



Shaping the world

through Social impact organizations



Usha Menon

Management Consultancy

www.ushamenonasia.com



Trusted advisor to world shaping organizations

Usha Menon Management Consultancy works with nonprofit and social purpose organisations in Asia to strengthen their skills, abilities, processes and resources. We provide client-focused consultancy and training in Management, Leadership Development, and Fundraising & Philanthropy. We are a global consultancy with a focus on for-impact organisations in Asia.

We aim to transform charities, development organisations, social enterprises and not-for-profit entities in the areas of:

We Offer

Advice, training and consultancy services to the not-for-profit and NGO sectors and help them benefit from our expertise and hands-on experience in Asia. We work to transform the performance of regional, national and international NGOs, through our understanding and knowledge of strategy, fundraising and non-profit 'next' practices.

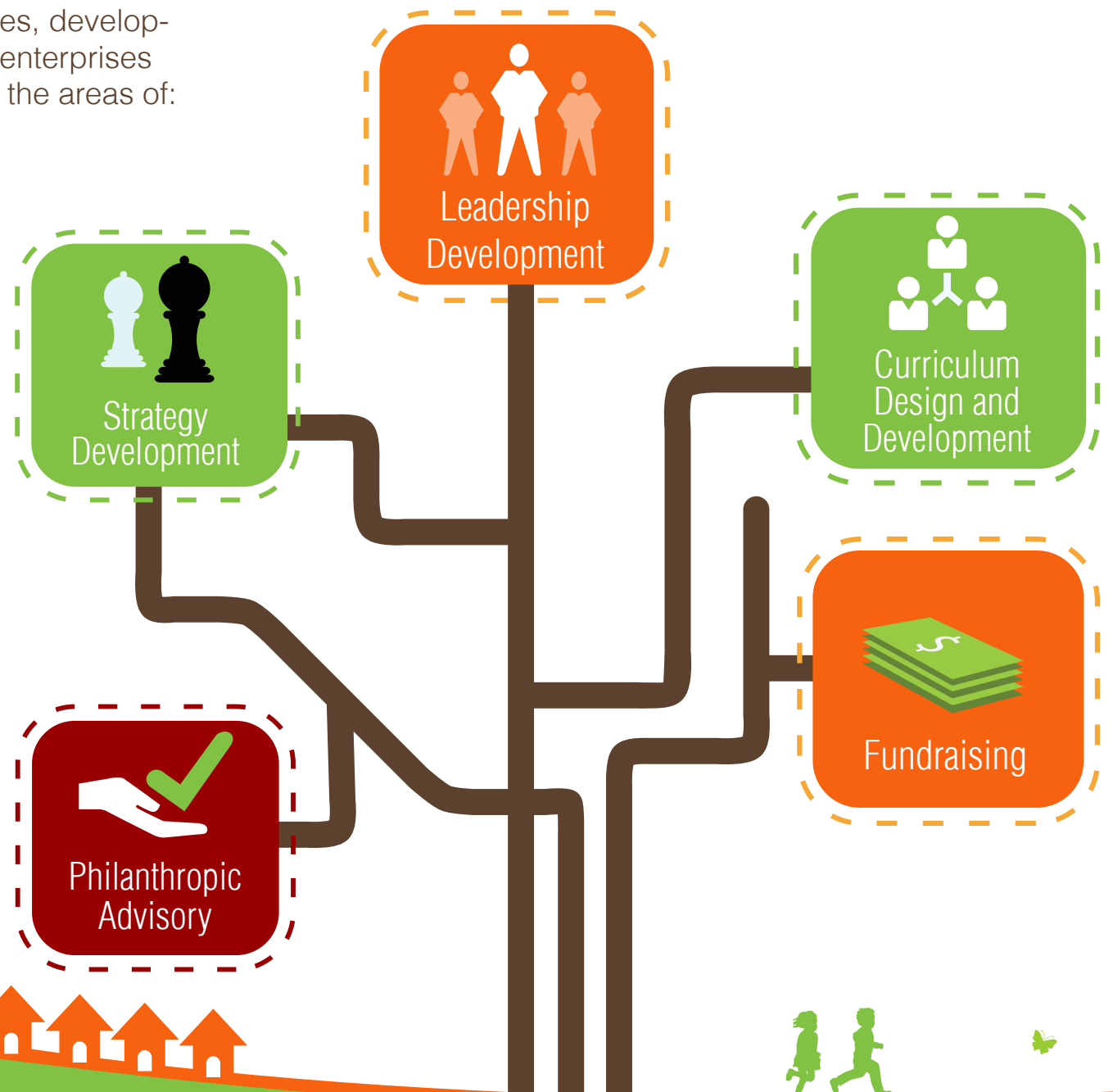
We introduce you to innovations in leadership development, add creativity to your fundraising strategy, challenge your current practices where necessary, and provide the very best training and consultancy available to help you achieve your mission.

Please Contact

Usha Menon
Executive Chairman

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Areas of Expertise

- Development of social impact programs- including exemplary programmatic and fundraising solutions to address community needs
- Strong understanding of Asian non-profit market having helped UN entities, INGOs and regional social impact organisations to develop their new market entry strategies
- Develop fundraising strategy for causes across Asia
- Mentor non-profit leaders and staff to raise funds through a wide range of contributors (individuals, institutional donors, corporate sector and social investors)
- Provide leadership directions and develop skills and teams, both at the senior most levels and for emerging leaders
- Philanthropic advisory services to corporate and high-net worth individuals including expertise in creating 'shared value' for the public, private and development sectors
- Inspire innovative thinking and cross-sector collaboration by engaging stakeholders in the health, social services, arts, education and development sectors

Curriculum Design and Development

- **International Alliance of Patient' Organisations** - Program consultant, accredited training course for Patient Association leaders in Hong Kong
- **Singapore Management University and the Lien Center for Social Innovations** - Program consultant, Professional Course for non-profit leaders
- **NUS-Lee Kuan Yew School for Public Policy, Singapore** - Core faculty, Non-profit Management Program
- **S.P. Jain Institute of Management and Research, India** - Core faculty, Post Graduate Certificate in Development Management
- **Islamic Religious Council of Singapore (MUIS)** - Curriculum Director and lead trainer, Strategic Leadership Program for Mosque Leaders
- **Singapore Business Federation** - Curriculum design and lead trainer, Associations Management Executive Certificate.

Few of our clients

International HIV/AIDS Alliance • Consultant and facilitator for the development of a National consortium of HIV/AIDS organisations to do collective fundraising

United Nations High Commissioner for Refugees (UNHCR) • Fundraising market scan and identification of the key aspects for their case for support

United Nations Programme on HIV/AIDS (UNAIDS) • Identifying funding & fundraising opportunities in a key market in Asia

United Nations Population Fund (UNPFA) • Development of donor communications collaterals with specific focus on raising resources in Asia

Amnesty International • Mass-marketing strategy development in a key Asian country

ChildFund • Market entry strategy development for work through a base in Asia

The Leprosy Mission • Organisational audit to understand the successes, opportunities, processes and gaps in its local fundraising • Mentor the staff to successfully implement the strategies

CBM -South Asia Regional Office • Fundraising training and strategy development for cbm's partner organisations in South India • The collaboration is into its second year • helping local NGOs to become financially sustainable

"Usha Menon's non-profit clients includes international, regional and local entities. INGOs, National NGOs/ Charities, Associations, Social Enterprises, Economic Think-Tanks, Capability Building Organisations, Government departments and Academic Institutions all have benefitted from training and consultancy provided by Usha"

International Committee of the Red Cross & Red Crescent • Fundraising capability mapping of Asian Red Cross/Red Crescent organisations

Thalassemia International Federation • Facilitation and development of Thalassaemia and Sickle Cell Diseases Patient Associations' capability in key Asian countries

Multiple Sclerosis International Federation (MSIF) • International Board facilitation to bring about collaborative resolution of strategic issues

World Wildlife Fund (WWF) - Asia Pacific • Advice on diaspora engagement for mobilising resources in Asia

Community Chest/ United Way, Singapore • Staff mentoring and strategy development of the workplace giving program as well as donor communications through direct mail and social media.

Singapore National Eye Center (SNEC) • Training and coaching of philanthropy champions among the physicians, administrators as well as frontline staff.

International Development and Research Centre (IDRC) • Fundraising market scan and case for case for support recommendations in Asia

Duke of Edinburg • Asia Pacific Board training on resource mobilisation

People in Aid • Assessment of market entry into Asia through regional resource mobilisation

Global Development Network • Market mapping and entry strategy development for diversifying income streams in Asia and raising unrestricted funds.



Testimonials

The Leprosy Mission Trust India

“Usha, you will be glad to know that following the workshop you had for our staff from the various hospitals and projects, they have done some really innovative things to raise funds locally.”

Dr. Sunil Anand
Director

Thalassaemia International Federation (TIF)

“Thank you for your work and excellent facilitation with the parent/patient associations of TIF. Seeing you in action was inspirational. Simply superb and thank you once again.”

Dr Androulla Eleftheriou,
Executive Director

Theatre Works, Singapore

“I would highly recommend Usha’s thought provoking training to both emerging and experienced cultural organisations.”

Tay Tong
Managing Director

Multiple Sclerosis International Federation

“As an international movement we had an extremely complicated and sensitive strategic discussion to facilitate amongst multiple stakeholders from all around the world, each with hugely varying and opposing opinions and issues. Usha was able to not only grasp the complexity of the topic, but also frame a workshop around it. Her facilitation of the workshop helped a new direction to emerge on which all stakeholders could unite, as a foundation for our plans for the future.”

Peer Baneke
CEO

International HIV/ AIDS Alliance

“I believe the art of facilitation enables a group to reach an outcome for which they will be fully committed and responsible. I saw that in action through the way Usha facilitated our country-focused strategy session. She played the role of a catalyst, creating the conditions for productive behaviour to develop. She is an active listener, very observant, sensitive to group dynamics and genuinely interested in a co-created outcome.”

Mimmo Di Giacomo
Head of Team - Business Development and New Markets