

## Savings at the Frontier (SatF)

A MasterCard Foundation partnership with Oxford Policy Management

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### SatF Frequently Asked Questions (FAQs)

We hope you can find the answers to your questions about Savings at the Frontier (SatF) by clicking on the links below. If you are unable to find the information you are looking for please contact [satf@opml.co.uk](mailto:satf@opml.co.uk).

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### What is Savings at the Frontier?

Savings at the Frontier (SatF) is a five-and-a half-year programme working to improve the financial inclusion of low-income individuals and communities in Sub-Saharan Africa.

The programme aims to bridge the gap between the supply of formal financial services and the demand for them by users of Informal Savings Mechanisms (ISMs), so that they have greater choice and access to products and services that best meet their needs.

SatF is a US\$17.6 million programme being implemented in Ghana, Tanzania and Zambia, led by Oxford Policy Management (OPM) in partnership with The MasterCard Foundation (MCF).

### What problem is SatF addressing?

Thirteen per cent of the adult population in Sub-Saharan Africa, or close to 70 million people, were engaged in informal savings clubs in 2014. In our three target countries, Ghana, Tanzania and Zambia, nine million people saved US\$191 million through informal mechanisms such as *tontines*, *esusu*, *stokevels* and others.

Enabling low-income individuals to access a broader set of products and services can empower them with the knowledge and ability to choose how to best to manage

their financial lives, through both formal and informal options. It allows them to manage risk, save and invest for short- or long-term goals and provides other opportunities to improve their quality of life.

### **What does SatF do?**

The 2015 Global Findex notes that making the connection between informal savings groups (SGs) and the formal banking system is one of the three most promising opportunities for financial inclusion and could bring an additional 70 million people in Sub-Saharan Africa into the formal financial system.

SatF seeks to fulfill this ambition by supporting financial service providers (FSPs) to build sustainable partnerships with ISMs, their members and other organisations to improve access to a wider range of financial services.

### **What does SatF hope to achieve?**

Our mission is to test and demonstrate whether FSPs can use innovative and profitable business models to scale up financial services for rural and semi-urban households in Sub-Saharan Africa in collaboration with ISMs.

We believe that sustainable partnerships can be formed between FSPs and ISMs that improve the welfare of poor people.

We aim to scale up financial services for at least 250,000 rural and semi-urban ISM users in Sub-Saharan Africa via innovative FSP-led business models.

The programme will identify high potential business models, including the innovative use of technology, and pursue opportunities by supporting FSPs that can become market pioneers and establish an effective link between the provision of informal and formal services.

By building an evidence-base on what does and does not work, SatF will contribute to the wider knowledge base on financial inclusion, helping to distil and disseminate insights for effective, scalable approaches that open the door to meaningful financial services for excluded populations around the world.

### **Where does SatF work?**

The programme is being implemented in Ghana, Tanzania and Zambia, scaling access to financial services for at least 250,000 ISM users from rural and semi-urban households.

### **Who manages the SatF programme?**

SatF is a US\$17.6 million programme led by Oxford Policy Management (OPM) in partnership with The MasterCard Foundation (MCF).

It is managed by a consortium led by OPM in collaboration with Bankable Frontier Associates (BFA), MicroSave, PSD Consulting, Development Pioneer Consultants (DPC) and Kadale Consultants.

### **Does the programme provide funding? If so, how can I apply?**

The programme will deliver support, in the form of funds, knowledge and technical monitoring, to around eight carefully selected and high-potential FSPs across Ghana, Tanzania and Zambia, so they can test and implement new business models that deliver financial services to individuals who currently only have access to informal savings mechanisms. It will scale access to financial services for at least 250,000 rural and semi-urban households to serve the needs of the financially excluded populations.

Due to the high volume of interest in the programme, we are unable to reply to unsolicited enquiries. Instead, interested organisations should monitor the [SatF page](#) on the OPM website.

### **How will SatF know if it has met its objectives?**

A robust monitoring, research, learning and evaluation (MREL) framework will capture insights and share knowledge on what does and does not work in different contexts. By constantly feeding this knowledge back into programme design, SatF will ensure we are making the best effort to 'learn by doing' and course-correct as needed to achieve the greatest possible impact.

### **Where can I find more information?**

To find out more, visit the [SatF page](#) on the OPM website.