

How it Works

As a vetted consultant, you will be notified when a client comes to IPA with specific needs that fit your skill set. If you are interested in working with the organization, we will schedule a call between you, the client, and IPA staff for you to discuss their project. If you would like to be considered for the engagement, we will have you complete a Statement of Work (SOW) that describes your anticipated approach to the work and an estimate of the associated hours. IPA will bill clients at \$135/hour. The client may choose to consider more than one consultant for the engagement. Once all questions are answered and the SOW is agreed upon by all parties, IPA will contract with the client and sub-contract with you to complete the work. All IPA consultants agree to contract with IPA at the current rate of \$100/hour for IPA contracted engagements.

Consultant Value Proposition

- » You can leverage your expertise strategically, while not negating your business, to support IPA's mission to grow the impact of Indiana philanthropy. We recognize this component of the value proposition is only true and feasible for the most successful consultants with a mature practice. When it is the right fit for the life cycle of your business, it provides a powerful strategic opportunity to visibly demonstrate your personal support and commitment to the sector while growing the capacity of those who would not normally have an opportunity to work with you.
- » There are no exclusivity clauses. You may choose to accept a consulting engagement or not at your complete discretion. You may choose to work directly with a client instead of through IPA. However, if IPA introduces you to a client and project through IPA Consulting Services, we do expect you will not bypass IPA to work with the client on that particular project.
- » IPA markets IPA Consulting Services and your participation as a supporter of IPA's mission and vision. We are pleased to have your work affiliated with our brand.
- » IPA provides project management services from the initial call through completion of the engagement evaluation.
- » IPA buffers the potential the engagement goes in an unexpected direction or becomes an unexpected challenge. With the network approach, it is possible to change consultants if the consultant under contract indicates different expertise is needed, to add a consultant to augment the consulting expertise or IPA can provide support from its core member services to bridge gaps and manage the project budget.
- » IPA manages the project finances, including invoicing, and pays consultants from detailed invoices provided by the consultant whether or not the client has paid.
- » IPA will be available as a resource to you throughout your project. We have resources, templates, and tools that we have successfully used that you will have access to. We will never share a proprietary resource or tool that you have provided in an IPA Consulting Services engagement unless you have given specific permission.
- » IPA has a consultant evaluation form that is provided to each client upon completion of an engagement. IPA aggregates the results of all evaluations, which are shared with the board of directors. Should IPA receive any client feedback that would assist the consultant in growing their capacities or capabilities, IPA will share these insights in a manner that does not violate confidentiality in the evaluation process.

You have been identified as having experience working with foundations and having interest in becoming a vetted Indiana Philanthropy Alliance (IPA) consultant. Please complete the information requested on this Consultant Application and email to info@inphilanthropy.org.

This application provides IPA the necessary information to check references and determine which consultants best fit with members seeking assistance. After receiving your application, IPA staff will set up a phone interview. IPA will list vetted consultants' bios on its website.

IPA has a pool of vetted consultants with experience working with foundations. IPA members, and other funders contact IPA for assistance on a variety of issues related to foundation work. If needed, IPA will match vetted consultants with philanthropic organizations seeking assistance. Consultants would work for and be paid by IPA at a rate of \$100 per hour. Statements of work between IPA and consultants would include scope of work, outcomes, deliverables, timeline, to whom the consultant will report and how, and estimated number of hours to complete the activities that have been agreed upon between the consultant, IPA, and the organization. IPA would charge members \$135 per hour.

Name	
Title	
Consulting Firm	
Address	
City, State	
Phone	
Cell	
Email	
Website	

Foundation Consulting References

Please list at least three foundations as references.

Foundation	
Contact Name	
Email	
Phone	

Foundation	
Contact Name	
Email	
Phone	

Foundation	
Contact Name	
Email	
Phone	

Thank you for helping Indiana funders be more impactful in their communities.