

“Achieving Systemic Impact”

BREAKING DOWN THE WALLS BETWEEN MICROFINANCE AND THE FORMAL FINANCIAL SECTOR: STRATEGIC ALLIANCES BETWEEN MFIS AND BANKS

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STRATEGIC ALLIANCES IN BOLIVIA BETWEEN A FORMAL MICROFINANCE INSTITUTION (FIE SA) AND TWO MICROCREDIT NGOS (PRO MUJER and CRECER)

● Formal Sector - FIE S.A.

MFIs – Pro Mujer and Crecer

● -FIE SA is a regulated MFI offering clients a variety of financial services: microloans, savings accounts, payment of services such as taxes and utilities' bills, money transfers.

● -PRO MUJER and CRECER are both NGOs working in “Village Banking” microcredit delivery mode, to very low-income women in urban (Pro Mujer) and rural (Crecer) areas.

Both NGOs are not allowed to mobilize savings from the public.



THE ALLIANCE BRINGS THE FORMAL SECTOR'S VARIETY OF FINANCIAL SERVICES TO THE NGOs' CENTERS, THROUGH FIE S.A.'s TELLER WINDOWS, LOCATED INSIDE THE NGOS' PREMISES

Immediate Results:

For the NGOs -- its clients can now 1) carry out a variety of financial transactions “in-house”, resulting in 2) access to new financial services, 3) confidentiality and security for their funds, and 4) important savings in transportation costs.

For the formal institution –1) an “assured” clientele and access to known and before-hand planned pool of funds in savings, 2) additional income from use of teller windows for other services i.e. fees paid for money transfers, fees collected from tax authorities and utilities' companies (electricity, phone), 3) continued adherence to social mission.





OTHER TYPES OF ALLIANCES

• **BANCO BILBAO VISCAYA (BBVA) FOUNDATION AND 2 “WOMEN’S WORLD BANKING” AFFILIATES IN COLOMBIA:** -

- **WWB BOGOTA**

- **WWB MEDELLIN**

THE THREE NON-PROFITS HAVE JOINED FORCES TO FORM ONE MUCH BIGGER MICROCREDIT ORGANIZATION, WITH FINANCIAL AND TECHNOLOGICAL BACKING FROM A MAJOR INTERNATIONAL BANK (BBVA)

• **FARMACIAS DEL AHORRO** in Mexico (SAVINGS PHARMACIES), form **TE CREEMOS**, a microcredit for profit company not allowed to mobilize savings.

TE CREEMOS places stalls inside the pharmacies and offers financial services to a variety of new clients, services such as collecting loan payments from **TE CREEMOS’** clients, provide information for loans, collect information on clients for loan officers, etc.



Módulo de Atención
al Cliente



Te Creemos
Grupo Ahorro

