

Giga

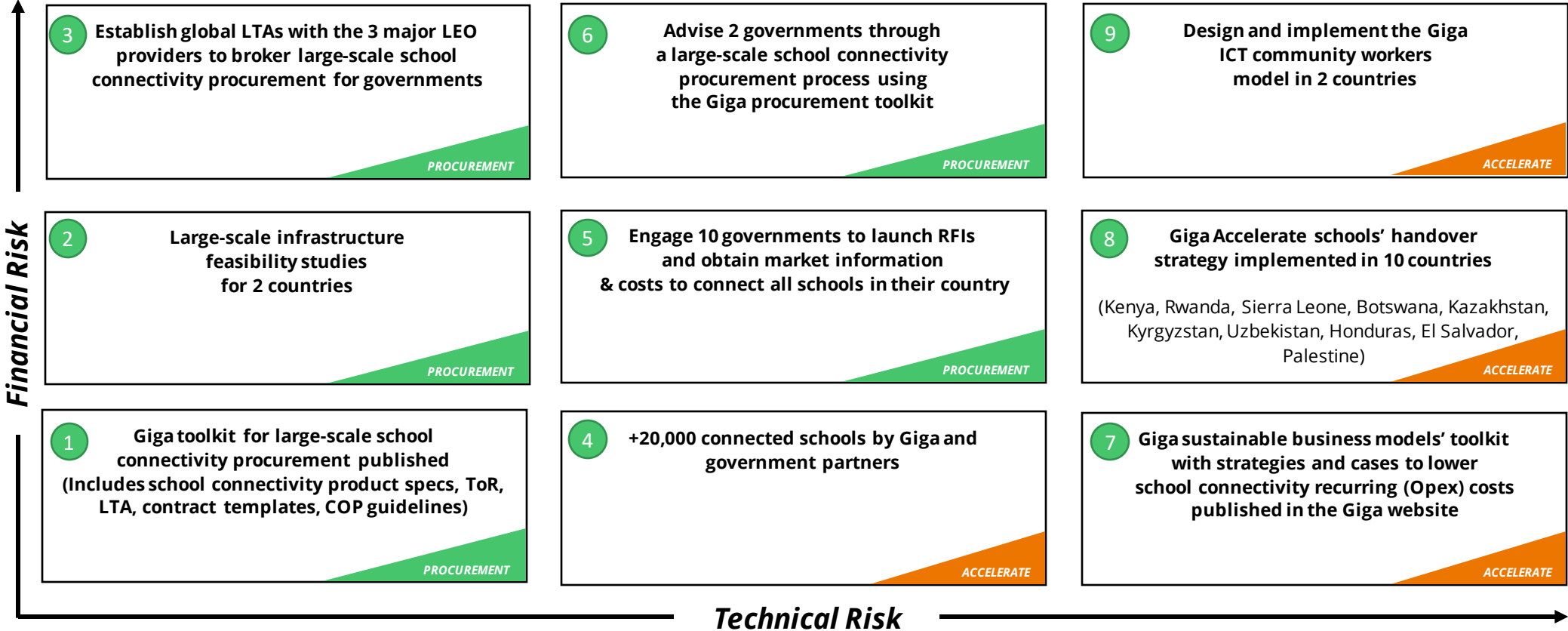
2023 Annual Work Plan

2023 - CONNECT

Priorities

Draft for discussion

Most
speculative
Least funded

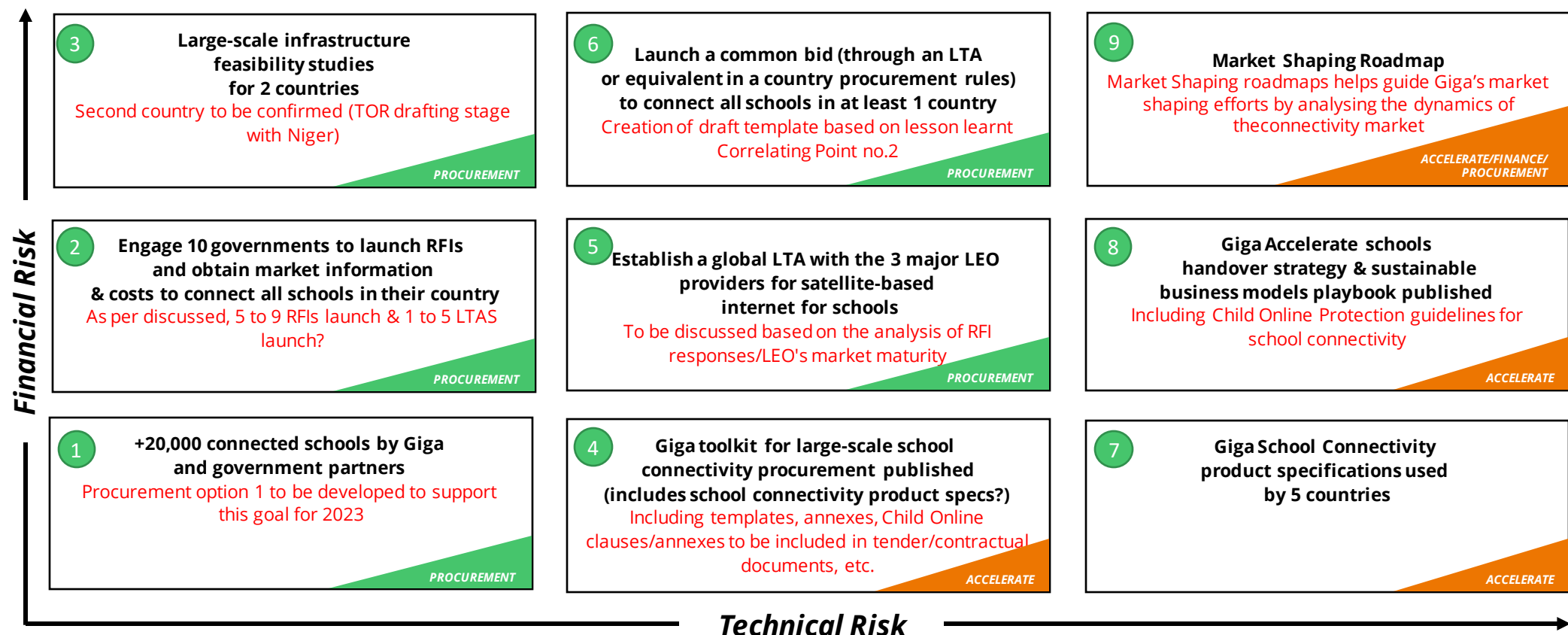


Most certain
Most funded



2023 - CONNECT Priorities

Draft for discussion – Claire's inputs

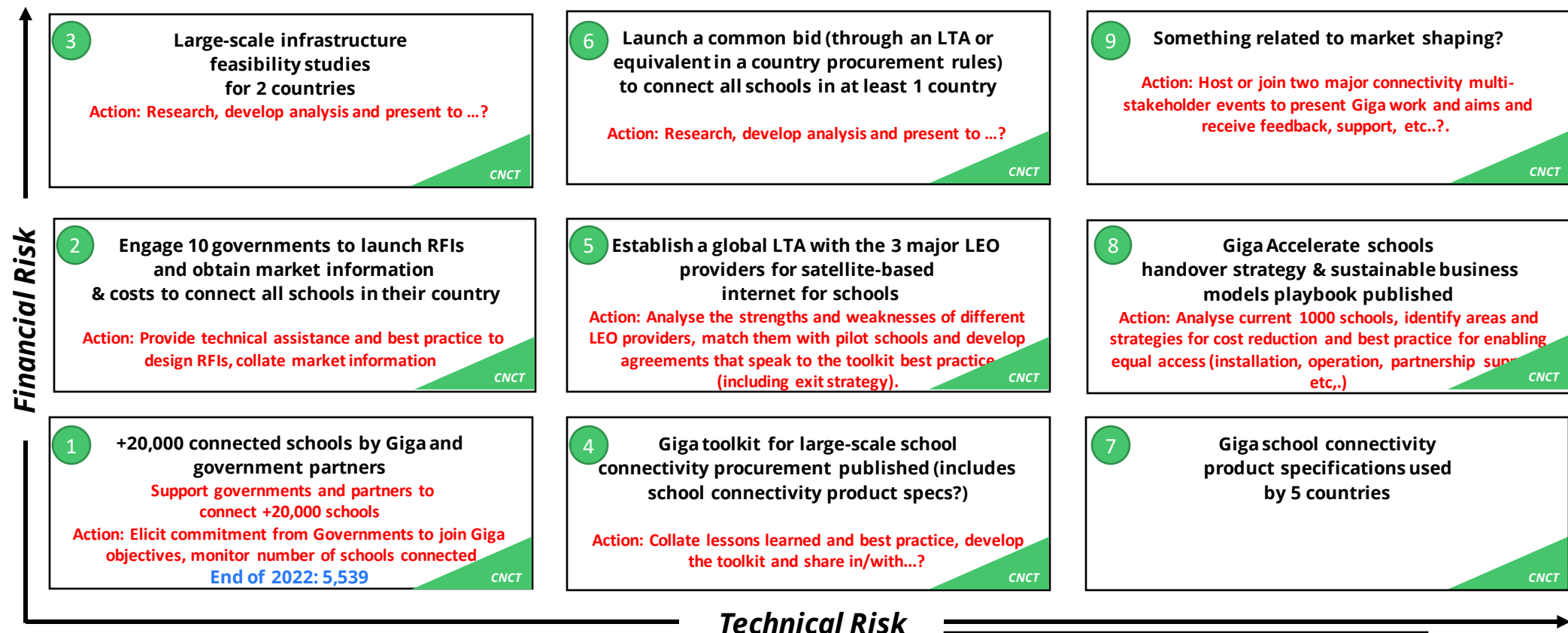


Most speculative
Least funded

Most certain
Most funded

2023 - CONNECT Priorities

Draft SLT Input



Most speculative
Least funded

Technical Risk

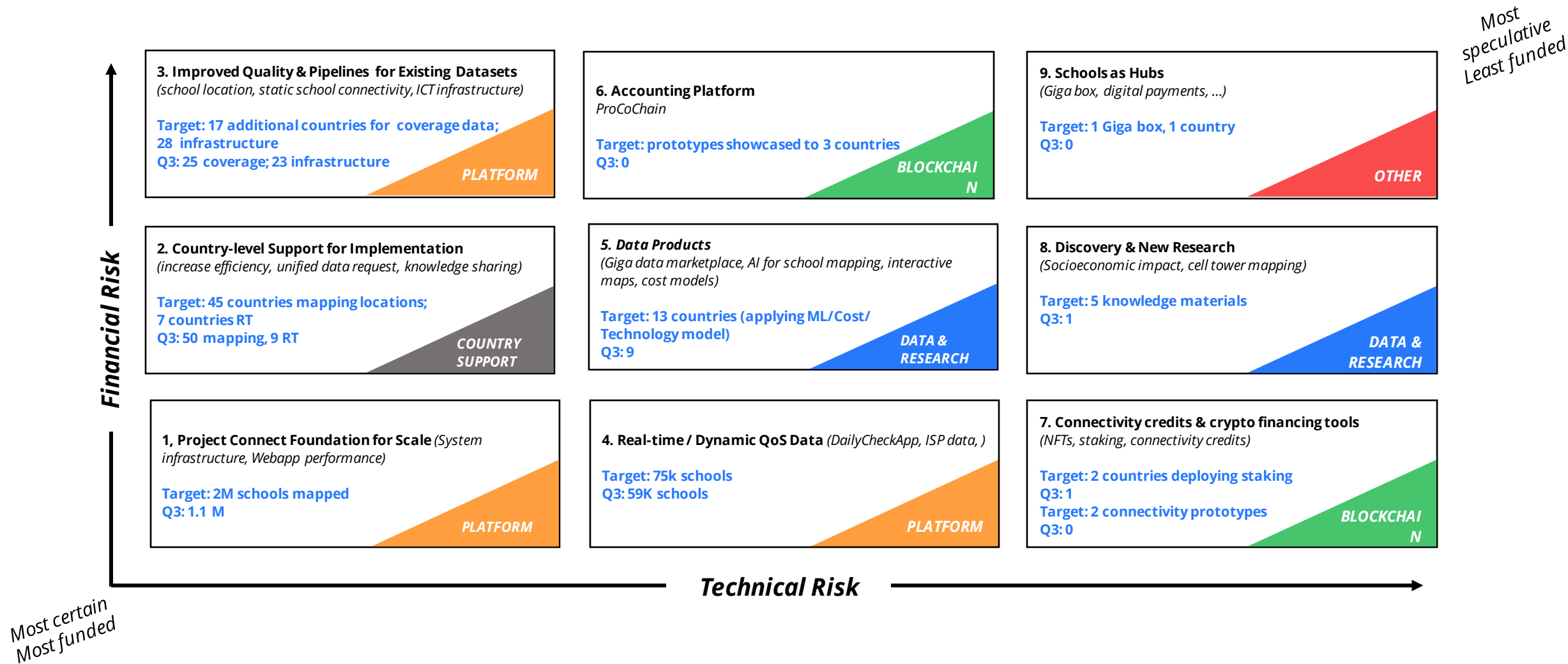
Child Online Protection guidelines for school connectivity?

Yes! This would be the 1 product for schools in Giga?
 Consider including technical, process and behaviour (eg: awareness building of risks, stigma etc.)

Giga

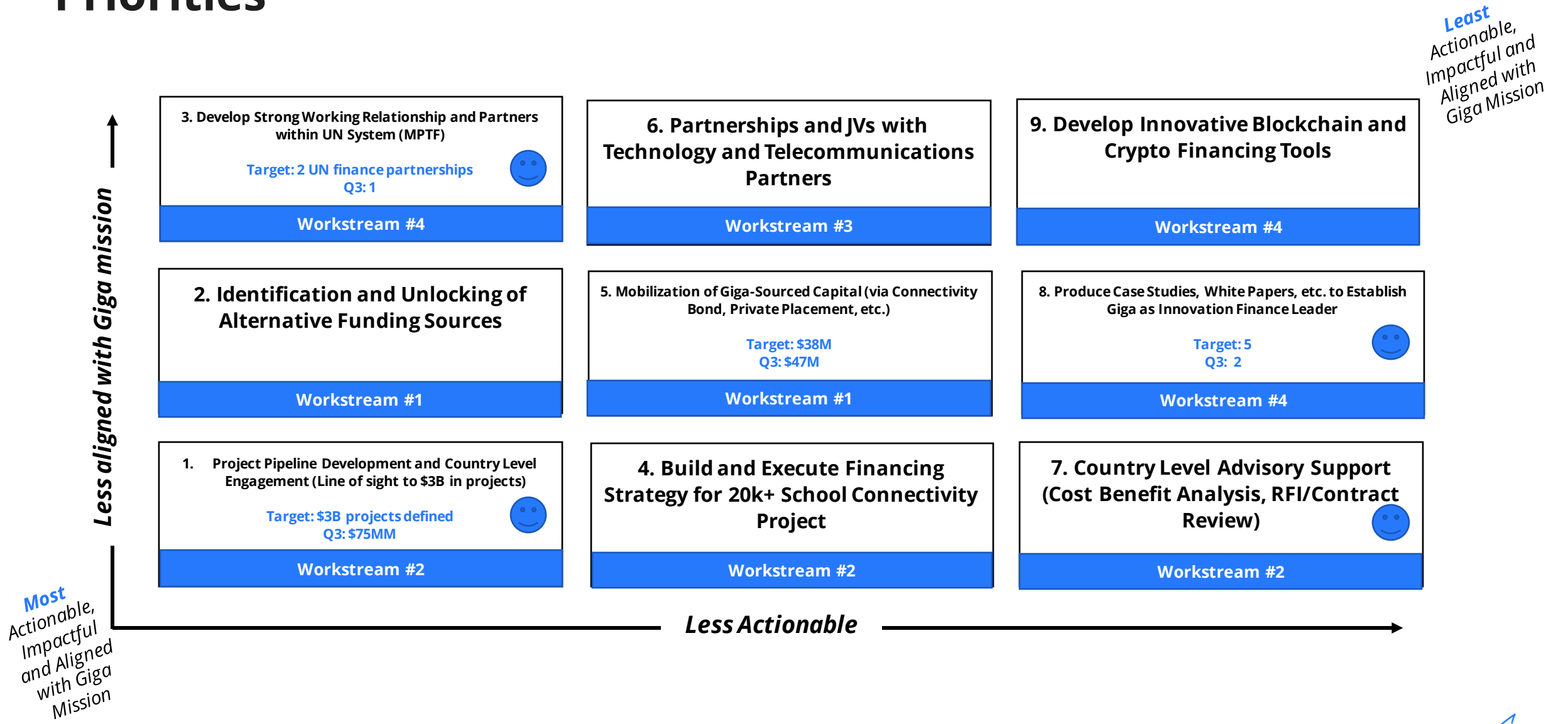
2022 Annual Work Plan – Q3 Review

MAPPING & TECH Priorities



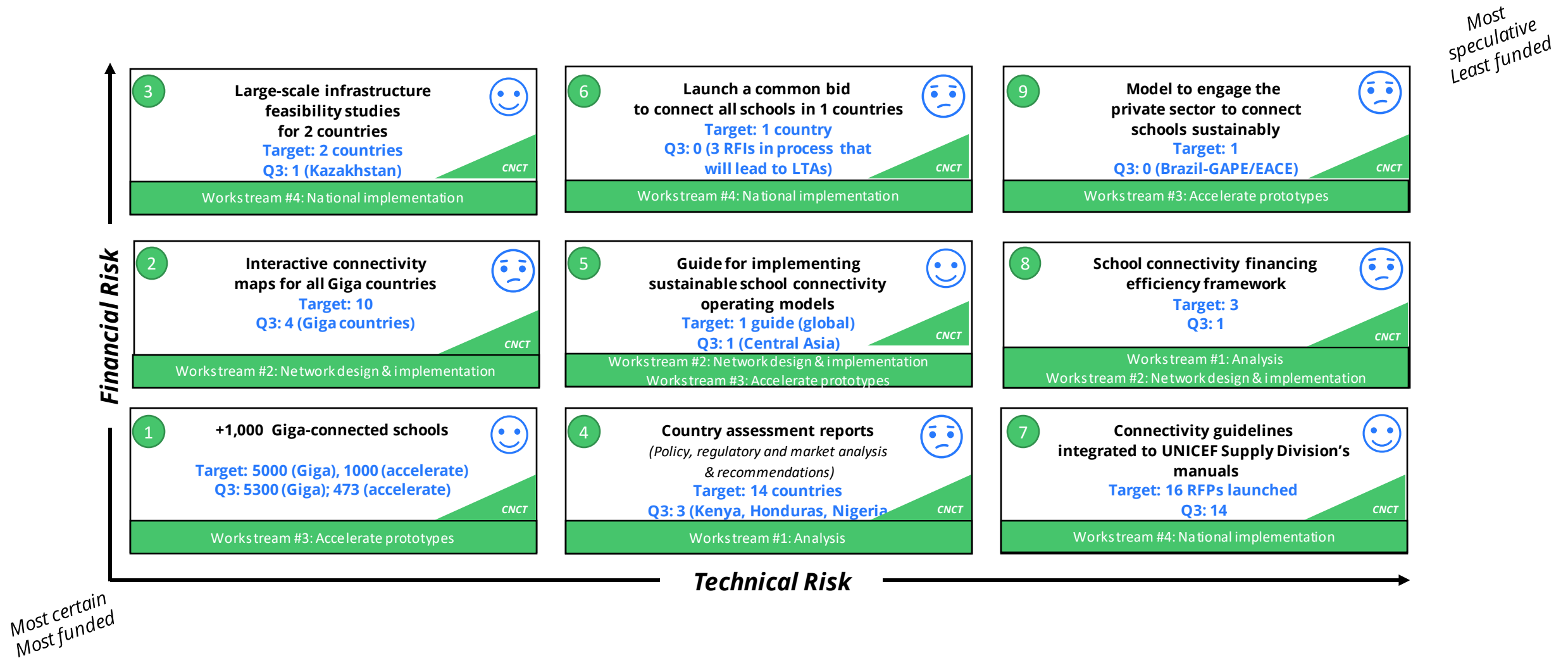
FINANCE

Priorities

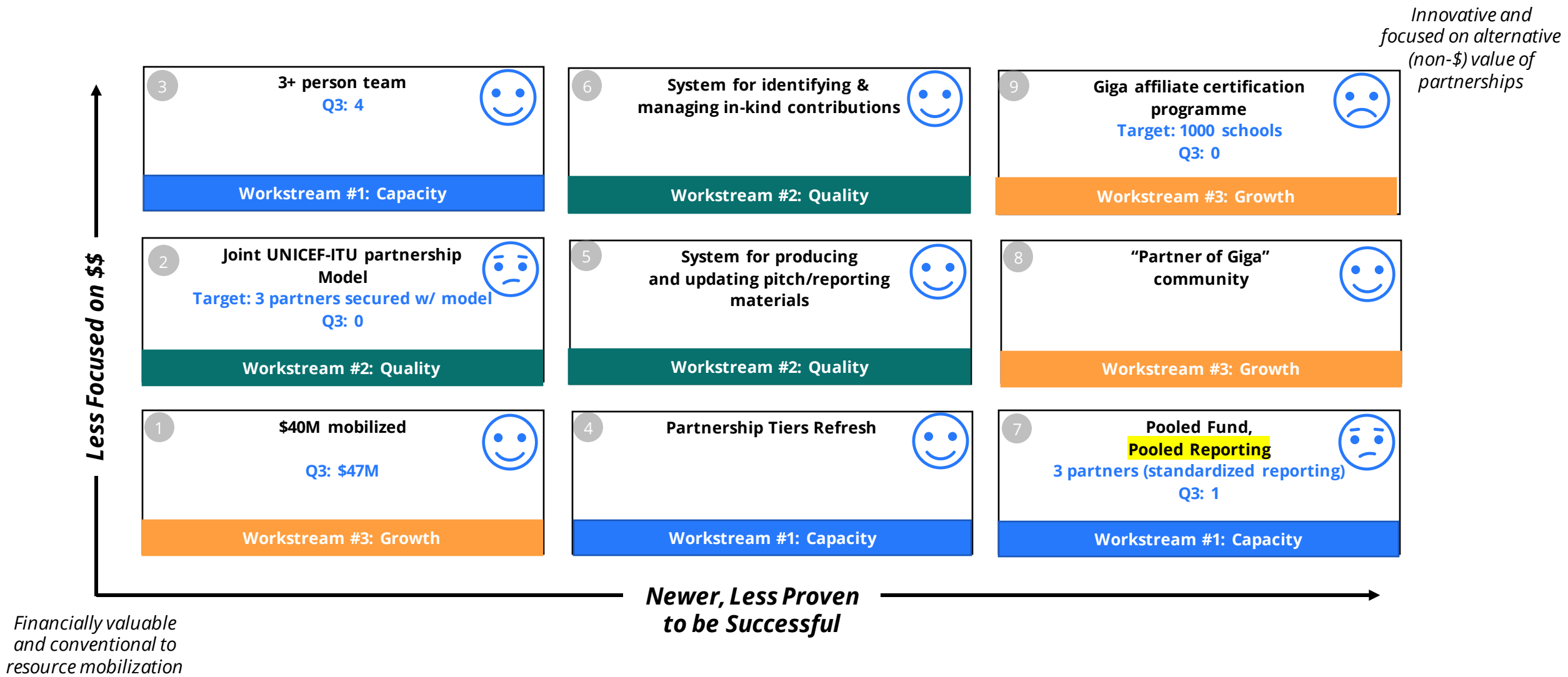


CONNECT

Priorities

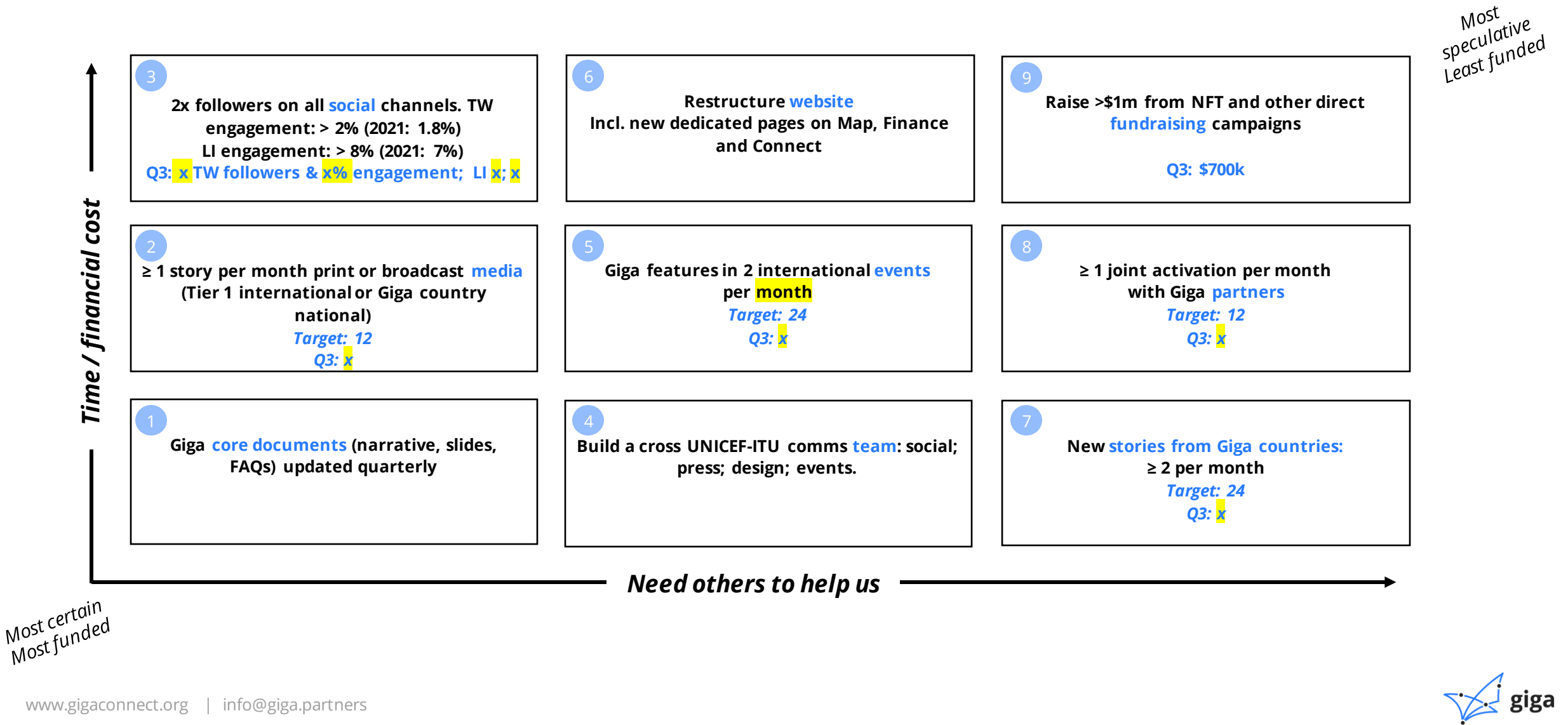


Partnerships Prioritization



COMMUNICATIONS

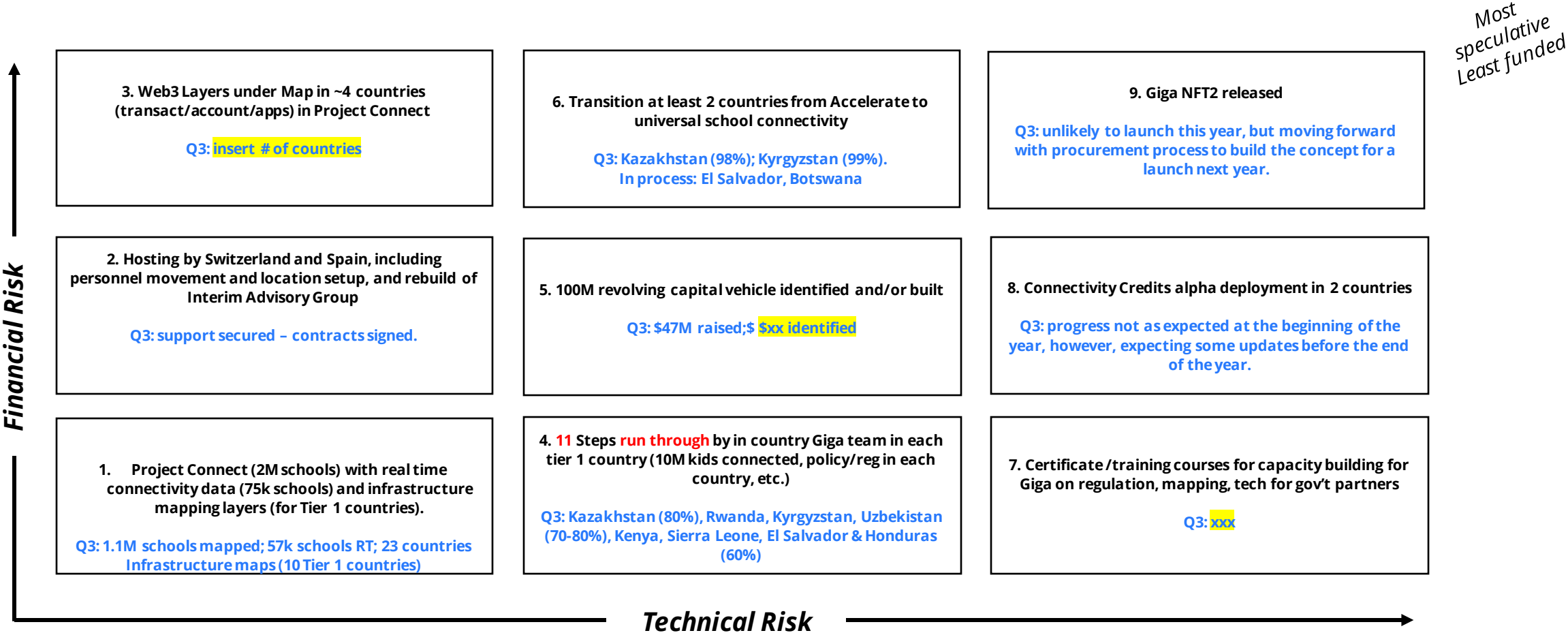
Priorities



GIGA 2022 WORK PLANNING

Team Priorities

Priority Programmes / Giga Pillars



Most certain
Most funded

Most
speculative
Least funded

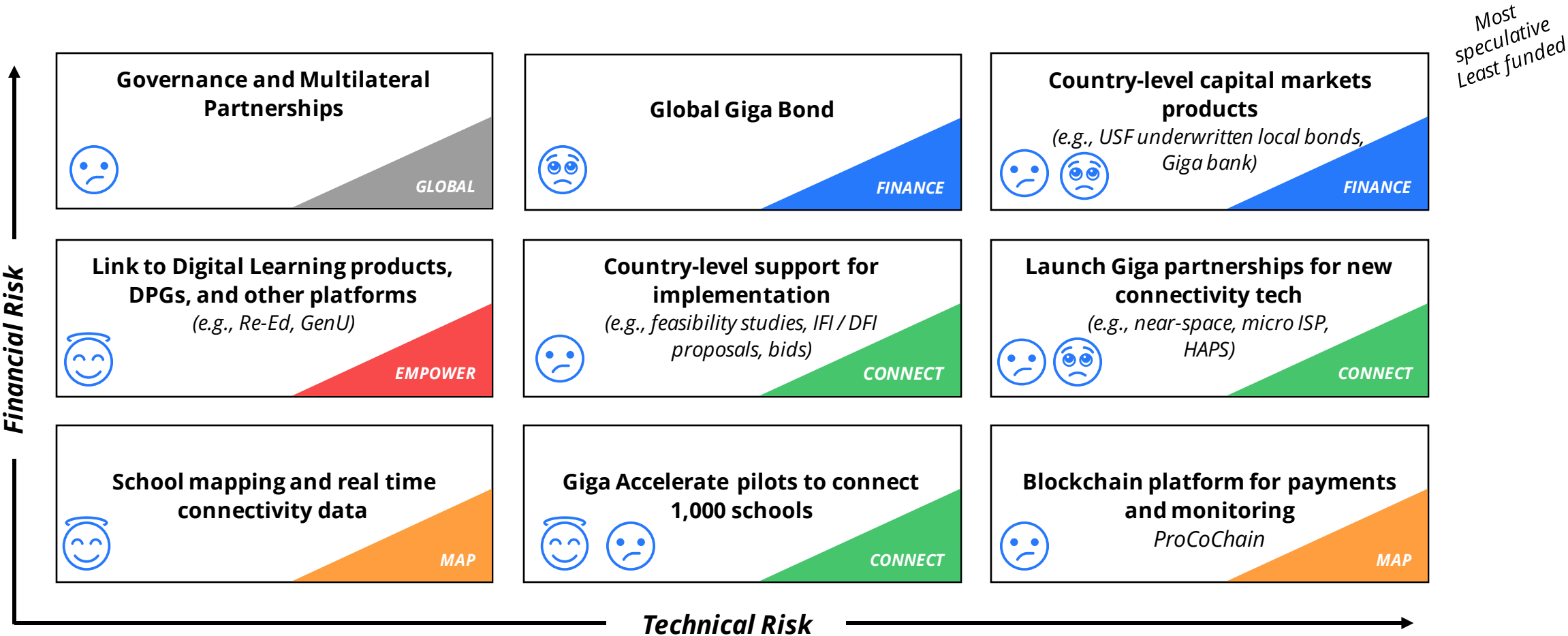


Giga

2022 Annual Work Planning

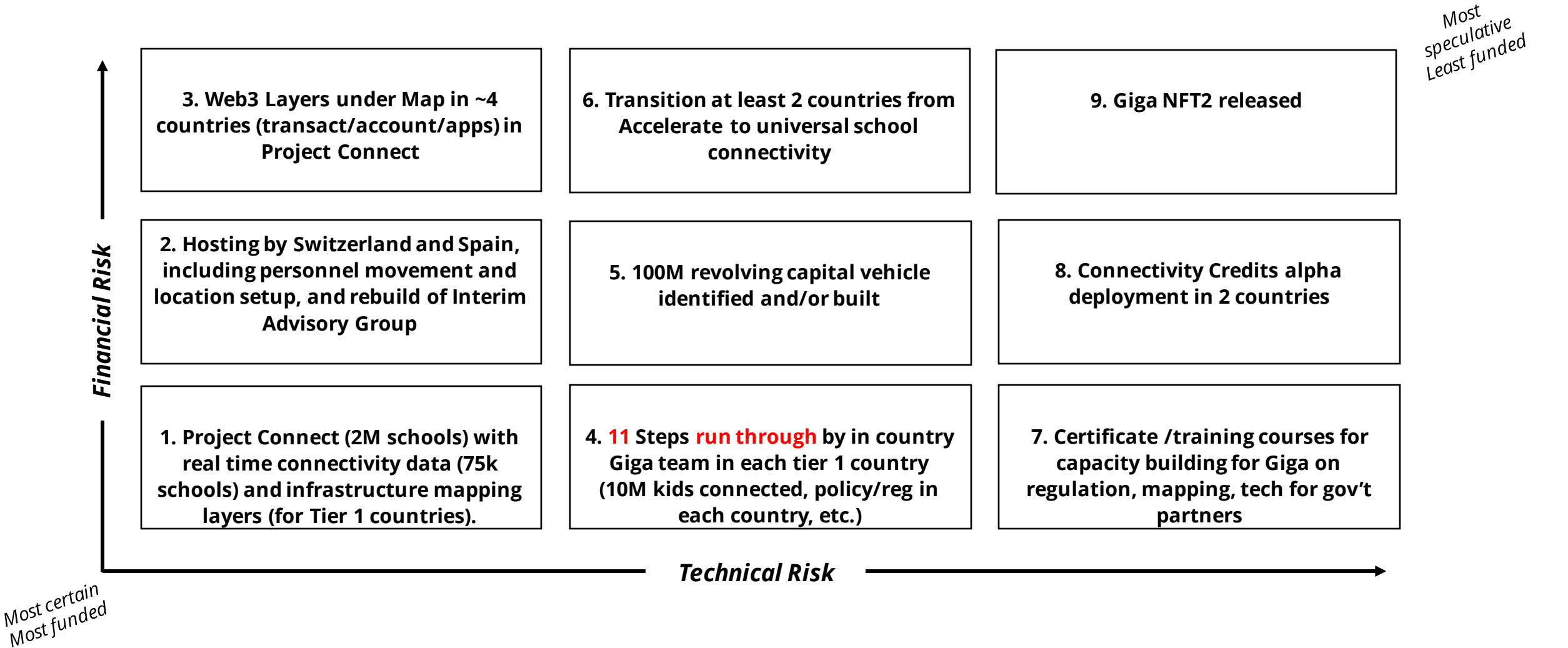
GIGA **2021** WORK PLANNING

Priorities



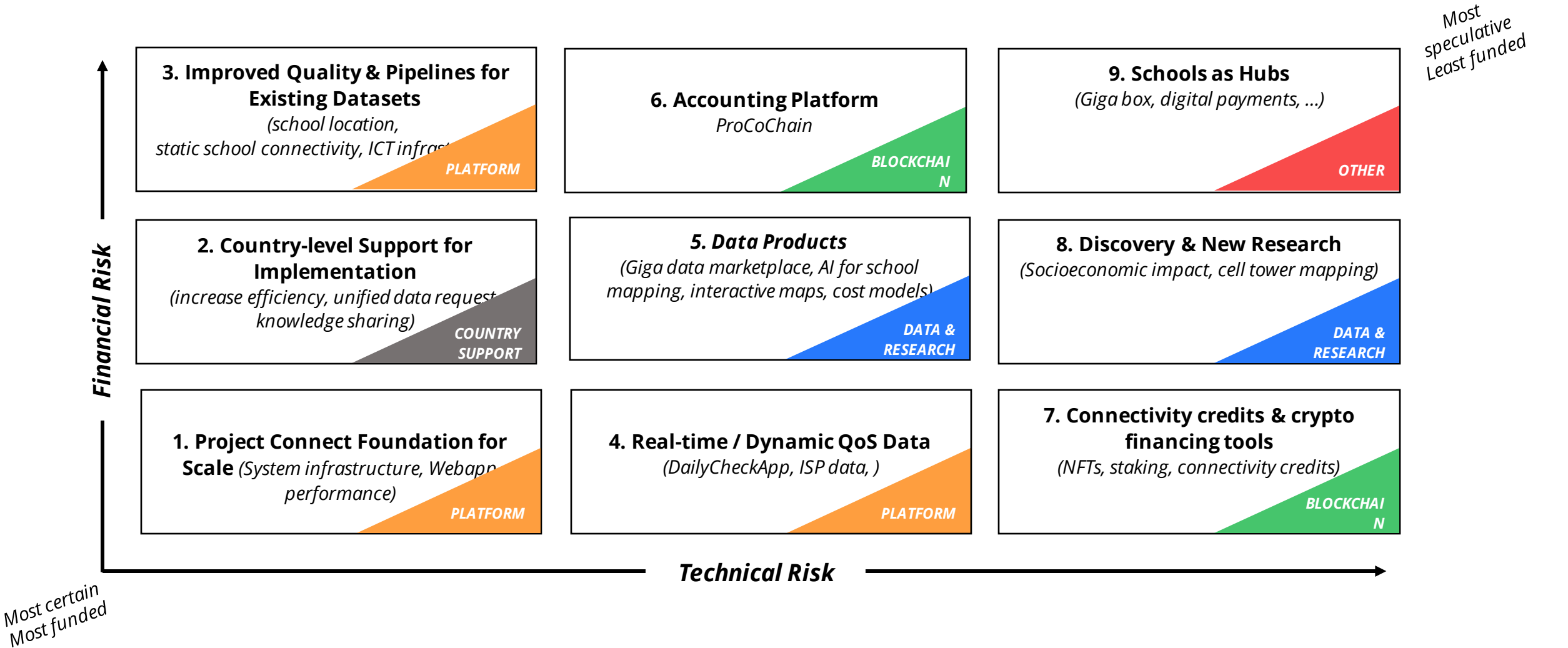
Team Priorities

Priority Programmes / Giga Pillars



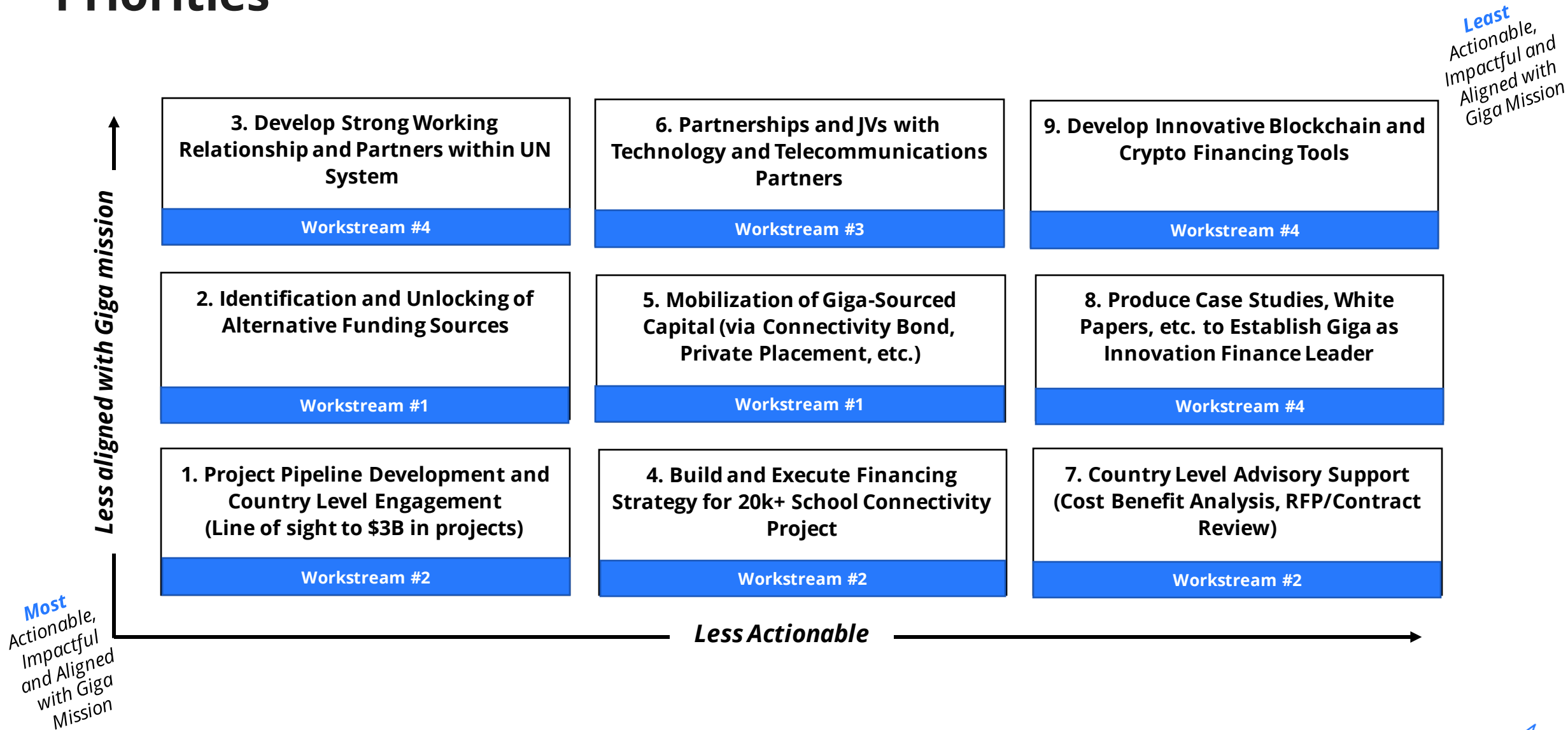
MAPPING & TECH

Priorities

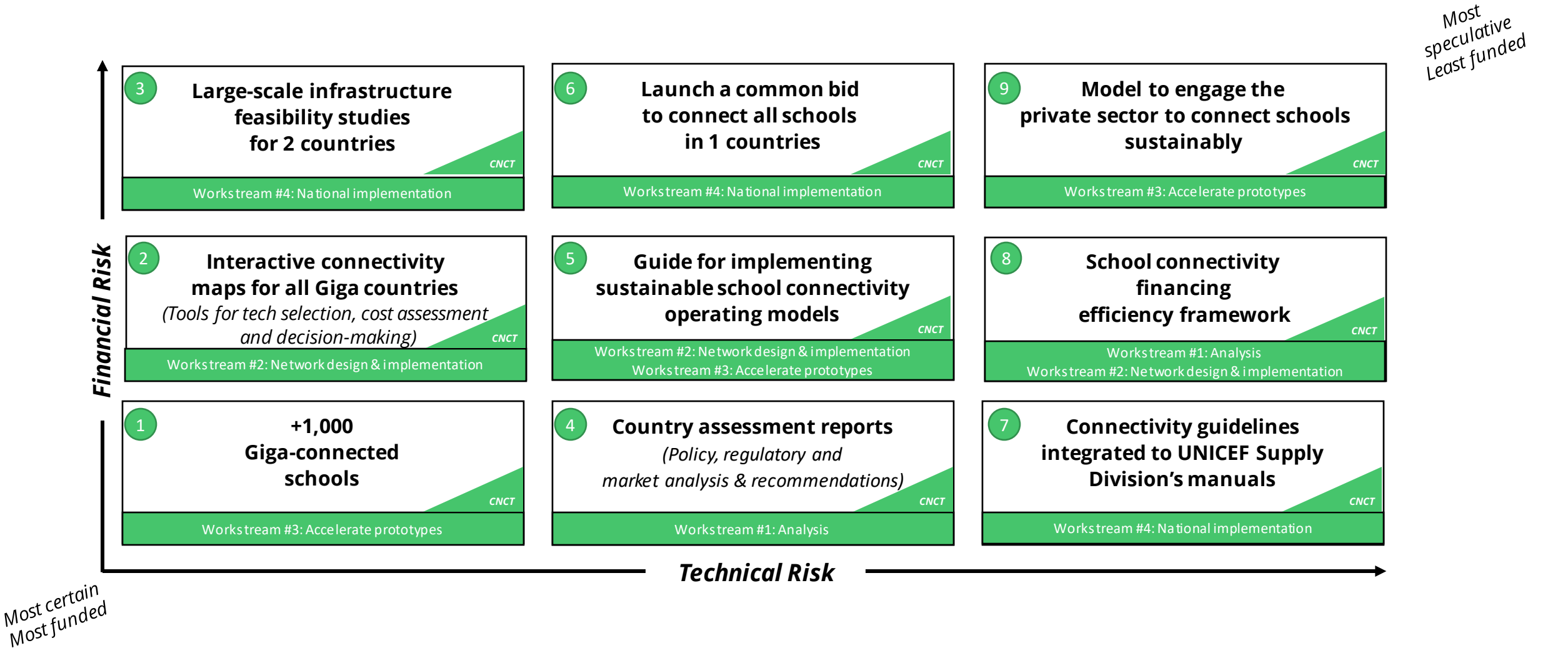


FINANCE

Priorities

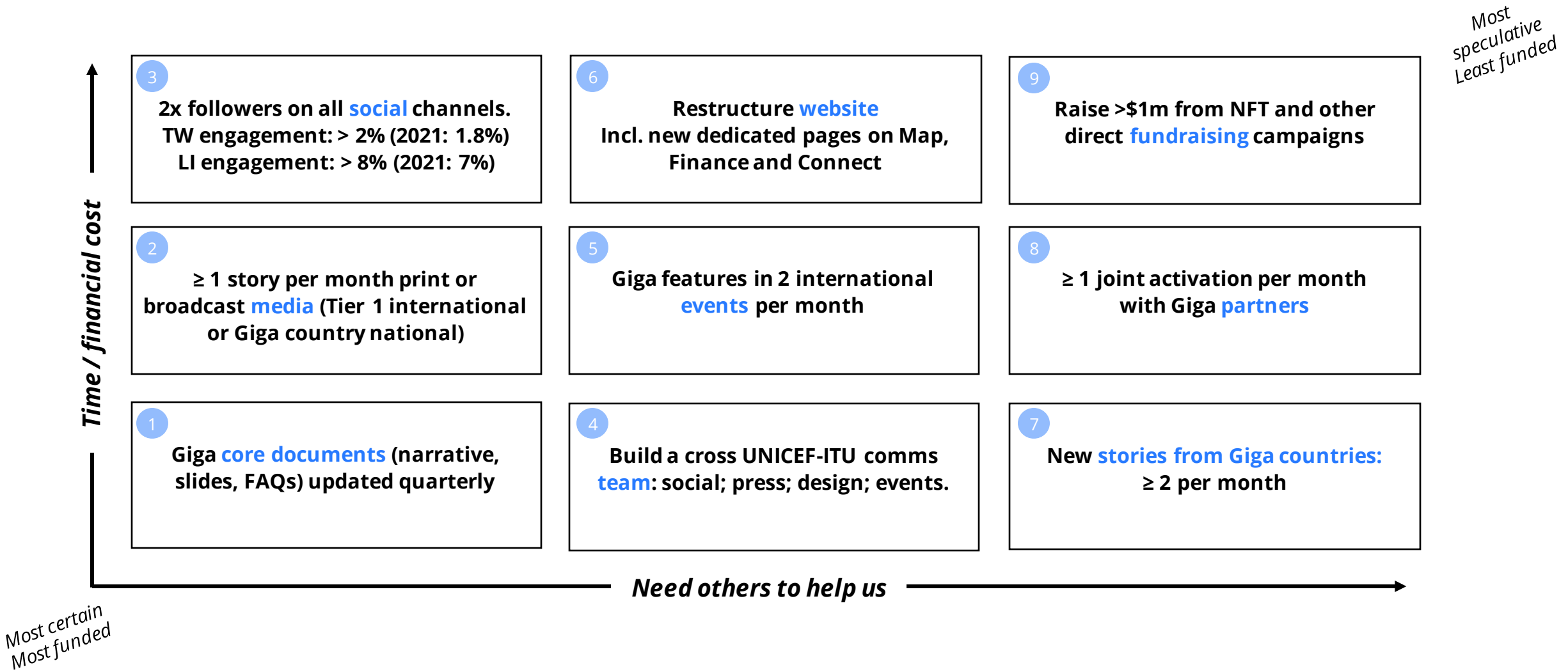


Priorities

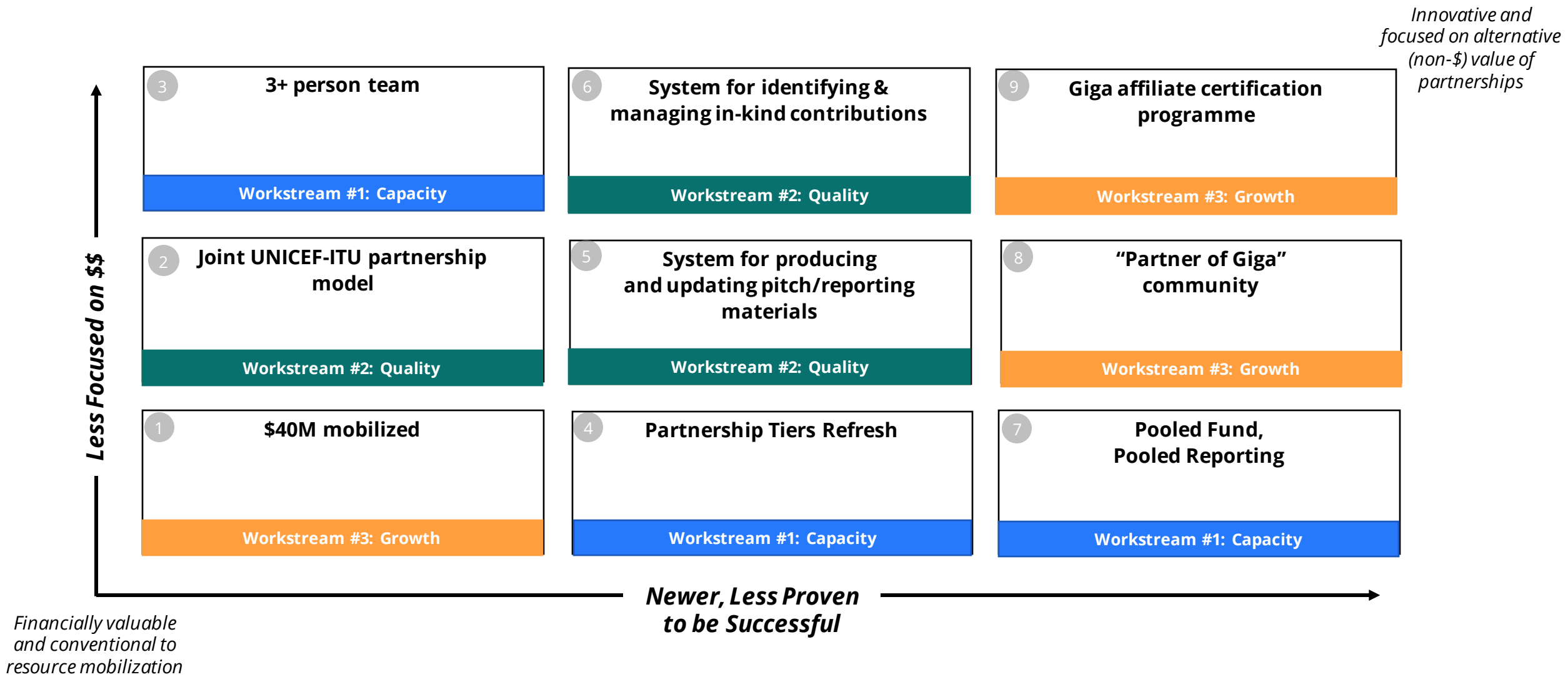


COMMUNICATIONS

Priorities



Partnerships Prioritization



Annex

RBM framework

GIGA 2022 WORK PLANNING

CONNECT

PRIORITY / RESULT	Objective(s)	Risks and planned actions	Indicators and targets
+1,000 Giga-connected schools	<ul style="list-style-type: none"> Connect +1,000 schools with a minimum of 10 Mbps, 20 Mbps / 1 Mbps per 20 students where feasible; online children safety measures; content filtering, connectivity accessible in all school premises; reporting real-time connectivity status & speeds to Project Connect. 	<ul style="list-style-type: none"> Risk: Lack of capacity at a country-level to effectively oversee the use of funding for connectivity implementation Actions: Advise COs to appropriately allocate funding between procurement and resourcing; develop guidelines and documents for CO and government use to streamline procurement 	<ul style="list-style-type: none"> Indicator 1: Number of schools connected to the internet (by Giga and partners) <ul style="list-style-type: none"> Baseline (by end of December 2021): 3,200 by Giga and partners and 186 by Giga Accelerate Target (by end of Dec 2022): 5,000 (by Giga and partners) & 1,000 by Giga Accelerate prototypes Q2 Target value: 300 Means of verification: Country Office verification
Country assessment reports	<ul style="list-style-type: none"> Policy, regulatory and market assessment to identify barriers to ensure safe, secured and reliable school connectivity. Actionable recommendations to country governments to ease market access for broadband deployment and attract & sustain public & private investment in school connectivity. 	<ul style="list-style-type: none"> Risk: Uncompetitive market structures present an obstacle to the adoption of innovative technology and implementation of sustainable business models for school connectivity. Actions: Provide governments and key stakeholders with assessments that identify major blockers for affordable school connectivity and kickstart policy and regulatory discussions. 	<ul style="list-style-type: none"> Indicator 2: Number of country assessment reports: <ul style="list-style-type: none"> Baseline (by end of December 2021): 1 (BCG report & country case studies) Target (by end of Dec 2022): 5 (Honduras, OECS (9 countries), Kenya, Nigeria, Sierra Leone) Q2 Target value: 1 country connectivity assessment Means of verification: Analytical reports.
Connectivity guidelines integrated into UNICEF Supply Division's manuals	<ul style="list-style-type: none"> Use of Giga's standard for school connectivity (as a minimum) by UNICEF and partners in procurement processes, negotiations between governments and providers, etc. Standardize the minimum requirements for meaningful & sustainable connectivity in the countries / regions where Giga is active. 	<ul style="list-style-type: none"> Risk: Diverse minimum standards for school connectivity creates risks for learners' experience with internet to be unreliable Actions: Promote Giga's standards for school connectivity in procurement processes led by Giga, in negotiations with providers and in all others where governments procure school connectivity. 	<ul style="list-style-type: none"> Indicator 3: Number of school connectivity RFPs launched through UNICEF & according to guidelines <ul style="list-style-type: none"> Baseline (by end of December 2021): 11 Target (by end of Dec 2022): 5 Q2 Target value: 1 Means of verification: Country Office Verification, partners

GIGA 2022 WORK PLANNING

CONNECT

Objective(s)

Risks and planned actions

Indicators and targets

PRIORITY / RESULT

Interactive connectivity maps for all Giga countries

- Create interactive connectivity maps for all Giga tier 1 countries and other countries as needed.
- Use of last-mile internet connectivity solutions guide, ITU broadband map and ICT business planning toolkit to recommend technologies, models for school connectivity and provide cost estimations.

- Risk: Countries do not provide information to feed the Giga data-based analytical tools, and decisions are made without considering mapping analysis.
- Actions: Country engagement team will make other support conditional to governments sharing the required data, and this information will be used for decision-making using Giga tools.

- Indicator 5: Number of Giga countries with an interactive connectivity map
 - Baseline (by end of December 2021): 2
 - **Target (by end of Dec 2022): 10**
 - **Q2 Target value: 5**
 - Means of verification: 1 self-paced training to deliver with the interactive connectivity mapping

PRIORITY / RESULT

Guide for implementing sustainable school connectivity operating models

- Create a playbook with the results from Accelerate prototypes that considers different commercial models and operating set-ups to provide meaningful and sustainable connectivity.
- Lessons and insights from testing different solutions.
- Implementation guidelines for countries interested in sustainable business models.

- Risk: Schools connected by Giga do not have the resources to continue paying for their connectivity services and get disconnected after one year
- Actions: Implement at least 5 different business models to test in connected schools to assess which models have the potential to offset connectivity costs and produce a guide with lessons learned from implementation.

- Indicator 6: Guide for sustainable school connectivity published
 - Baseline (by end of December 2021): 0
 - **Target (by end of Dec 2022): 1 guide published**
 - **Q2 Target value: Lessons learned and insights from prototypes**
 - Means of verification: Guide published in Giga's website

PRIORITY / RESULT

School connectivity financing efficiency framework

- Leverage from the ITU-FCDO toolkit to provide guidance to country governments on the assessment, the financing, the support, the design, implementation, monitoring and evaluation of School Connectivity programmes.
- Conduct training on the toolkit in at least 2 countries.

- Risk: Competing priorities in public sector budgeting and social investing relegate school connectivity (especially for remote & rural areas) from government's spending plans.
- Actions: Apply the school connectivity efficiency toolkit to assess and enhance the impact of investing public and private resources in school connectivity.

- Indicator 7: Implementation of the school connectivity financing efficiency framework
 - Baseline (by end of December 2021): 0
 - **Target (by end of Dec 2022): 3 countries**
 - **Q2 Target value: 1 countries**
 - Means of verification: Training on the toolkit provided.

GIGA 2022 WORK PLANNING

CONNECT

Objective(s)

Risks and planned actions

Indicators and targets

PRIORITY / RESULT

Large-scale infrastructure feasibility studies for 2 countries

- Support the implementation of large-scale infrastructure projects for school connectivity through feasibility studies that assess the technical, economic and environmental aspects, as well as cost-benefits.

- Risk: Financing for large-scale school connectivity infrastructure projects need to consider the technical, economic and environmental feasibility of the proposed solutions.
- Actions: Giga has established a Long-Term Arrangement with 3 firms specialized in producing feasibility studies for large-scale telecom projects.

- Indicator 7: Number of feasibility studies for large-scale infrastructure projects
 - Baseline (by end of December 2021): 1 (Kazakhstan)
 - **Target (by end of Dec 2022): 2**
 - **Q2 Target value: ToRs for 2 feasibility studies**
 - Means of verification: Giga Steering Committees

PRIORITY / RESULT

Launch a common bid to connect all schools in 1 country

- Advise a country's government through a large-scale procurement process to connect all schools.
- Use Giga mapping tools to recommend optimal network design, tech selection and cost estimates.
- Provide all inputs needed to build a country-level financing strategy.

- Risk: Giga continues as a small-scale school connectivity initiative
- Actions: Create the analytical and financial tools needed to support a country's national-scale school connectivity roll-out.

- Indicator 8: Number of countries at national-scale implementation
 - Baseline (by end of December 2021): 0
 - **Target (by end of Dec 2022): 1**
 - **Q2 Target value: 0**
 - Means of verification: Country Office Verification

PRIORITY / RESULT

Model to engage the private sector to connect schools sustainably

- Implement a proof-of-concept model to test new technologies and engage operators and tech companies to connect schools sustainably up to Giga's standards and guidelines.

- Risk: Every school connected by a Giga Accelerate prototype adds financial risk to the initiative if they are not capable of covering their connectivity service fees after being connected.
- Actions: Leverage Giga's lessons learned in the Accelerate prototypes and create a proof-of-concept model for operators to connect schools sustainably.

- Indicator 9: Proof-of-concept model for school connectivity sustainability
 - Baseline (by end of December 2021): 0
 - **Target (by end of Dec 2022): 1 model developed with operators engaged to implement it.**
 - **Q2 Target value: Identification of interested operators**
 - Means of verification: Press releases, programme documents, or other forms of verification

GIGA, MAPPING & TECH 2022 WORK PLANNING

PLATFORM

PRIORITY / RESULT

Project Connect Foundation for Scale

PLATF
ORM

- Map all schools
- Improve system infrastructure and team collaboration processes/tools
- Enhance Webapp (v1) for low bandwidth environments

Improved Quality & Pipelines for Existing Datasets

PLATF
ORM

- Improve & automate data ingestion and quality workflows for school location data
- Data accuracy metrics defined
- Automate school coverage data workflows
- Build ICT infrastructure data ingestion and quality workflows

Objectives

Indicators & Targets

Map Indicator 1: # of schools mapped

Baseline: 1M (by end of 2021)

Target 2022: 2M schools mapped

Q2 Target value: 1.3M

Means of verification: ProCo

Map indicator 2: # of countries with school coverage data available on ProCo and ICT infrastructure data ingested

Baseline: 12 coverage data; 18 infrastructure data (by end of 2021)

Target 2022: 17+ coverage data; 28 infrastructure data

Q2 Target value: 15 coverage data; 22 infrastructure data

Means of verification: ProCo, infrastructure maps

Team and Key Partners

- Primary: TBD
- Team: Yonas, ICTD person, Data Engineer, Kwang, UX Specialist
- Internal: ICTD, Cross-functional Giga team requirements
- External: Cloud provider (Azure/AWS), countries, BI Tool / System Provider
- Primary: TBD
- Team: Data Engineer, Yonas, lyke, Shilpa, Oguz, ICTD person, Kwang, UX Specialist
- Internal: ICTD, Giga Country Team
- External: Ericsson, Facebook, GSMA, IHS Towers

GIGA, MAPPING & TECH 2022 WORK PLANNING

PLATFORM

PRIORITY / RESULT

**Real-time / Dynamic
QoS Data**

PLATF
ORM

Objectives

- Develop new measurement solutions (Daily Check App)
- Establish data sharing agreements with providers
- Create QoS data standards and aggregations

Indicators & Targets

Map Indicator 3 : # of schools with dynamic QoS in countries

Baseline: 45,000 schools (by end of 2021)

Target 2022:75,000 schools

Q2 Target value: 50,000

Means of verification: ProCo

Team and Key Partners

- Primary: Ihar, TBD
- Team: Yonas, Gerben, Data Engineer, ICTD person, Data Scientist (tbd)
- Internal: ICTD, Giga Country Team
- External: Ericsson, providers (Liquid, AFCOM, ...), mLab

GIGA, MAPPING & TECH 2022 WORK PLANNING

DATA & RESEARCH

PRIORITY / RESULT

Data Products

D & R

- Create a data marketplace for Giga
- Access levels and licensing are defined for each dataset
- Create API for school location
- Designing data and tech stack and best practices for data team
- Global Giga data consortium framework defined
- Package existing models and analysis so that they are easily replicable

PRIORITY / RESULT

Discovery & New Research

D & R

- Improve existing AI models for school mapping
- Extend existing feature extraction models to new types of infrastructure
- Validate the hypothesis of positive impact of connectivity on socio-economic development

Objectives

Indicators & Targets

Team and Key Partners

Map Indicator 4: # of countries implementing ML/Cost/Technology model

Baseline: 8 countries (by end of 2021)

Target 2022: 13 countries

Q2 Target value: 10 countries

Means of verification: report, blog post

Map Indicator 5: # of knowledge materials developed

Baseline: 3 (by end of 2021)

Target 2022: 5

Q2 Target value: 3

Means of verification: reports/ research paper

- Primary: Shilpa
- Team: Dohyung, lyke, Ihar, Oguz, Data Engineer, Kwang, UX Specialist

- Internal: Giga Accelerate, Finance teams
- External: Mapbox, ACTUAL

- Primary: Dohyung
- Team: lyke, Shilpa, ICTD person, Data Engineer

- Internal:
- External: Omdena, Jumia, Jobzi,

GIGA, MAPPING & TECH 2022 WORK PLANNING

BLOCKCHAIN

PRIORITY / RESULT

Accounting Platform

BLCK

- Build initial prototype to proof the concept
- Develop domain expertise on SLAs and accounting
- Playbook with regulatory framework and SLAs for ISPs and internet connectivity for 2-3 countries, as well as data inputs necessary for its accounting
- Work with selected Giga countries to adapt and pilot solution

PRIORITY / RESULT

Connectivity credits & crypto financing tools

BLCK

- Further explore NFTs for fundraising and community engagement
- Prototype innovative financing tools (i.e. staking) for financing school connectivity
- Create a marketplace for connectivity (connectivity credits)
- V0 of a connectivity scoring system

Objectives

Key Results

Team and Key Partners

Map Indicator 6: Functioning prototype developed and showcased to countries

Baseline: 0 (by end of 2021)

Target 2022: 3

Q2 Target value: 0

Means of verification: Working prototype, country feedback

Map indicator 7: # of countries deploying nodes (staking)

Baseline: 0 (by end of 2021)

Target 2022: 2 countries

Q2 Target value: 1

Means of verification:

Map indicator 8: # of Giga connectivity token prototypes in countries

Baseline: 0 (by end of 2021)

Target 2022: 3 prototypes in 3 countries

Q2 Target value: 0

Means of verification: prototype developed

- Primary: Gerben
- Team: Ihar, Kwang, UX Specialist
- Internal: Giga Country team, Accelerate
- External: Ethereum Foundation, vendor

- Primary: Gerben
- Team: Vladimir, Kwang, UX Specialist
- Internal: Giga Country team, Finance team, Natcoms, PFP
- External: Ethereum Foundation, Snowcrash, vendors, Lemann Foundation

GIGA, MAPPING & TECH 2022 WORK PLANNING

COUNTRY SUPPORT

PRIORITY / RESULT



Objectives

- Increase efficiency when doing mapping in a country (less resources, less time)
- Unify different data requests and data related country engagements (school data, ICT infrastructure data)
- Create a space for knowledge sharing and collaboration across countries

Key Results

Map indicator 9: # of additional countries mapping locations and real-time data

Baseline: 41 (by end of 2021)

Target 2022: +5 countries school locations; +6 Countries RT

Q2 Target value: +3 countries; +2 countries

Means of verification: ProCo

Team and Key Partners

- Primary: Country mapping coordinator
- Internal: Aditi, Claire, Gerben, Dohyung, Vladimir
- External: Country governments, local stakeholders

GIGA, MAPPING & TECH 2022 WORK PLANNING

OTHER

PRIORITY / RESULT

Schools as Hubs

OTHR

- Demonstrate the potential of schools as nodes once they get connected
- Pilot payments solution with Jumia
- Models for 'empower' type of data/blockchain product engagements defined

Objectives

Key Results

Map indicator 10: # of Giga box build and showcased in countries

Baseline: 0 (by end of 2021)

Target 2022: 1 Box, 1 country

Q2 Target value: 0

Means of verification: report, blog post

Team and Key partners

- Primary: Naroa
- Team:
- Internal: Accelerate
- External: Jumia, NYU

CAPITAL FORMATION AND PIPELINE DEVELOPMENT

Priority	Objectives	Indicators & Targets	Team, Partners, Risks
<div> Mobilization Project Capital Directly and via Alternative Sources </div>	<ul style="list-style-type: none"> Mobilize \$1B, including significant Giga-source capital via connectivity bond issuance or private placement. Mobilize incremental \$2B in alternative financing sources for connectivity projects 	<p>Finance Indicator 1: \$ amount sourced by Giga Baseline: \$27M (by end of 2021) Target 2022: \$3B Q2 Target value: \$0 Means of verification: Sum commitment amounts</p>	<ul style="list-style-type: none"> <u>Primary</u>: Joakim, Paul <u>Team</u>: to be hired <u>Internal</u>: PPD, PFP, Accelerate <u>External</u>: WEF, IDB, AIIB, WB, IFC, Citi <p>Risks:</p> <ul style="list-style-type: none"> Inability to identify and engage with decision-makers at sovereigns and others key donor partners Unwillingness by PPD to lean into Giga advocacy due to competing interests or other reasons Inability to define projects and demonstrate the capacity to deliver them; general lack of government buy in
<div> Project Pipeline Development and Country Finance Engagement </div>	<ul style="list-style-type: none"> Define project pipeline, creating line of sight to \$3B in executable projects Build and execute financing strategy for 20k+ school connectivity project Identify key internal partners and make targeted outreach; create dashboard to track country-level progress for finance objectives 	<p>Finance Indicator 1: \$ amount projects defined Baseline: \$0M (by end of 2021) Target 2022: \$3B Q2 Target value: \$0 Means of verification: Sum project sizes</p>	<ul style="list-style-type: none"> <u>Primary</u>: Karina, Paul <u>Team</u>: to be hired <u>Internal</u>: Country Offices, Accelerate, Mapping, ITU <u>External</u>: Cost Model Vendor (tbd) <p>Risks:</p> <ul style="list-style-type: none"> Inability to secure the market inputs or tools to produce tenable cost estimates for Giga projects Inability to engage the market for feedback Inability to provide value-add solutions around, procurement, technology choices and project execution Limited engagement by country offices; inability to demonstrate finance value-add

GIGA FINANCE 2022 WORK PLANNING

PARTNERSHIPS AND JVs

Priority	Objectives	Indicators & Targets	Team, Partners, Risks
Establish Giga as an Innovation Finance Leader Internally and Externally	<ul style="list-style-type: none">• Produce case studies, white papers that Giga can point to as examples of successful projects• Collaborate with value-add partners within the UN community (UNCDF, UNICEF USA Impact Fund, etc.)• Develop target map and outreach strategy for key finance partners• Develop innovative sustainable business models including elements like blockchain and crypto financing tools	<p>Finance Indicator 3: White papers or case studies Baseline: 2 (by end of 2021) Target 2022: 5 Q2 Target value: 0 Means of verification: Giga website</p> <p>Finance Indicator 4: UN Finance partnerships Baseline: 0 (by end of 2021) Target 2022: 2 Q2 Target value: 0 Means of verification: Finance team verification</p> <p>Finance Indicator 5: Business model innovations Baseline: 0 (by end of 2021) Target 2022: 1 Q2 Target value: 0 Means of verification: Finance team verification</p>	<ul style="list-style-type: none">• <u>Primary</u>: Paul, Karina• <u>Team</u>: to be hired• <u>Internal</u>: Accelerate, Mapping, Partnerships, Giga Leadership• <u>External</u>: Private Sector Partners (TBD), UN agencies <p>Risks:</p> <ul style="list-style-type: none">• Inability to share examples of delivered projects• Decline in CSR-related funding/focus; confidentiality issues• Extended focus on humanitarian efforts

GIGA COMMS 2022 WORK PLANNING

COMMS

Objectives

PRIORITY / RESULT

Stories about the need for school connectivity and Giga's role in delivering it.

- ≥ 2 per month new stories (videos, blog posts etc.) from Giga countries, preferably featuring teachers and students
- ≥ 1 story per month print or broadcast media (Tier 1 international or Giga country national)

Partners and governments persuaded to support Giga

- ≥ 1 joint activation per month with Giga partners
- Giga features in 2 international events per month

Follower growth and high engagement on social media channels

- x2 followers on all social channels.
- Twitter engagement rate: > 2% (2021: 1.8%)
- LinkedIn engagement rate: > 8% (2021: 7%)

Indicators & Targets

Comms Indicator 1: # Stories published on website

Baseline: approx. 10 (2021 figure)

Target 2022: 24

Q2 Target value: 12

Means of verification: Website

Comms indicator 2: # Stories in print or broadcast media

Baseline: approx. 5 (2021 figure)

Target 2022: 12

Q2 Target value: 6

Comms indicator 3: # joint activations with partners

Baseline: approx. 6 (2021)

Target 2022: 12+

Q2 Target value: 6+

Means of verification: Giga Twitter feed

Comms indicator 4: # events featuring Giga

Baseline: approx. 20 (2021)

Target 2022: 24+

Q2 Target value: 10+

Means of verification: Giga Twitter feed / comms calendar

Comms indicator 5: SM follower growth

Baseline: TW 4152, LI 1972, IG 1036 (by end of 2021)

Target 2022: TW 8304 LI 3944 IG 2072

Q2 Target value: TW 6228 LI 2956 IG 1554

Means of verification: SM analytics

Comms indicator 6: SM engagement rates

Baseline: TW 1.8%, LI 7% (2021 avg)

Target 2022: TW >2%, LI >8%

Q2 Target value: as above

Means of verification: SM analytics

Team, Key Partners, Risks

- TEAM: Comms Lead; SM Manager; ITU Comms (Beatriz)
- KEY PARTNERS: UNICEF Country Offices and ITU Regional Offices; DGCA.
- RISKS: difficulty getting air-time vs. major crises (like Ukraine); persuading COs and ROs to devote resource to developing stories.

- TEAM: Comms Lead; SM Manager; ITU Comms (Beatriz); Partnerships Team
- KEY PARTNERS: 14 partners; PFP; DGCA, UNSG Office.
- RISKS: partnership bureaucracy overwhelms capacity to deliver external content.
- NOTE: mid-way target deliberately less than half due to high number (c.8) of events expecting during UNGA week in September.

- TEAM: Comms Lead; SM Manager; ITU Comms (Beatriz)
- KEY PARTNERS: UNICEF and ITU global channels; Country and Regional Offices; 14 partners.
- RISKS: follower growth leads to lower engagement rates (a common phenomenon as followers are less close to day-to-day of project).

GIGA PARTNERSHIPS 2022 WORK PLANNING

PARTNERSHIPS

Objectives

PRIORITY / RESULT

Build a strong foundation to accommodate growth

- Grow team to 3+ people
- Partnership tiers refresh
- Pooled fund, pooled reporting

Improve coordination to produce better inputs / outputs

- Develop new branded “packages” to attract partners focused on specific themes or outputs
- Develop a system for identifying and managing in-kind contributions sustainably
- Joint UNICEF-ITU partnership model

Capture alternative value and create new partnership opportunities

- Giga affiliate certification programme
- Build “Partner of Giga” community
- Develop well-designed, strategic pitch and proposal templates
- Create intra-UNICEF resource library for Giga partnerships

Indicators & Targets

Partnerships Indicator 1: # of full-time team members supporting Giga Partnerships

Baseline: 1 (2021)

Target 2022: 3

Q2 Target value: 3

Means of verification: Contracts

Partnerships Indicator 2: # of partners brought on with standardized tiered system / reporting

Baseline: 0 (2021)

Target 2022: 3

Q2 Target value: 1

Means of verification: Partnership agreements

Partnerships Indicator 3: # of partners (financial) secured through ITU partnership agreements for Giga (100%)

Baseline: 0 (2021)

Target 2022: 3

Q2 Target value: 0

Means of verification: Partnership agreements

Partnerships Indicator 3: # schools recognized as connected by a Giga affiliate

Baseline: 0 (2021)

Target 2022: 1,000

Q2 Target value: 0

Means of verification: Project Connect (ideal), manual record (back-up)

Partnerships Indicator 4: \$\$ mobilized through partnerships

Baseline: \$27M (2021)

Target 2022: \$40M

Q2 Target value: \$30M

Means of verification: Partnerships Master Tracker

Team, Key Partners, Risks

- Team: Sophia (Lead), Galileo
- Key Partners: PFP, select NatComs
- Risks: Dependencies on Operations and Legal teams to set up the pooled fund and approve all corresponding documentation

- Team: Krister (Lead)
- Key Partners: ITU Partnerships-enabling teams
- Risks: TBD
- Note: Sophia collect necessary info from Krister after the workplanning session with Alex and Chris, planned for Week of April 18

- Team: Sophia, Mauricio, Galileo
- Key Partners: PFP, Project Connect team
- Risks: technical capability to operationalize the tracking of school connectivity; potential pushback from PFP due to perceived cannibalization of potential partners

Q2 UPDATE

PARTNERSHIPS

Objective	Key Result/Priority	Strategies	Indicators / Targets	Q2 Update
Capacity Build a strong foundation to accommodate growth	Grow team to 3+ people	<ul style="list-style-type: none"> Hire / onboard Account Manager Hire / onboard Partnerships Strategist Hire / onboard ITU Partnerships Specialist Set-up internal reporting, project management system, and team meeting structure 	# of full-time team members supporting Giga Partnerships Baseline: 1 Q2 Target: 3 - Complete Q4 Target: 3	<ul style="list-style-type: none"> Three team members onboarded Partnerships team coordination in place: <ul style="list-style-type: none"> Trello for progress tracking Biweekly meetings Slack channel
	Partnership tiers refresh	<ul style="list-style-type: none"> Redevelop tiers and corresponding benefits Pressure test with PFP / NatComs to refine and improve 		<ul style="list-style-type: none"> Tiers developed and summary doc uploaded to Repository site <u>Next Step</u>: update website to differentiate current partners by tier
	Pooled fund, pooled reporting	<ul style="list-style-type: none"> Create pooled report template and process for annual / bi-annual development Set up a pooled fund 	# of partners brought on with standardized tiered system / reporting Baseline: 0 Q2 Target: 1 – Off track (0) Q4 Target: 3	<ul style="list-style-type: none"> Partner reporting schedules all synchronized (pooled and non-pooled) Pooled impact indicators in development <u>Next Step</u>: proceed with pooled report development to leverage across pooled <u>and</u> non-pooled partners <u>Risk</u>: Pooled Fund mechanism on-hold pending host country set-up

Q2 UPDATE

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Quality Improve coordination to produce better inputs / outputs	System for producing and updating pitch/reporting materials	<ul style="list-style-type: none"> Develop new branded “packages” to attract partners focused on specific themes or outputs Create system for updating / improving on an ongoing basis, including a process for sharing with NatComs and PFP regularly 	N/A	<ul style="list-style-type: none"> Core set of pitch products developed and made available on Repository site <u>Next Step</u>: share as resource to NatCom contacts
	System for identifying & managing in-kind contributions	<ul style="list-style-type: none"> Develop a system for identifying and managing in-kind contributions sustainably Identify easy, low-effort “asks” to drive partner engagement 		<ul style="list-style-type: none"> Initial framework for in-kind contribution types developed <u>Next Step</u>: build external-facing products to communicate in-kind needs and collab process
	Joint UNICEF-ITU partnership model (Krister)	<ul style="list-style-type: none"> Develop corresponding ITU pitch and proposal materials Develop pipeline for ITU partnerships on Giga 	# of partners (financial) secured through ITU partnership agreements for Giga (100%) Baseline: 0 Q2 Target: 0 – On track Q4 Target: 3	<ul style="list-style-type: none"> Draft ITU product pitches in progress Identification of ITU partner pipeline in progress <u>Next Steps</u>: finalize product pitches; setup operational mechanism for joint-collaboration on partnerships

Q2 UPDATE

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Growth Capture alternative value and create new partnership opportunities	Giga affiliate certification programme	<ul style="list-style-type: none"> Develop standards for school connectivity Create brand and incentives for companies that meet standards Develop method for validating standards on an ongoing basis Launch a campaign to attract companies to join 	# schools recognized as connected by a Giga affiliate Baseline: 0 Q2 Target: 0 Q4 Target: 1,000 – <i>at risk</i>	<ul style="list-style-type: none"> Initial concept note and standards developed <u>Challenge</u>: after initial scoping discussions, it was determined that a major dependency was not ready. Requires Project Connect API to onboard and validate Next Step: (for discussion)
	Build “Partner of Giga” community	<ul style="list-style-type: none"> Develop Comms Asset Pack offerings to partners Organize team learning sessions with partners 	N/A	<ul style="list-style-type: none"> First Comms Asset Pack in development <u>Dependency</u>: Comms Lead onboarding
	Reach \$40M mobilized	<ul style="list-style-type: none"> Develop well-designed, strategic pitch and proposal templates Create intra-UNICEF resource library for Giga partnerships 	\$\$ mobilized through partnerships Baseline: \$27M Q2 Target: \$30M – <i>depends how counting Spain</i> Q4 Target: \$40M	<ul style="list-style-type: none"> Core set of pitch products developed and made available on Repository site <u>Decision</u>: don’t engage in active resource mobilization efforts at this point, focus on other priorities

Comms tracker – Mar 2022

	PRODUCT	Monthly target	On track?	Jan	Feb	Mar	Mar Notes
1	Giga core documents (narrative, slides, FAQs) updated quarterly						
2	Build a cross UNICEF-ITU comms team: social; press; design; events.						SM recruitment underway; Comms Lead advertised
3	New stories from Giga countries (esp. images/videos): ≥ 2 per month	2		1	2	3	Teachers from Dominica and Rwanda; Sudan mapping; Kazakhstan rep
4	≥ 1 story per month print or broadcast media (Tier 1 international or Giga country national)	1		1	0	0	Struggling to attract interest given international news
5	Giga features in 2 international events per month	2		0	1	1	Citibank Digital Money Symposium
6	≥ 1 joint activation per month with Giga partners	1		1	0	1	IWD video with Sage/Naza
7	2x followers on Twitter	346		492	52	82	
	TW engagement: $> 2\%$ (2021: 1.8%)	2%		5.6%	3.4%	3.1%	
	2 x followers on LinkedIn	164		151	178	187	
	LI engagement: $> 8\%$ (2021: 7%)	8%		5.8%	6.8%	7.3%	
8	Restructure website, incl. new dedicated pages on Map, Finance and Connect						New website launched. Page views up 30%.
9	Raise $> \$1m$ from NFT and other direct fundraising campaigns						NFTs blog post 80k impressions; on UNICEF.org homepage