

☐☐ We do have some online subscriptions for automated funding alert and the fundraising team is well served by it

“Developing: Minimal mechanisms are in place to gather necessary basic data.

## Reflection:

- Have very advanced research and development unit but we may be required to invest slightly more to make the function more dynamic.
- Others -

## Action:

- Invest in external agencies or specialists to develop market intelligence.

- Others -

# Notes for Development:

1. Minimal mechanisms are in place to gather necessary basic data.
2. Improve upon existing systems by introducing new methods to gather more information on market conditions, fundraising landscape etc.
3. Develop intelligence gathering systems and process for its optimal use, to better respond to market conditions. For e.g.- get into important and influential forums, collaboratives, associations etc.

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