

BEAM Validation Workshop

Business Finland, 2018-12-12

Summary of workshop discussions

This validation workshop carried out to present, discuss and validate the outcomes of Work Package 3.3 of the developmental evaluation of BEAM programme, more precisely an update of the BEAM Impact Model and the Portfolio Analysis of BEAM projects.

Views on assessing the overall impact of BEAM

A background document describing the history and focus of impact measurement in BEAM had been submitted to the workshop participants in advance.¹ The document explains how the discussion and perspectives on observing and measuring progress and impact of BEAM have evolved during the course of the programme. It also explains the issues at hand, which should be addressed with the update of BEAM impact framework. As a conclusion, the background document proposes a framework of dimensions, against which the overall impact of BEAM could be observed and assessed.

The proposed updated impact framework provides a set of dimensions with further explanations for the assessment of BEAM specific additionality and impact. Proposed impact dimensions include the following seven:

- *Rationale and strategic focus of the programme*
- *Impact on activation*
- *Economic impact and growth*
- *Impact on knowledge creation, competence and renewal*
- *Impact on collaboration and networking*
- *Development impact*
- *Impact on innovation environments*

In the workshop discussion, the proposed framework was considered as a comprehensive and useful model for observing the overall status and impact of BEAM. It was emphasised that the original programme aims should be reflected in this framework, too. Furthermore, concretisation of programme aims and their anticipated impacts, should help us assess where the programme has brought about additionality and what kind of impact it is likely to generate, and thus help in designing future programme activities.

In many ways it can be recognised that BEAM has had very high and broad ambitions, and also the expectations towards BEAM have been very high. In this regard, a realistic time span for generating impact should be taken into account. Many of the BEAM projects are still in their very early stages.

¹ BEAM-ohjelman ja hankkeiden seuranta- ja vaikuttavuusmittarit, 2018-12-05

Anticipation of development impacts

During the spring 2018, MFA had commissioned a study to develop a systematic ex-ante tool for assessing anticipated development impacts of BEAM project applications. The general functions of the tool were presented in the workshop. The tool defines a number of assessment criteria for project applications, including a MFA-specific criteria designed for BEAM, as well as generic international criteria for development impact. So far around 10 BEAM applications have been assessed using this tool. When enough data on assessment has been gathered, it may be possible to set more specific threshold values for criteria.

The tool emphasises market impacts and pays attention to the fact that companies do not primarily aim for development cooperation, but for business. The questions for companies therefore focus on business activities, and the impact assessment is based on this information. The general idea is based on the premise that well-functioning business in a right context has a high potential on generating development impact.

The tool was recognised to provide a much-needed standardisation for project assessments, and allows for setting up of a monitoring system to collect cumulative data on anticipated development impact of projects. Alone it, however, does not function as an impact assessment tool. It was discussed that the tool could make further distinction between different themes/substance areas, as well as include indicators for SDGs. Utilising internationally used indicators such as HIPSO (Harmonised Indicators for Private Sector Operations) to monitor development impact, would ensure international comparability. It was brought up that for BEAM the monitoring tool could work as a service that encourages companies to reconsider how they could get most development impact out of their business activities.

Evolution of BEAM portfolio

A fresh update of the BEAM project portfolio was presented at the workshop.² An overall analysis of the project portfolio, as well as a comparison between the first portfolio analysis in 2016 (A) and the current one (B) was done. The analysis covered status of project applications, status of selected projects, anticipated outcomes of selected projects, which were reflected against interviews of project managers.

Key findings from the BEAM portfolio analysis highlight:

- *Large number of very small projects, and a few quite large ones.*
- *Since the last analysis, the emphasis has shifted to companies, only a couple of other projects.*
- *There are now more young companies*
- *Heterogenous set of participants, where the largest organisations also have the largest projects*
- *Wide geographical range, in which India and former and current MFA programme countries Vietnam, Tanzania, Namibia stand out*
- *Anticipated results look quite good – but are tentative*

A full report of the portfolio comparisons and its findings is available.

² Analysis of BEAM projects. Report on portfolio analysis, December 2018.

Agenda 2030 in BEAM

Teppo Tuomikoski presented the analytical work that has been carried out by Business Finland on their project database, with the purpose of their SDG-categorisation.³ This has been done by using keyword-search analyses on project descriptions. All Business Finland projects contribute to SDG 8 (decent work and economic growth) and 9 (industry, innovation and infrastructure). In addition to these, BEAM projects contribute especially to goals 1 (no poverty), 2 (zero hunger), 3 (good health and well-being), 6 (clean water and sanitation), 7 (affordable and clean energy), 11 (sustainable cities and communities), and 12 (responsible consumption and production). An on-going process to examine BEAM projects' SDG contribution will bring new information on BEAM projects actual SDG contribution potential.

Outlook for the developing markets business area

BEAM programme is reaching its end-stages and much of the programme development focus is now on building synergies with other programmes, instruments and organisations, particularly within the developing markets business area. One aim is to strengthen the SDG perspective in BEAM projects and to create new service / operating models for market entry and scaling up. To better recognise the added value of BEAM, the programme will also assist in identifying funding / service paths for different types of organisations and projects, and further improve the services where needed.

Workshop programme on 2018-12-12

- 13:00 *Introduction the developmental evaluation of BEAM, Mari Rökköläinen*
- 13:10 *Objectives of the workshop, Kimmo Halme*
- 13:15 *What constitutes the impact of BEAM, Kimmo Halme*
- 13:40 *Ex ante evaluation of development impact, Oskar Kass / Tapio Wallenius*
- 14:00 *Agenda 2030 and BEAM, Teppo Tuomikoski*
- 14:20 *Coffee break*
- 14:40 *BEAM project portfolio, H. Lamminkoski, K. Lähde, K. Halme*
- 15:40 *Next steps for the Developing Markets, Christopher Palmberg*

Workshop participants

Mari Rökköläinen, MFA
Teppo Tuomikoski, BF
Tapio Wallenius, Condes
Christopher Palmberg, BF
Saija Seppo, Academy of Finland / BF
Annika Launiala, MFA
Oskar Kass, MFA
Sinikka Antila, MFA
Minna Hares, MFA
Pekka Pesonen, BF
Kimmo Halme, BEAM Evaluation Team
Kristiina Lähde, BEAM Evaluation Team
Petri Uusikylä, BEAM Evaluation Team
Helka Lamminkoski, BEAM Evaluation Team

³ UN Sustainable Development Goals according to Agenda 2030.