Zinc Network has a proven track record of implementing large value media development projects of a similar size on-time and on-budget, including in the Baltics. Between 2016-2018, we implemented and delivered the FCO *Baltic Independent Media* project and conducted a wide-ranging evaluation of lessons learned to inform future delivery in the region. Our project will have three phases:

- 1) Inception Phase (3 months)
- 2) Implementation Phase (28 months)
- 3) Close-down Phase (2 months).
- 1) Inception Phase: Within one month of contract award, we will have a finalised project plan, budget and risk register, have assigned workstream leads and established the advisory panel. HR capability is in place to ensure that recruitment, due diligence, contracting and on-boarding for new staff will be completed by the end of this Phase. This will enable us to fill all project delivery roles ahead of implementation. During this phase, we will develop a detailed Monitoring and Evaluation (M&E) framework and key performance indicators (KPIs) for agreement by the FCO by the end of the Inception Phase.

Further Inception Phase activities will include identifying and completing due diligence and needs assessments for local organisations, journalists and influencers; setting up the grant mechanism; and completing and updating formative research including audience analysis and context, gender and media consumption analysis. For example, this will include using the Target Audience Analysis to refine and plan our Implementation Phase activities.

- **2) Implementation Phase:** Our project delivery between 2019 and 2021 is structured around six strands of activity. The first four activities to come online in 2019 will be:
- <u>2.1 Monolingual Hyper-Local Outlet Development:</u> This support package will be finalised by November 2019. Training sprints will commence end 2019, continue quarterly (content) and biannually (business and technology), and be further supported through ongoing mentoring. 6 funding rounds for content production and website grants.
- <u>2.2 Multilingual Champion Brand Development:</u> Individuals will receive a staggered programme of training at regular intervals starting in November 2019; and receive ongoing mentoring and support with platform development and content placement. 6 funding rounds for content production grants.
- <u>2.3 Public Sector Broadcasters (PSBs):</u> By the end of 2019, we will have provided selected PSBs with a Toolkit for Media Sector Editors and conducted a Capability and Risk Report to inform the development of a tailored training package. Leadership workshops, foreign exchanges, co-productions and commissioning rounds will be delivered on a 6-month basis. We will support PSBs to develop an On-Demand service strategy by January 2020.
- <u>2.4 Building Resilience:</u> This support programme will be in place by October 2019 to ensure local implementers are provided with continuous support throughout project implementation. Quarterly events will support the development of collaborative networks. Cyber security training will commence in October.

This will be followed by two further activities in 2020:

- <u>2.5 Baltics Media Accelerator:</u> Identification, due diligence, needs assessment and support package for editorially independent private sector media outlets will be finalised by June 2020. Support will include quarterly training sprints and bi-annual grants, complemented by ongoing mentoring and digital and content production support.
- <u>2.6 Critical Thinking Campaign:</u> Will commence this activity in August 2020 following an 8-month period of campaign development, planning and content creation. We anticipate running quarterly events through to November 2021.
- **3) Close-down Phase:** The project closes on 31 March 2022. We will submit 2-month project close-out plan six months in advance. We expect to give notice to staff 30 days before close, secure data for handover 10 days before close and submit final reports in April 2022.

M&E and **Reporting**: Our project delivery throughout the three years will be underpinned by our robust M&E framework developed during the Inception Phase. Our reporting cycle will include:

- <u>Ad-hoc</u> provision of additional information (e.g. increasing audience figures) and external audit reports as and when requested by the FCO.
- Monthly client progress meetings, financial reports and submission of updated risk register.
- Quarterly performance reports submitted (10 working days) in advance of quarterly meetings with the Baltic Board. This report will include progress against our: theory of change; project plan; risk register; results framework and performance against CDMD KPIs; as well as cross-cutting issues such as gender and conflict sensitivity. We will provide minutes within 2 working days of all meetings.
- Annual Forward Look proposals (at the end of Q3 each year) and a Lessons Learnt report (end of Q4).



	Inception Implementation														CI	Close											
Mobilisation and impelmentation activities	ШС	epu												шріе	mema	alion					2004					_	
		- 1	2019					_	-		2020	1 1									2021				_	2022	_
Task	Jul	Aug	Sep O	ct No	ov De	c Jai	n Feb	Mar	Apr I	May Jur	Jul	Aug	Sep	Oct N	ov Dec	Jan	Feb	Mar	Apr M	lay Jui	Jul	Aug	Sep (Oct Nov	Dec Ja	an Feb	Mar
Contract Award and Go Live																											
Project Close-out Phase																											
Project Management																											
Review and approve project plan with client (inception and implementation)																											
Define project workstreams and assign leads																											Ш
Governance																											
Client progress meetings (monthly)																											
Steering Committee: Baltics Board																											
Advisory Panel meetings																											
Confirm Advisory Panel and agree time commitment and rates of pay																									\bot		Ш
Advisory Panel sign off work plan and strategy																									\bot		Ш
Advisory Panel meetings																											Ш
HR																							,		ببب		
Update project organogram, clarify employee and consultant roles								\perp				lacksquare													$+\!\!-\!\!\!\perp$		ш
Appoint key roles from consortium's internal staff					_					_	1										1			_	$+\!\!\!\!\!+\!$		ш
Interviews for external roles					_																				$\bot \bot \bot$		ш
Offer made to preferred candidate(s)																											
Candidate due diligence and contracting																											Ш
Training and induction																											Ш
Duty of care provisions finalised																											Ш
Candidate start dates																									\bot		Ш
Performance Management (6 monthly)																											Ш
Financial																											
Finalise the budget with team																											Ш
Preparation for weekly spend report																									\bot		Ш
Create income / cashflow model																									\bot		Ш
Set up project in accounting system																											Ш
Invoicing procedures for client and consortium partners reviewed and finalised																									$oldsymbol{oldsymbol{\perp}}$		Ш
Financial reporting to client (monthly)																											
Summary report to be submitted (Q3) (forward looking statement)																											Ш
Legal																											
Client provides contract for review																									\bot		Ш
Agree commercial terms with the Client																											Ш
Negotiate on payment terms (e.g. milestone payments, upfront payment)																											Ш
Agree contract KPIs with client																											
Project contract signed																											Ш
Review and approve consortium partner agreements (activities and budget)																											
Consortium partner contracts signed																											Ш
Risk																											
Agree risk register format with Client																											Ш
Risk Register reviewed (monthly)																									المسلم		
Development of emergency response and contingency plans																											Ш
Monitoring and Evaluation																											
Refine project wide KPIs with consortium partners and agree data collection methods and timescale																									\bot		Ш
Develop overarching M&E framework for the project																									$\bot \bot \bot$		Ш
Agree indicators with client (dependency milestone)											1																$oxed{oxed}$
Quarterly Written Report on Progress Made																											
Quarterly Client Meeting																											
Lessons Learnt Report																											
Research																											
Context, gender and media consumption analysis																									$oldsymbol{\perp}$		Ш



Activities																		
Activity 1 - Monolingual Hyper-Local Outlet Development																		
Identify 3 x organisations in 3 countries																		
Due diligence																		
Organisation scoping - onboarding + needs assessment		7																
Audience Analysis																		
Grant management																		
Ongoing mentoring																		
Content Management System																		
Support package development																		
Website build (up to £20,000 grant - per organisation)																		
Content production grants (up to £10,000)																		
Training Sprint: Content (5 days per sprint)																		
Training Sprint: Business (5 days per sprint)																		
Training Sprint: Tech (5 days per sprint)																		
Activity 2 - Multilingual Champion Brand Development			•			-			•	 -								
Audience Analysis																		
Journalist identification, scoping - onboarding + needs assessment (6 in Estonia, 6 in Latvia, 3 in Lithuania)																		
Due diligence																		
Grant Management																		
Ongoing mentoring																		
Social audit and platform development																		
Creative sprints (personal brand strategy development)																		
Content production grants (up to £1,000)																		
Pitch and story planning																		
Digital marketing and campaign training - 3 days per sprint																		
Connecting and placement of articles																		
Activity 3 - Public Sector Broadcasters (PSBs)																		
Sub-activity 1: Leadership																		
Toolkit for Media Sector Editors																		
Scoping Exercise and due diligence - 1 organisation per country																		
PSB capability and risk report and development of training package																		
Leadership workshop-landscape, business models, regulatory environment- 2 days																		
Foreign exchange program																		
Sub-activity 2: Content																		
Support utilising distribution agencies, fairs and conferences- 4 per annum?																		
Promoting co-production through tri-lateral (influencers, PSBs and partners) meetings																		
Establish Influencer co-production content lab																		
Sub-activity 3: Routes to market				 		 			 			 						
Influencer identification- 3 per country (Documentary makers)																		
Due diligence																		
Needs assessment																		
Pitch development																		
Commissioning round- 2 a year	Ļ_																	
Facilitate relationships between PSBs and influencers																		
Sub-activity 3.1: Routes to market - On-Demand Service									 									
Identify local OD service or scope out new one with partners- 1 per country	_	\perp															\perp	
Due diligence																		
Needs assesement	_	\perp																
Scope content acquisition for OD service (Content factory, PSBs, influencers etc)																		
Business training for OD provider- 2 per annum	_	\perp																
Digital strategy for OD provider																		
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Marketing strategy for OD provider				 											السلا			



Activity 4 - Baltics Media Accelerator																							
Identifiation of independent media outlets (3x per country)						ш																	
Due diligence						ı																1	
Needs assesement																							
Design package of support						ı																1	
Training sprint (2 per year per country)																							
Grants: Internal capacity building, digital spend (up to £3,000)																							
Mentoring						1																	
Digital and content support																							
Activity 5 - Building Resilience																							
Quarterly journalist event- circling the 3 countries each time																							
Pool of experts on call to give support to journalists (specialist advisors, counselling, legal training, gender and diversity, ac	lvocac	y)																				1	
Cyber security event (for all in-country entities) - 1 per country																							
Create a code of conduct						1																1	
Activity 6 - Critical Thinking Campaign																							
Campaign planning																						1	
In country partner identification (what kind of partners)						ī															T		
Due diligence																							
Media strategy and planning						1																1	
Brand development																							
Content creation																							
Events																							
Delivery and marketing costs (including digital)						ш																	

