RESPONSES FOR GIVEWELL COVID DILIGENCE - UPDATED 5 JUNE 2020

Government Embedded Learning Partnership impact track record

We have established multi-year Embedded Learning Partnerships (ELPs) with governments in Ghana, India, Malawi, Morocco and Zambia, and have had similar efforts with governments in Ethiopia, Kenya, Philippines and Zimbabwe. ELPs are foundational for IDinsight to drive evidence-based impact at large scale, and are characterized by 1) deep advisory relationships, 2) responsive, demand-driven scopes, and 3) a wide methodological toolkit deployed using our "right tool at right time" philosophy.

ELPs have several pathways to impact:

1. Direct social impact by influencing visible policy decisions and actions. 2. Direct social impact by influencing other policy decisions and actions that are not detected or

recorded. 3. Indirect social impact by influencing a government's "data/evidence culture" and building

capacity to use data and evidence.

ELP impact also grows over time as advisory relationships deepen and scope of influence widens.

Below, we present a selection of impact examples accomplished through government ELPs and related government partnerships. Per the above impact channels, we emphasize that the below examples represent only a fraction of the overall impact achieved by ELPs. We break the descriptions in pre-COVID and COVID phases to provide historical color, and emphasize our India track record since all three COVID projects currently prioritized by GiveWell have an India focus.

PRE-COVID

India: Our India government efforts are headlined by several substantial efforts.

● We have a 20+ person team embedded in NITI Aayog, the policy advisory unit of the Government of India, that supports national policy efforts in agriculture, financial inclusion, health / nutrition, and sanitation. Using Data on Demand capabilities (described below), the ELP also provides the data foundation for India's Aspirational Districts Programme which aims to improve socio-

economic outcomes in 117 poor districts (250 million people) through a outcomes-based competitive management approach (i.e. use of data, competition and collaboration to improve outcomes).

● IDinsight serves as the Program Management Unit to establish India's National Data and Analytics Platform that will democratize access to and use of India's public government data. This includes mapping the government data landscape and gaps, documenting user interests and needs, prototyping user interfaces, and facilitating interaction between disparate data sources.

● IDinsight's Data on Demand (DoD) platform makes accurate, representative data on almost any topic multiples faster and cheaper. DoD provides representative data for 140 million people in India via a 37,000 household panel and >1,000 local surveyors. DoD makes possible the Aspirational Districts Programme and has served many other needs including urgent information demands for India's COVID-19 response (described more below).

● IDinsight has executed several other ELPs with India government units, including governments of Andhra Pradesh, Himachal Pradesh and Bihar.

Below we list several direct impact examples resulting from our India ELPs.

● We used behavioural insights to improve the design of the Indian government's Soil Health Card for farmers. The team then conducted a randomised controlled trial (RCT) in Uttar Pradesh to evaluate the impact of the redesigned card and found that the new card improved comprehension of fertiliser recommendations from 0.5 percent to nearly 33 percent of farmers (a 65x increase). The new card was adopted by the Government of India in July 2019 affecting 150 million farmers.

● IDinsight closely supported India's National Nutrition Mission by providing actionable evidence around social and behaviour change communication (SBCC) in a space where little prior data existed. Using the DoD platform across thousands of households across 27
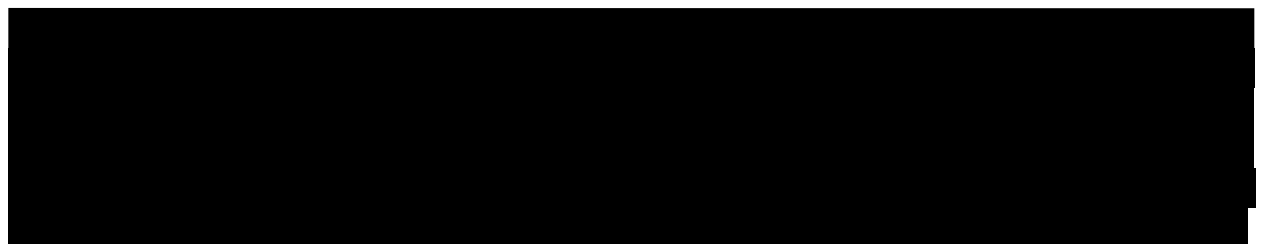
districts, the team assessed which SBCC messages, platforms, and communication frequencies should be prioritised to successfully achieve behaviour change. The survey results and our strong advocacy efforts resulted in the government prioritizing platforms with demonstrated reach and effectiveness (home visits and community based events) while de-investing less effective channels which saved $1-1.2 million.

● Our embedded team in Bihar's Power Holding Company conducted an impact evaluation that showed that contracting out electricity meter reading and revenue collection to local enterprises led to a 35% increase in the proportion of paying consumers in rural areas, from 33% to 44%. The Power Holding Company – despite feedback from field-staff to shut down these local enterprises – decided to continue the intervention with disincentives for not meeting meter-reading targets. This significantly increased Company revenue to enable improved electricity supply and grid expansion.

● Pre-post evidence shows rapid improvement of impact outcomes from India's Aspirational District Programme (ADP), the innovative competitive governance framework that IDinsight's DoD makes possible. ADP districts show increases in registering pregnant women into the health system

(from 73% to 86%), institutional delivery of babies (66% to 74%), and anti-diarrheal treatment via ORS (51% to 67%) and zinc (34% to 53%) over 5-8 months, improvements that are considerably larger than usual for these indicators. This translated into 35,000 additional institutional deliveries, about 300,000 extra children treated with ORS, and about 400,000 extra children treated with zinc for a one year period.

Malawi: The Social Cash Transfer Programme (SCTP) provides regular cash transfers to over 290,000 of Malawi's most vulnerable households and coordinates a range of complementary interventions to boost the impact of the transfers. IDinsight worked with the Government of Malawi to use the SCTP MIS to determine which SCTP recipients should be targeted for which complementary interventions. The targeting decisions of complementary interventions, including Malawi's largest "graduation" program, were guided by this analysis, enabling the targeting of those mostly likely to benefit from each intervention. This work has increased alignment in participant selection processes across the social protection sector. It also promoted the SCTP MIS, one of the richest and largest household level datasets in Malawi, and boosted sector knowledge of how the MIS (and data in general) can support social protection decision making.
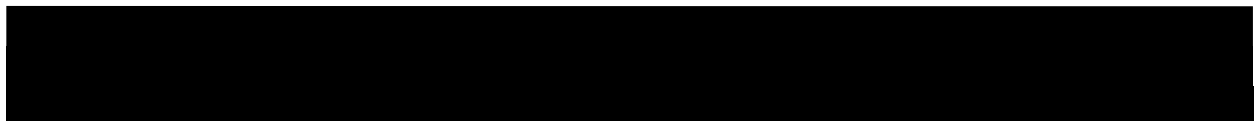
Kenya (Makueni County): Our team partnered with Makueni County's Ministry of Health in Kenya to conduct a survey to understand barriers to uptake of Makueni Care - the County's insurance scheme. We found that reliability of medications was the aspect of the health system that received the lowest score. As a result of our findings, the County MOH has taken actions to reinforce supply chain deficiencies and bolster confidence in Makueni Care. They also requested that IDinsight establish a full ELP to provide additional support (We are currently seeking funding for this effort).

Ghana: Our team embedded in the Ministry of Monitoring and Evaluation, Office of the President has supported several Presidential Programs including the flagship Free Senior High School program. Survey and administrative data analysis revealed low learning levels for many senior high school students. The Ministry of Education subsequently launched a range of senior high school remedial education efforts, and requested our support to design and pilot remedial education tools and approaches. This support was ongoing until it was interrupted by COVID in April 2020.

COVID

India: Rapid data collection using our Data on Demand Platform representative of 100 million of India's poorest residents informed national economic relief targeting and delivery: Four rounds

of phone surveys across 8 states with unprecedented four day turnaround of the first round. Results informed policy decisions at the Prime Minister's Office regarding economic relief and national behavior change communication strategies. In addition to the Prime Minister's Office, the audience for results is the CEO of NITI Aayog, the Ministry of Health, state governments in Uttar Pradesh and Bihar, and district heads across 27 Indian districts (~80 million residents). The team can follow-up with more details on phone if needed - many results / actions are still confidential to the public.

Malawi: The Deputy Director in the Ministry of Planning, Population, Social Welfare - Laurent Kansinjiro - asked for help in designing a cash transfer expansion targeted at COVID response. Through our work supporting Malawi's cash transfer program for the past 2 years, we were well-positioned to advise on this type of project. We created a plan that was submitted to the Cabinet. Two days later, and in line with our recommendations, the President of Malawi announced a cash transfer expansion in urban areas. We also prepared materials (1 page briefs + powerpoint presentations) for Laurent to meet with the World Bank where the funding for cash transfer expansion would originate from.

South Africa: We sent this policy brief on the development sector's response to COVID to the Executive Director for Development Management and Research at National Development Agency (NDA), Bongani Magongo. It was then submitted via the NDA CEO to South Africa's Cabinet. We cannot yet trace this work directly to specific decisions, but the feedback that we have received on it has been highly positive and we are continuing discussions with NDA and the Department of Social Development about further support.

- QUOTE from Bongani: *"This has been exceptionally good work in a very short time... I think it is the first comprehensive material produced for the social sector which will play a part in how the country moves forward."*

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