

Scaling-Up Checklist

Category		A	<<<< More conducive to be scaled	B	Less conducive to be scaled >>>>	C
How relevant is the issue?	1		Addresses a persistent challenge with high impact in people's lives		Addresses a challenge that affects few people and has low impact	
	2		Addresses a challenge that is perceived as a high-priority issue by people affected		Addresses a challenge that is not perceived as a significant problem by people affected	
	3		Addresses a challenge high on the policy agenda		Addresses a challenge with low priority on the policy agenda	
What data supports the concept?	4		Qualitative and quantitative evidence on results and impact exist		Little to no evidence available	
	5		Credible independent evaluations exist		No independent evaluations available	
How observable are the results?	6		Impact clearly attributable to prototypes / pilots of the concept: tangible changes		Impact not clearly attributable to prototypes / pilots	
	7		Communication materials with solid evidence and emotional appeal exist for various target audiences		Unconvincing or no communication materials prepared for relevant stakeholders	
	8		Eminent persons who can influence public discourse and / or decision-makers support the concept		No prominent support and backing of decision-makers	
How well is the comparative advantage established?	9		Current solutions for this issue are considered inadequate by relevant stakeholders		Current solutions are considered sufficient by relevant stakeholders	
	10		Comparative advantage to current solution is clearly established		No evidence for superiority over current solution	
	11		Comparative advantage to other innovative concepts is clearly established		No evidence for superiority over other innovative concepts	
	12		Evidence on cost-effectiveness over current solutions and other concepts established		No evidence on cost-effectiveness vis-à-vis other concepts	
Who will support scaling-up?	13		Government representatives have expressed the will to invest in a solution		No indication of political will of the government to invest in a solution	
	14		The concept can create shared value: there is a potential to partner with the private sector to bring the concept to scale		No entry point to leverage private sector support	
	15		Organizations with relevant budgets have expressed interest in investing in a solution		No relevant organizations available to create scaling-partnerships	
	16		Entry-points and opportunities for social impact investment exist		No entry points and opportunities for social impact investment in concept	
How testable is the concept?	17		The concept can be tested by partners without full adoption		No option to test the concept without adopting it on a large scale	
	18		The concept can be tested in parallel with an alternative solution to re-establish comparative advantage in another context		Concept does not lend itself to parallel test with alternative solution / modified version of the concept	
What is the financial sustainability model?	19		The concept requires a small commitment of funds to adapt it		The concept requires a significant amount of funds for the initial adoption costs	
	20		The investment to sustain the concept and its results is low over an indefinite period of time		The investment to sustain is high over an indefinite period of time	
	21		The concept financially sustains itself, for example through user-fees		There is no inherent cost-recovery element	



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How complex is the adaptation of the concept?	22		Concept can be implemented with existing human resources and infrastructure		New skills and infrastructure investments necessary to implement the concept	
	23		Small change vis-à-vis current practices and behaviors of targeted users		Significant change of behaviors and practices from targeted users required	
	24		Small changes of the practices and culture of the adopting organization required		Significant changes of practices and culture of the adopting organization required	
	25		Effectiveness of concept is demonstrated in multiple and diverse organizational settings		Effectiveness of concept is only established in one organizational setting	
	26		Concept does not entail complex processes		Concept is process intensive	
	27		Few decision-makers can influence institutional adoption of concept		Institutional adoption of concept will be decided upon by many decision-makers	
	28		Low technical sophistication of components and activities of the concept		High level of technical sophistication of components and activities of the concept	
Total number of scores						

*Inspired by the Scalability Assessment Tool (SAT) / MSI Framework