



Peter Ngugi

Host organization: mothers2mothers

Fellow position: Partnerships and Business Development Fellow

Fellowship duration: July 2024 – June 2025

Degree: MBA

Professional experience: 16 years



Summary

I work with two key teams at mothers2mothers; Resource Development and Country Management Unit. This role was envisioned as a bridge between the country teams that I support and Resource Development. It evolved to include proposal writing and coordination across all countries.

The problem mothers2mothers aims to tackle

- m2m aims to tackle Africa's biggest challenges, positioning us as an integrated primary health care organization, to achieve our vision of **Health for All Brings Opportunity for All**.

The solution mothers2mothers provides...

- m2m's integrated primary health care approach provides necessary health services in the communities we support, addressing health conditions which are often possible to prevent or treat through early detection. m2m's Peer Mentors and Mentor Mothers follow the healthcare journey of clients in the public health system through our hybrid peer direct service delivery model.

... contributing to the SDGs:



Opportunity for a Fellow

- Cultivate new relationships with potential funders and develop a strong funding pipeline for supported countries.
- Fill in capacity gaps in grant applications both in writing and coordination as well as in the development of mission critical documents and resources.
- Personal growth opportunities abound as this fellowship starts off with a fairly simple job description and evolves as your skillset becomes more apparent.

"My experience as a Fellow..."

... has been a growth- and awe-inspiring one where I have embraced ambiguity, change and self-improvement. I have learnt about a whole new sector – the health sector – which has been intriguing for me. I love that my work has delivered impact for the communities that we serve."

- Peter



Peter's achievements...

- Reignited conversations with potential partners: Upon joining it was clear that there had been significant strides made to make contact with potential partners in Ghana, Uganda, and Zambia but due to gaps in capacity, and resultant lack of follow-up, these conversations had gone cold. I worked with the country teams to ensure that we followed up on all cold conversations and breathed life back into them. As a result, we signed an MOU with MUCOBADI after three long years of 'courtship'.
- Peer organization research: Developed a research tracker to track m2m's peers and who has funded them in the last decade in an effort to see if m2m could be knocking on more doors to access additional funding for a much-needed solution to the health care gap in SSA.
- Secured an invitation to apply for funding: Through the peer organization research, I identified a small endowment fund – The Keith Haring Foundation, that funds projects that engage in; 1) research and 2) care with respect to AIDS and HIV infection.

... contributing to mothers2mothers

1

Conference attended in Uganda and 4 meetings held around this convening

2

MOUs developed from scratch and signed

3

Grant applications written; two of which raised \$50k and \$22k for m2m Zambia and m2m Ghana

Peter's next challenge

I plan to continue my impact-filled journey in the development sector. I'm particularly curious about this work from a funder's lens and have already begun exploring opportunities in this regard.