

2.1.7 & 2.1.8 If yes, please provide one example of a successful multi-donor project that your organisation has been involved in. You should outline why this project was successful. (1 page of A4 max)

1. **General.** InCoStrat, as a entity, has not specifically managed a multi donor project. However, our directors have project managed many multi-million dollar projects across different conflict-affected states. This includes projects related to Syria with the UK and US as the primary donors; one of the directors is currently developing and managing a multi-million dollar programme in Africa. Our individuals are currently managing and delivering a multi donor project in support of UK Foreign Policy objectives specifically providing strategic communication support to the moderate armed opposition. Within the last ten months the percentage of monthly project funding from non-UK donors has reached 40% of the total project value – a key requirement on the initial contract. This additional financial support has been obtained from other governments (US and UAE) and private (Syrian businessmen) funding. The project control and oversight remains with the UK based implementation company but the monthly management, donor interaction and daily financial control is carried out in Turkey and Jordan with individuals in the InCoStrat team. We actively support and encourage multi-donor funding for projects to make them more sustainable, whilst always maintaining the UK's Golden Share to ensure control is not reduced.

2. **Success.** The current project described above is successful as there are individual accounting processes for each donor and monthly reconciliation across all accounts from both the head office in London and from the forward based project staff. Our directors play a key role in this process and so have a clear understanding of the requirement and the necessary procedures to have in place. The success is achieved through the employment of a comprehensive and clear set of financial guidelines to ensure that individual donor regulations and standards are fully met. As our directors come from a variety of UK and US government positions they have an in depth understanding of the need and access to the relevant authorities for advice. The company's financial director has considerable experience in this field to ensure as the company expands its business and projects it has a strong financial support team lead by an individual with over 30-years of experience in this sector.

Danette has thirty years of experience with her primary focus on developing and modelling business solutions for Federal proposals spanning all Government agencies. She has been the Finance and Accounting Director for \$100M+ business units for numerous companies, developed and implemented financial get-well plans on multi government contracts enabling contract performance to align with and meet/exceed company financial targets. She has led Financial reviews as a member of Corporate-wide Delivery Assurance Review team