

# SPM @ MCPI: Approaches and Experiences



**Microfinance Council  
of the Philippines, Inc.**

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## The *Microfinance Council of the Philippines (MCPI)*

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- A *national network* of microfinance institutions and allied organizations
- Main advocacy: *sustainable, innovative and client-responsive solutions to poverty reduction in the Philippines*

### *Membership:*

35 regular members (NGOs, coops, banks)

9 associate members (service providers, support organizations, local networks)



## MCPI's entry points to SPM

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**SPM** - clearly one of MCPI's strategies for client-focused and client-responsive microfinance

Participation in **MicroSave's Market Research for Microfinance TOT** and the **Imp-Act Programme** - opportunities to build own capacity and be part of the "movement"

**Microfinance in the Philippines** - competitive, increasing number of MFIs, concentration in urban/peri-urban areas



# Strategy

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- Promotion & communication
- Building MFI capacities - support entry points
- Building local capacities to provide support to MFIs (pool of trainers & mentors)
- Learning exchange: SPM Peer Learning Community

Create...collaboration, cooperation, alliances

Engage...different stakeholders

Participate



## Results to date

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- Increased buy-in and take-up among MFIs and support organizations
- Collection of experiences, bigger body of knowledge & information
- Availability of resources & support
- Enhanced learning exchange through e-network, SPM Peer Learning Community
- Alliances and cooperation formed with strategic partners (MFC, Grameen Foundation, Oikocredit and other local networks in the Philippines)



# SPM PLC

- A community of practitioners and intermediaries who are committed to strengthening their SPM capacities and who support each other's efforts at ensuring that our microfinance activities help our members become better off.
- An infrastructure for
  - Peer exchange
  - Collective learning
  - Mentoring
  - Journalistic documentation

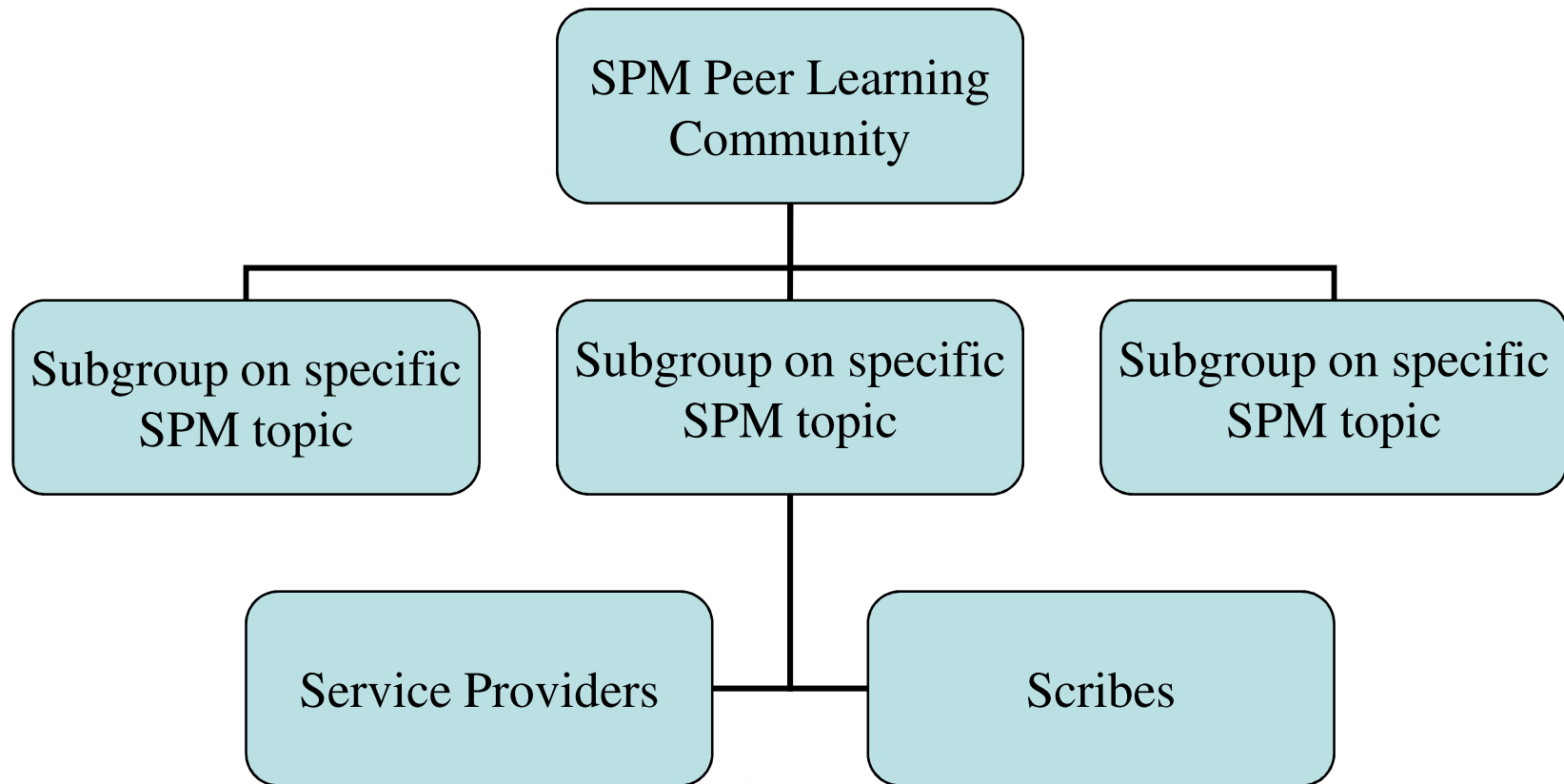


# Proposed Activities

- On-going dialogue on various SPM topics
  - Face-to-face meetings
  - Conference calls
  - Email listservs
  - Newsletters and directories
  - SPM website and intranet
- Mentoring on strategy development and project management
- Training on the use of various SPM tools
- Journalistic documentation



# Proposed Structure



## Key challenges for MCPI

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- Getting the *commitment* of top management of MFIs
- Keeping the *momentum* within MFIs
- Getting *for-profit MFIs* on board
- *Documentation* (particularly the business case for SPM)
- SPM is very *broad* - MFIs are at various levels of development of their SPM systems
- Support available - still very *limited* in terms of number and range of expertise
- *Communication*



## Lessons learned

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- Look for organizations who share the same agenda, and create alliances, forge cooperation to push the SPM agenda
- Sustain the initiative
- When providing support, run a diagnostic on MFIs - know how to provide support, where to find the support
  - *Know your MFIs very well - so that appropriate support can be provided*
  - *Make that support available*



## Lessons learned

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- Communication & promotion: engage various industry stakeholders in conversations on SPM - communicating SPM will evolve & improve overtime
  - *Present practical experiences, business case*



## Moving forward

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- Continuing efforts on promotion and capacity building
- Spearheading the SPM Peer Learning Community
- Engaging other service providers, experts, consultants - expanding, 'capacitating' the pool of experts; mainstreaming SPM into training & TA work
- Building capacities of local networks
- Client protection
- Social performance reporting

