



### Julie Cobill

**Host organization:** aeioTU (Colombia)

**ICats role:** International Partnerships Coordinator

**ICats duration:** Feb – Dec 2013 (full-time)

**Degree:** MSc Public Policy and Administration – London School of Economics (UK)

**Professional experience:** 2 years of professional experience in public sector business development for a FTSE 100 outsourcing company; 2 years of experience in education program delivery

## Summary

Julie applied her business development experience to secure funding and to increase aeioTU’s global profile. Through successful relationship building with external stakeholders, strengthening partnerships materials and facilitating knowledge exchange with other Early Childhood Development (ECD) operators internationally, she played a key role in promoting the evaluation of aeioTU’s social impact and supporting the consolidation of aeioTU’s high-quality services for over 5,000 vulnerable children in Colombia.

### The problem aeioTU aims to tackle

- 2.5 million children in Colombia lack access to high-quality ECD services, including nutrition and attention
- Children who lack access to high-quality developmental interventions in childhood lack the cognitive, social, emotional, cognitive basis to succeed in the formal education system and suffer from inhibited life chances



### aeioTU’s challenges

aeioTU entered a new operational phase after 6 years of rapid growth. The model had to be standardized and the quality of services assured before further expansion



### aeioTU’s solution

- A chain of branded ECD centers delivering a standardized model of high-quality ECD interventions offering education, nutrition and care
- The Reggio Emilia philosophy that underpins the aeioTU approach and curriculum is globally proven to positively affect children’s development and life chances

### Opportunity for an ICats Fellow

There was an opportunity for an ICat Fellow with business development experience and social sector knowledge to work with international know-how to strengthen the quality of aeioTU’s national services

“My Fellowship year has pushed my professional and personal learning more than any other challenge I have undertaken. I have acquired a sense of self awareness that will stay with me for life.”

“I have been able to dive into the heart of Colombia’s culture and national policy, contributing to the development of the country’s future generations.”

*Julie*

### Julie's achievements ...



aeioTU center Orquideas de Suba, Bogota

- Secured USD 500K for the continuation of an independent research study evaluating aeioTU's social impact
- Coordinated the donation of classroom materials benefiting over 2,000 children
- Created a comprehensive library of materials and content to support structured proposal processes and competitive tenders for public, private and international partners
- Benchmarked 6 ECD industry leaders internationally to share learnings and to scale best practice
- Developed an international volunteers program

### Julie's next challenge

She joins an impact investing fund in London as an Investment Executive providing debt financing and equity-type investments for social sector organizations, including social enterprises and charities

### ...contributing to deepening the quality of aeioTU's services



aeioTU center La Paz, Santa Marta

- Continuing social evaluation research for the next 3 years to support continuous improvement of aeioTU's operations and increased accountability to partners
- Increased knowledge exchange through aeioTU participation in international communities of practice and newly created global links with ECD industry leaders
- Stronger consolidated reporting, data collection and communication tools to support effective working with allies
- New contacts and connections for future funding and best practice scaling opportunities

*"Julie's experience, vision and commitment helped aeioTU continue building important partnerships for growth. We will always be thankful to Julie and LGTVP for their support during this year."*  
*Nathalia Mesa, CEO aeioTU*