

Supporting Proximal Grantees through the Funding Process

Global Health Visions (GHV) supports promising grantees in developing strong proposals, results frameworks, implementation plans, progress updates, and other materials that align with organizational objectives and donor priorities.

Locally led development (LLD) is an approach that prioritizes empowering local stakeholders to identify, design, and implement solutions that address their unique challenges and drive sustainable change. The move towards LLD is gaining increased momentum. A range of key stakeholders – local and national civil society organizations (CSOs), governments, donors, multilateral organizations, INGOs, and UN agencies – are exploring how to integrate LLD into their visions and missions. In particular, locally based indigenous NGOs and CSOs have championed the evidence that local stakeholders most closely positioned to the issues are best placed to implement local solutions for sustainable change.

THE CHALLENGE

Many locally led organizations are driving impactful and results-oriented advocacy, communications, and service delivery work to influence local and national priorities for development. However, while deeply understanding the complex systems, context, and environment of their work, they may lack capacity (staffing, resources, skills, time) for communicating effectively about their work to donor audiences. Donors often have different communication styles, lengthy proposal and reporting processes, and strategies not broadly shared with partners.

At the same time, funders are increasingly moving beyond supporting re-granting or intermediary organizations based in the Global North to directly fund organizations who will be responsible for changing policies, funding, and programs in the regions and countries with the greatest burdens of disease and disability. Funders aim to localize grant making, but grantees who lack capacity in developing proposals, results frameworks, or progress updates risk losing opportunities to align impactful local efforts with funder priorities.

THE SOLUTION

GHV can help bridge this gap. **GHV's consulting roster consists of a core team of 50 plus a vast network of over 400 expert consultants, in more than 40 countries, with a range of skill sets and issue-area expertise.** Many of our consultants have successfully developed multi-year, multi-million-dollar proposals and grown investments from private foundations and other funders. This fundraising expertise is coupled with **decades of re-granting experience working with local and international advocacy organizations,** reviewing and providing feedback on proposals received, developing templates and tools, and providing workshops and trainings to strengthen proposal development and tracking skills.

By sharing experience, strengthening strategy development capacity, offering templates and resources, posing inquiries, and offering feedback – GHV supports advocacy, communications, and program teams engaged in impactful initiatives to navigate donor and private foundation terminology, frameworks, and procedures. This support enables prospective grantees to effectively communicate their initiatives in a manner that fulfills funder expectations.

GHV support for the localization of funding can help to align resources behind promising work, facilitate capacity strengthening for local organizations, and facilitate funding opportunities for organizations that may have been denied otherwise. Our support can be intentionally built into the proposal process or initiated in response to challenges along the way.

Recent Proximal Partner Support

- In 2023, GHV supported the **successful development of a multi-million grant to an organization based in Ethiopia** to catalyze community-driven primary healthcare systems.
- Additionally in 2023, GHV worked with a Kenya-based advocacy network and longtime recipient of pass-through grants from a major foundation to **directly receive a \$1.2 million, multi-year advocacy grant.**
- In 2024, GHV supported another East Africa-based, long-time recipient of pass-through grants from the same foundation to **develop a \$1.4 million proposal which is currently under review.**

THE RESULT

GHV helps promising grantees develop strong proposals aligned with funder priorities and expectations, guiding them from concept to investment and implementation. We help advocacy and program teams articulate how donor funding and partnerships advance their objectives by sharing resources, offering feedback, and asking strategic questions. While each partnership is unique, the following approach highlights the effective practices GHV has refined through previous engagements.

PHASE 1

Building a Foundation for Collaboration

- **Project kick-off:** At the beginning of a collaboration, it is important to establish a clear timeline, process, and expectations about roles and responsibilities of the different actors.
- **Relationship-building:** It is vitally important to build relationships and trust with the prospective grantees as much as possible, to get to know their preferred ways of working, and be able to leverage their assets/strengths for a successful proposal, process, and results.
- **Donor/funder engagement:** GHV plays an intermediary role between the prospective grantee and the donor and will navigate the delicate balance of maintaining trust-building efforts with the grantee and fulfilling our professional responsibility to our client, typically the funding organization.

PHASE 2

Proposal Development

At this stage, GHV helps the prospective grantee clarify their vision, outcomes, and activities within the proposal and investment. GHV helps develop the foundation of a strong proposal in the following ways:

- **Results Framework:** In supporting the prospective grantee, GHV will help them define outcomes and focus on “who will do what, where, by when” to underpin the results framework or logic model to use as the basis of activity development, budgeting, monitoring, evaluation and learning.
- **Narrative:** GHV does not write the proposal narrative, but we will often do heavy edits and re-organization to ensure that the project design is robust and matches the results framework. In some cases, we will organize calls with the prospective grantee to better understand the project design and take notes to use in editing the narrative.
- **Budget:** We review budgets drafted by project teams to ensure that they match the outcomes and activities identified in the results framework and look for potential red flags.

PHASE 3

Revisions and Beyond

Once a proposal is submitted, we stand ready to help the prospective grantee continue navigating the process. For example, whereas receiving pages of bulleted feedback can be overwhelming, we facilitate a conversation to help them identify what edits should be addressed in the proposal narrative, budget, and results framework.

PHASE 4

Technical Assistance in Planning, Implementation, Monitoring, and Reporting

GHV provides technical support and capacity development to new grantees during the investment inception phase and throughout implementation, engaging the grantee by ensuring there is clear understanding of all the requirements and expectations of the grant. We provide the following:

- **Inception meetings** to ensure alignment on expected outcomes of the grant, establishing contacts with key potential foundation staff and partners.
- **Work planning and development** of monitoring, evaluation, accountability and learning frameworks.
- **Continuous bi-monthly meetings** to assess progress, identify key opportunities, policy, and funding wins.
- **Updates on key policy and funding shifts/risks**, given country contexts and implications on activity implementation.
- **Communications support** to articulate how grantee progress meets organizational and donor objectives.

To learn more about how GHV can support your potential grantees with proposal development, please contact Chief Strategy Officer Susannah Hurd at susannah.hurd@ghvisions.com. For more information about our work across the development sector, please visit our website at <https://www.globalhealthvisions.com> and follow us on LinkedIn at <https://www.linkedin.com/company/global-health-visions>.

About GHV

Founded in 2008, Global Health Visions (GHV) is a US-based consulting firm with global reach. Our unique structure allows us to draw on the rich technical skills and deep contextual knowledge of both our core team and expansive global network. Our core team consists of more than 50 experts based in 10+ countries in North America, Europe, Sub-Saharan Africa, and South and Southeast Asia. In addition, we regularly pull in expertise from a network of more than 400 consultants, collaborators, and partners across geographies and issue areas. A trusted collaborator, we maximize social impact across the development sector through advocacy, planning, evaluation, and coalition building. Serving a diverse set of clients including foundations, NGOs, multilaterals, and private sector companies – we work together to create a healthier world. As a woman-owned firm, we are dedicated to putting diversity, equity, and inclusion at the center of our work, seeking to address systemic inequities in all that we do. We're proud of our supportive environment, which makes working for GHV flexible and rewarding. By setting the stage for excellence internally, we can ensure our exceptional consultants feel empowered to realize your goals.