-makers eyes and ears, thus ensuring that any challenges are taken note of immediately.
- ii) Bridges the linguistic and cultural distance between the grantor and grantees, ensuring that any solutions to challenges are culturally appropriate.
- iii) Extends a grantor's reach to geographically remote locations where it may not be having regional offices, enabling its programmes to reach small, grassroots organisations that may not be identified through traditional outreach methods.
- iv) DLC's credibility as an independent and professional intermediary gives the grantor's programme credibility in the local context.
- v) Grantees dealing with Intermediary Organisations such as DLC are always willing to acknowledge deficiencies and problems they tend to conceal from funders, leading to more effective resolution of systemic challenges.
- vi) Provides technical areas, subject matter or regional expertise, which the grantor may not otherwise be able to access within a limited timeframe.
- vii) Leaves a grant-making structure in place after grant-making programme ends, leading to sustainability of the programme the grantor had been supporting.
- viii) Reduces fiduciary risks as DLC plays an intermediary distributive role and provides closer oversight.
- ix) The close oversight by DLC promotes quality and accountability for the resources provided by the grantor.
- x) Strengthens the capacity of grantees on behalf of the funder at low costs, as the operating costs of a local firm such as DLC are much lower.
- xi) Increases efficiency of grant programmes by providing small grant amounts to more grassroots organisations and at the same time maintaining a close oversight required for the disbursement of re-granted funds.
- xii) Increased effectiveness of grants programme, as DLC's proximity to grantees and knowledge of context enables it to provide context appropriate support, by sharing best and promising practices and model programmes.

### **Our grants management team**

To deliver services under the models, DLC maintains a multi-disciplinary team of 30 senior Consultants including grants management specialists, organizational development specialists, project management specialists, researchers, statisticians, lawyers, policy analysts, agronomists, financial analysts, accountants, educationists, sociologists,

psychologists, risk analysts, etc. Our Consultants are knowledgeable in all phases of the grant management cycle, are familiar with a wide range of donor regulations, and have the expertise; knowledge and experience to assist grant-making agencies enhance the value of their grants.

**Questions and further information:** *Please contact any of our team members listed above.*