



ORGANISATION CONTACT INFORMATION	
Type	Intermediary
Org. Name	Antropia (ESSEC Business School's social incubator). Edmond de Rothschild Foundations
Contact Person	Floriane Lemoine
Website	http://www.edrfoundations.org/social-entrepreneurship-en/essec-business-school-rothschild-antropia-scale-up.aspx

GENERAL INFORMATION	
Organization Description	ESSEC Edmond de Rothschild Foundations
Region Of Focus	French speaking Europe but mainly France
Industry	Various
Business Model Description	Antropia is a non-profit fully funded by grants, but has moved to add some consultancy services as well. It accompanies about 30 entrepreneurs per year through three programmes (shake up, start-up, scale-up).

RELEVANT TOOL/METHOD DATA	
Relevant tool/ Method	<p>9- Month Scale Up Programme</p> <p>Co-founded in 2010 by the Edmond de Rothschild Foundations and the ESSEC Business School with its social incubator Antropia ESSEC, Scale Up is a program of excellence for socially innovative companies in the process of scaling up.</p>
Tool Description	<ul style="list-style-type: none"> • The programme runs for 9 months • Through training, professional accompaniment and access to key networks, Scale Up equips growing businesses with the knowledge and skills needed to scale-up • Scale Up Laureates benefit from: peer-to-peer learning, with the contribution of ESSEC professors and outside professionals, strategic and financial accompaniment by an Edmond de Rothschild Group banker, a full-time, Master-level intern to contribute to the definition and execution of the development strategy and drafting of the business plan • Legal pro bono advice is offered for issues related to business development and investor relations • The programme ends with a “pitch event” in which Laureates are able to present their business plan to an audience of traditional and impact investors
Best practice/ Success factors	<ul style="list-style-type: none"> • Sector agnostic to avoid competition and assure cross-learning • Mixed one-on-one and programmed parts ensure the meeting of diverse needs • Bottom-up design to ensure relevance • Selecting professionals with the right mindset to participate
Lessons learned	<ul style="list-style-type: none"> • The main change ESSEC/Antropia made in this programme was to offer an intern to the business to cover the time lost by the entrepreneur • Supporting NFP (not-for-profit) and SEs together does NOT work – for collective training they need this common ground
Challenges/ limitations	<ul style="list-style-type: none"> • Developing a network outside of France • Funding and resourcing the programme • Pro-bono coaches – need to ensure they have the time and quality of delivery to be effective • Providing SEs with the right finance • Impact measurement across portfolio (due to lack of time from staff)
Results	<ul style="list-style-type: none"> • Overall ESSEC has supported 160 businesses over the past 7 years. 80% is sustainable in 3 years • For the scale-up programme, they have supported 6 batches, usually of 6-8 companies. • 36 of these are still going, and only one proved unsustainable
Interesting Links	<p>http://www.edrfoundations.org/social-entrepreneurship-en/essec-business-school-rothschild-antropia-scale-up.aspx</p>

