Data Champions Programme
Design Invitation to Tender

May 2023

Summary aims and outputs

The aim of the consultancy is to redesign the 360Giving [Data Champions](#) programme for marketing launch in early July 2023.

Outputs of the consultancy should include:

- Outline for the new programme to run from September 2023 to March 2024.
- Outlines for each session including proposed facilitators/session leaders for all sessions including what should be delivered by 360Giving directly.
- Proposed budget for the programme delivery and pricing structure.
- Promotional copy to describe the new programme to be used in marketing.

Background

About Data Champions

The Data Champions programme is a series of facilitated workshops working with a cohort of up to 32 participants that allows people from grantmaking organisations to exchange knowledge around data use for better grantmaking and increase data culture. It is a data culture programme, rather than a data skills programme.

Under our [2022-25 Strategy,](#) the Data Champions programme falls under Goal 3 - 'Enhance data use for greater impact', and specifically the aim to 'increase people's knowledge and confidence to use the data'. The Data Champions programme sits in this goal alongside other services and support, such as skills training and 1-1 support - as well as our Resource Library..

Data Champions will involve a series of workshops and online discussions that will be tailored to the cohort's needs. It will provide opportunities for peer learning and sharing, creating a network of practice that Data Champions can call upon after the course is complete. It will

support participants with understanding what good data quality is, how to conduct their own data-related discussions or workshops and promote a data culture in their organisations.

History

The first iteration of the Data Champions started in 2018 as part of our Challenge Fund. We gathered grantmakers to go on a Data Journey programme where they worked on a data question around statutory funding. They worked with a data analyst (Edafe Onerhime) and learned principles of working with data as well as hard data skills. We had both face to face and online work sessions. More information about the programme is on Edafe's blog about it [here](#).

In addition, we had a Community Foundations Data Champions programme. This pilot was a joint programme between 360Giving and UK Community Foundations (UKCF). Dirk (the previous facilitator) wrote about the programme on our blog [here](#). There is full documentation of the programme on [our forum](#) and a variety of [blogs and resources](#) from the programme are available on our website.

In 2019-2020 we had the first iteration of Data Champions for all grantmaking organisations. The programme ended in summer 2020. It moved from face to face to an online programme part way through the cohort, due to the pandemic.

The 2020-21 programme was run completely online. The course was run in a very similar fashion in 2021-22, but with far more of a focus on recruiting individuals from minoritised communities and those without a degree.

All previous cohorts were free for participants. 2023-24 will be the first year that a fee will be charged.

Audience

The audience for the programme is people in grantmaking organisations, particularly those in organisations that already publish their data using the 360Giving Data Standard. Participants do not have to be in specialist grantmaking roles, but they do need to have an interest in improving data culture and use in their organisations. As a result, the participants have been varied in type of funder they work for, seniority in their organisations and their experience - although charging a fee for the next cohort may lead to a skew towards larger organisations with training budgets and more experienced participants.

Objectives

For 360Giving

Goal 3 - 'Enhance data use for greater impact'

1. Upskill grantmaking organisations in developing data strategies
2. Create an increase in data culture oriented grantmaking organisations
3. Develop Champions for 360Giving's work in those organisations and the funding sector
4. Increase understanding of how 360Giving data can be used, and increase use of the data more generally
5. Develop a peer network - for mutual support and for the learning and insight that offers 360Giving and participants

Outcomes

Outcomes from participants suggested are:

1. 75% report they have the knowledge and tools to grow a data culture in their organisation
2. 75% report increased understanding of what quality data and use is
3. 75% feel they will change/implement a new organisational data strategy or approach as a result of the programme
4. 75% take action or develop new analysis/data use as a result
5. 75% feel they have met peers they can share information with or ask questions

Target is that at least 25 participants complete the full programme.

The ideal programme

- Delivers target outcomes
- Able to generate demand year on year
- Reusable content as an annual programme, tailored to the annual cohort
- Is not dependent on specific individuals for delivery
- Generate a profit on direct costs
- Coherent programme - thread throughout with the data strategy so there is a culmination to the programme
- Differentiated from the 360Giving and competitor data skills offering and clearly defined as a culture programme
- Focuses on practical application of concepts and tools, providing tangible outcomes

- Grounds what participants are learning in what they are trying to achieve - relevant to grantmakers work and projects
- Engaging sessions with a mixture of content/presentations to set context, case studies, peer discussions, or structured as an action learning set, where relevant
- Builds connection between participants and relationships between them
- Integrated to 360Giving's other work, using 360Giving data in examples and linking to other support offerings and Standard developments where appropriate.
- Inclusive - accessible for people with different needs and different data skills and knowledge
- Design recognises responsible data practices and power dynamics in data and grantmaking

Resources for input

Awarded consultants will have access to:

- Staff who can provide insight on the aims and issues

- Evaluations of previous cohorts including feedback from participants

- Previous programme structures and some materials from previous cohorts

Scope

Logistics around event management and recruitment of participants is outside the scope of this project.

Timescales

Proposals should be received from interested consultants to info@threesixtygiving.org by 5pm on 16th May 2023 with the outcome provided by 360Giving by 23rd May 2023.

If you have any questions ahead of submitting your response, then please book an appointment https://doodle.com/meeting/participate/id/eV7kwOva

We would like to start this work as soon as possible and are seeking the report by 20th June 2023 at the latest to launch the programme for recruitment in early July – with a preference for proposals that are able to complete the work sooner than 20th June.

Expression of Interest

Please provide a proposal/expression of Interest by 5pm on 16th May 2023 outlining:

- Your approach/plan and schedule for the project
- What you anticipate requiring from 360Giving to complete the work
- Your proposed cost for the project
- Your experience of undertaking similar projects
- Details of any potential interests of conflicts of interest or loyalty and how they will be managed