

SKILLENT

Industry: Services (Social Innovation & Circular Economy) | **Client:** Skillent

It is a company that operates in the field of Social Innovation. Social Innovation offers entrepreneurial solutions designed for social problems, being more effective, efficient and sustainable than existing solutions. It develops skills in the area of social investment, increases the generation of impact and the creation of value and social return.

Social Innovation aims to support Innovation Initiatives and Social Entrepreneurship (IIES). These are distinct solutions to society's problems with proven positive impact, superior to existing solutions taking into account the opportunity cost of the resources used. Ideally it should be a simple solution in design, replicable and based on cheap, abundant resources or highly scalable resources and business models.

Social Innovation is thus the successful result of the social entrepreneurship process, having as priority focus financing the dissemination of social innovations.

The Social Innovation and Entrepreneurship Initiatives encompass projects that propose innovative responses, due to their potential for impact and finance sustainability. The IIES intends to demonstrate in the long run that they generate more value than the existing traditional responses.

Problems and Challenges

We have been carrying out, in partnership with Skillent, the training of different Social Innovation projects:

1. Value creation model;
2. Impact assessment;
3. Strategy, partnerships and growth.

Additionally, it has been providing specialized training in:

1. Measuring benefits;
2. Project management;
3. High performance skills;
4. *Design Thinking*.

These projects have been elaborated for a very diverse set of entities, in sectors as different as education, health or culture, among other examples:

1. Acreditar – Association of Parents and Friends of Children with Cancer;
2. Escolíadas Association;
3. Bright Times Association;
4. Diocesan Caritas of Leiria-Fatima;
5. Diocesan Caritas of Santarem;
6. Teacher's House;
7. Catrapum Catrapeia;
8. CEIFAC – Integrated Family Support Centre of Coimbra;
9. ADFP Foundation, Assistance, Development and Professional Training;
10. Sarah Beirão and António Costa Carvalho Foundation;
11. Lëndias d'Encantar – Theater company;
12. PEACEFUL PARALLEL – Association in the area of migration, asylum and refugees;
13. Society of Good.

The problems and challenges of each of these projects have to do with the elaboration of the value creation model, and its methodology; the need to evaluate the impact on the different stakeholders of each IIES, calculating the SROI; and the definition of the growth strategy, and through partnerships.

Value Elements

The main value elements created in these partnerships are:

1. Critical analysis of the listening instruments used in the initiative;
2. Documentation and systematization of the methodology used;
3. Definition of elements of Value;
4. In-depth research of social partnerships and companies in the area of influence;
5. Determination of dependent and independent variables, according to the answers to interviews, focus group, online surveys, ideation and observation sessions;
6. Calculation of ROI and SROI, quantifying benefits and costs, quantitative and qualitative;
7. Definition of the value creation model;



8. Preparation of institutional presentations for the presentation of the IIES to attract investment.

Transformational Vectors

The implementation of this project resulted in **lasting transformational effects for each of the entities** we work with. Specifically, the **quantification of costs and benefits of the IIES**, quantifying the value in euros that the initiative returns to its stakeholders for each euro invested in it; the value creation model of the IIES and its strategic plan.