Acknowledgments

We would very much like to thank the many NGO leaders, funders, and intermediaries who participated in the interviews and survey who were the primary inputs to this report. We appreciate their thoughtful and insightful contributions.

We are grateful to Bridgespan Associate Consultant Varun Behani and Junior Consultant Rishabh Tomar, who were an integral part of the research team, and Senior Editor Bill Breen for his support in drafting this report.

We also appreciate the thoughtful guidance for this project provided by Bridgespan Partners Jeff Bradach, Kirk Kramer, Libbie Landles-Cobb, Rohit Menezes, Preeta Nayak, and Katie Smith Milway.

Finally, we express our thanks to Omidyar Network for its generous support of this paper.