GLOBAL MENTORING PLATFORM: DEMOCRATIZING ACCESS TO SOCIAL CAPITAL
MicroMentor and Hewlett Packard Enterprise

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Overview

- Entrepreneurship Challenges
- Case for business mentoring
- The MicroMentor method
- Model for scale – Role of cross sector partnerships
- HPE Spotlight
entrepreneurship challenges

- more than 3 billion people around the world live in poverty

- entrepreneurship and new venture creation may offer a significant part of the solution

- only 4 in 10 businesses survive after 4 years

- women are gamechangers

MicroMentor

MERCY CORPS
case for business mentoring

• 70% of businesses that access mentors will survive for over five years*

• 20% more likely to experience growth**

• 84% of young entrepreneurs feel more confident with support they received from mentors. *

Source: *BMG Research in the United Kingdom; **BCSG, “Why every small business owner should spare time for a mentor,” 2012
Mercy Corps’ MicroMentor platform connects entrepreneurs and experienced business professionals & corporate employee volunteers in meaningful one-to-one mentoring relationships.
MicroMentor and the UN Sustainability Goals

1. No Poverty
2. No Hunger
3. Good Health
4. Quality Education
5. Gender Equality
6. Clean Water and Sanitation
7. Clean Energy
8. Good Jobs and Economic Growth
9. Innovation and Infrastructure
10. Reduced Inequalities
11. Sustainable Cities and Communities
12. Responsible Consumption
13. Protect the Planet
14. Life Below Water
15. Life on Land
16. Peace and Justice
17. Partnerships for the Goals
every week on MicroMentor, 300 people create profiles, 1/2 outside the USA, and 200 new mentoring connections are made.

it currently connects over 10,000 entrepreneurs with mentors every year, making it one of the largest mentoring networks in the world
method
entrepreneurs and mentors create profiles...

How I Can Help
Human Resources » Employee Training

I enjoy helping people bring balance to their lives, figuring out the best way to manage their time, and determining the best places...

Start a Conversation ➤ Refer Niki to a Colleague

I enjoy helping people bring balance to their lives, figuring out the best way to manage their time, and determining the best places for learning and growth. My process typically includes setting goals and then taking small steps to create sustainable change.

I have used activities and strengths assessments when advising others to create new insights and get to know each other better. I always ask open, empowering questions, and hold the entrepreneur's agenda as we work together. I operate as an unbiased listener, and I'm also happy to share the lessons I've learned.

If we work together, I'll challenge you, hold you accountable to your goals, and celebrate your successes with you!

My Professional Experience
I help executives and leaders see opportunities and achieve their definition of success. My background is in..

Expenses
- Human Resources » Employee Training
- Getting started » Getting Started
- Management » Growth and Development
- Management » Leadership
- Management » Planning and Goal Setting
- Management » Project Management
- Management » Work-Life Balance

Experience
Ownership Experience: 4 yrs
Management Experience: 5 yrs
Languages Spoken: English
Country Experience: United States

Executive and Leadership Coach at BrightSpark Coaching
https://www.linkedin.com/in/nikikohari

MicroMentor
Mercy Corps
They search for people to connect with on the platform
method

once they find a person (or two) who seem like the right fit, they start a conversation
method

new and on-going conversations appear in user’s dashboard and in email notifications
method

admins have access to data so they can always see the impact of their program.
impact

in one year 3,500 mentors join and give about 17,000 hours

Mentors give about 12 hours of their time to each entrepreneur

They mostly discuss strategy, marketing, finance, and operations.

90% of entrepreneurs find their mentor helpful, and 60% make changes to their business

3/4 of mentors find their relationship very valuable.
impact
entrepreneurs perform better with mentors

According to a 2015 MicroMentor outcomes report:
Entrepreneurs who received mentoring increased their revenue by an average of
86%.

Each mentored business added an average of:
3 NEW JOBS
TO THE ECONOMY

90% of mentored businesses survived (vs. 69% national average).

in 1 year, mentored businesses added a total of 2,116 jobs and $14m in increased revenue to the U.S. economy.
model for scale

Entrepreneurs + Mentors

- New York State
- US State Dept
- Enactus
- IdEA
- MCNW
- HPE
- S&P Global
- Chevron

MicroMentor
Mercy Corps
model for scale

why employee engagement?

1. Deepen employee expertise
2. Develop leadership
3. Acquire knowledge
4. Strengthen employee retention
5. Engage the millennial and Gen X workforce
6. Recruit better talent

80%+
More than 80% of working adults believe volunteering enhances decision-making, problem solving, and networking.

Source: Deloitte volunteer IMPACT Survey

3X
Employees are 3X more likely to gain material job skills from pro bono service vs. traditional volunteering.

Source: True Impact

74%
of skilled volunteers are interested specifically in mentoring opportunities

Source: LinkedIn for Good
Engaged in 490+ mentoring connections

1000+ users engaged in less than 1 year, across 43 countries
Why MicroMentor for Hewlett Packard Enterprise Advising
Service is part of our DNA: Community Engagement Initiatives Overview

- Volunteer Service Award
- Matter to a Million
- Global Volunteer Survey
- Global Service Initiative
- Skills-based / Pro Bono Volunteering
- Strategic Programs
Service is part of our DNA: Community Engagement Initiatives Overview

- **Strategic Programs**
  - Leading Through Service Pilot

- **Skills-based / Pro Bono Volunteering**
  - HPE Advising
    - Global professional skills mentoring program
  - Project Management Pro Bono Volunteering

- **Global Service Initiative**
  - Global Service Initiative

- **Volunteer Service Award**
  - Volunteer Service Award Contest
  - Global Volunteer Survey
  - Matter to a Million
Program Goals & Why MicroMentor

Scale globally

Reduce barrier to entry for skills-based volunteering

Automate

Align with Living Progress strategy
About Hewlett Packard Enterprise Advising
About HPE Advising

- Share professional expertise with nonprofits and entrepreneurs...
- …while furthering professional development
- …and helping to build capacity and address a business challenge
Who’s involved?

Hewlett Packard Enterprise

MicroMentor

HPE Advisors

Nonprofits & Entrepreneurs
How it works

1. Reach out to an entrepreneur on the platform
2. Have your first conversation
3. Create a roadmap
4. Start advising

- Use the HPE Advising Community on MicroMentor
- Help diagnose the business challenge you’ll advise on
- Complete & share the Scoping Roadmap
- Hold regular advising meetings
Results
Metrics At A Glance

HPE Advisors

651

Nonprofits & Entrepreneurs

651

Advising Connections

494
Expertise Requested

- Management: 34%
- Marketing: 19%
- Getting Started: 12%
- Technology & Internet: 11%
- Accounting & Finance: 11%
- Sales: 5%
- Human Resources: 4%
- International: 2%
- Other: 2%
Example: Rock Paper Scissors Children’s Fund

“The great thing about mentoring is helping a great cause in a small way. In return you connect with people around the country and around the world.”

-Karen Strichartz, HPE Project Manager

“We were thinking of our challenge too generally. After talking with Karen, we realized how much more strategically we could approach this.”

-Sarah Nerone, Rock Paper Scissors Children’s Fund
we believe

- remarkable things happen when people pursue their passions.
- access to knowledge unlocks positive change
- guidance from others accelerates entrepreneurial success.
- supporting small business transforms individuals, families and communities.
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