



# MSC (MicroSave Consulting)

Welcome to a rewarding career with the world's local expert in financial, economic, and social inclusion in the digital age



# We are MSC

## The world's local expert in social, financial, and economic inclusion

- MSC is a boutique consulting company that drives financial, economic, and social inclusion by partnering with participants in digital ecosystems.
- We work with our clients and partners across the globe to achieve sustainable performance improvements and unlock enduring value.
- With our support, you can seize the digital opportunity, address the mass market, and future-proof your operations.



International financial, social, and economic inclusion consulting firm with **25+** years of experience



**>200** staff in **10** offices around the world



Projects in **~68** developing countries

**>550**  
clients

**>1,300**  
publications

Assisted development of digital G2P services used by  
**>875 million people**

Implemented  
**>875 DFS projects**

Developed  
**>275 FI products**  
and channels now used by  
**>55 million people**

**Trained >10,500**  
leading FI specialists globally

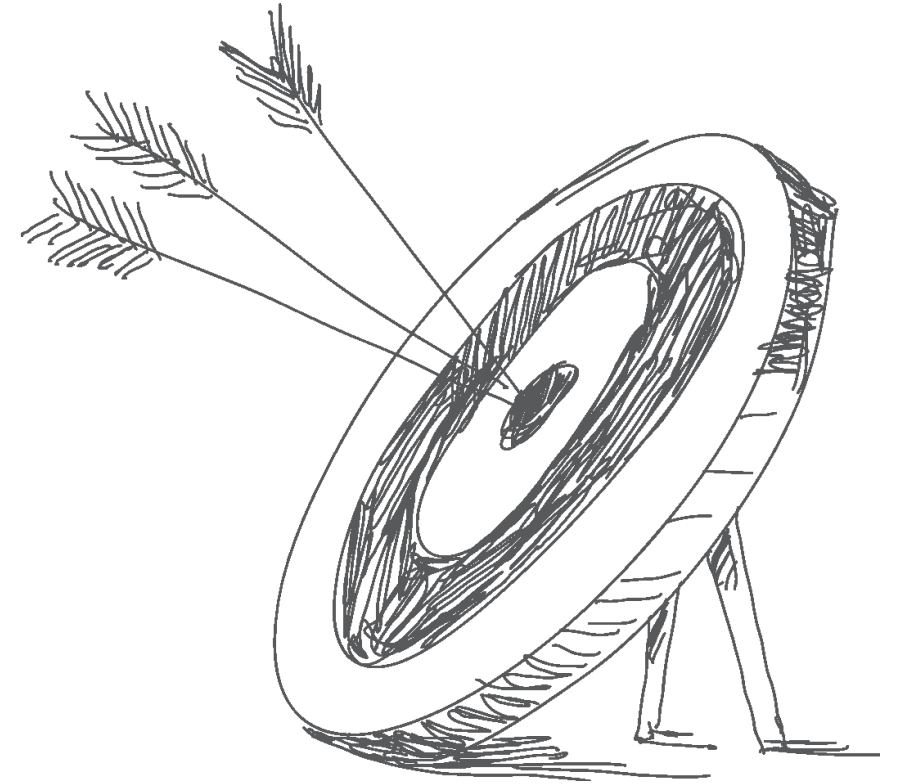
# Our inspiration

A world in which all people have access to high-quality, affordable, market-led financial, economic, and social services in the digital age.

# Our mission

To strengthen the capacity of institutions to deliver market-led, scalable financial, economic and social inclusion in the digital age to all people through:

- Guiding policy and facilitating partnerships to develop enabling ecosystems
- Comprehensive, customized strategic advice
- Actionable, on-site, operational assistance



# The sectors we work in

## Providing impact-oriented business consulting services

MSC has a strong reputation for high-quality work with a wide range of institutions. Over the past 20 years, we managed over 3,500 projects in over 65 developing countries. Our experts come from a variety of fields and can help you gain the critical edge in a competitive market.



Banking, financial services, and insurance (BFSI)



Water, sanitation, and hygiene (WASH)



Government and regulators



Micro, small, and medium enterprise (MSME)



Social payments and refugees



Gender



Education and skills



Digital and FinTech



Agriculture and food systems



Climate Change



Youth

# Multi-faceted expertise

## Advisory that helps you succeed in a rapidly evolving market

MSC helps you gain a deep understanding of your clients, their needs, aspirations, perceptions, and behavior. We leverage the opportunities of the digital age to help you create a better, more efficient, and profitable business that focuses on your customers and markets.



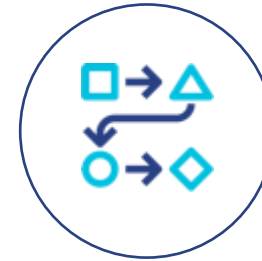
Policy and strategy



Products and channels



Research and analytics



Organizational transformation



Digital technology and channels



Design thinking and innovation



Marketing and communication



Training



Government regulations and policy



Data Insights



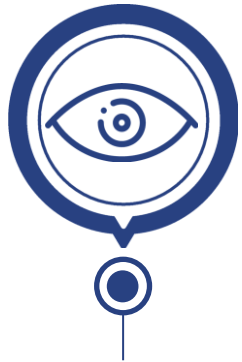


**Working at MSC:**  
A great career choice!



# What makes MSC a great career choice?

MSC promotes the exposure and appreciation of on-ground realities of policies, regulations, and development initiatives that affect the lives of people who live in poverty. We simultaneously strive to enhance the consulting skills of future development practitioners.



## Experience actual on-ground impact

We are biased towards working on the ground and go beyond merely providing an advisory report to our clients. The results of our work are therefore tangible and hence much more gratifying.



## An array of projects with global exposure

MSC gives you the chance to work on current substantial problems with teams from across the world. With us, you will work in the areas of social, economic, and financial inclusion and beyond.



## Travel and see your work come to life

We offer you the chance to travel to distant places and witness the impact of our interventions.



## Everyone is a leader

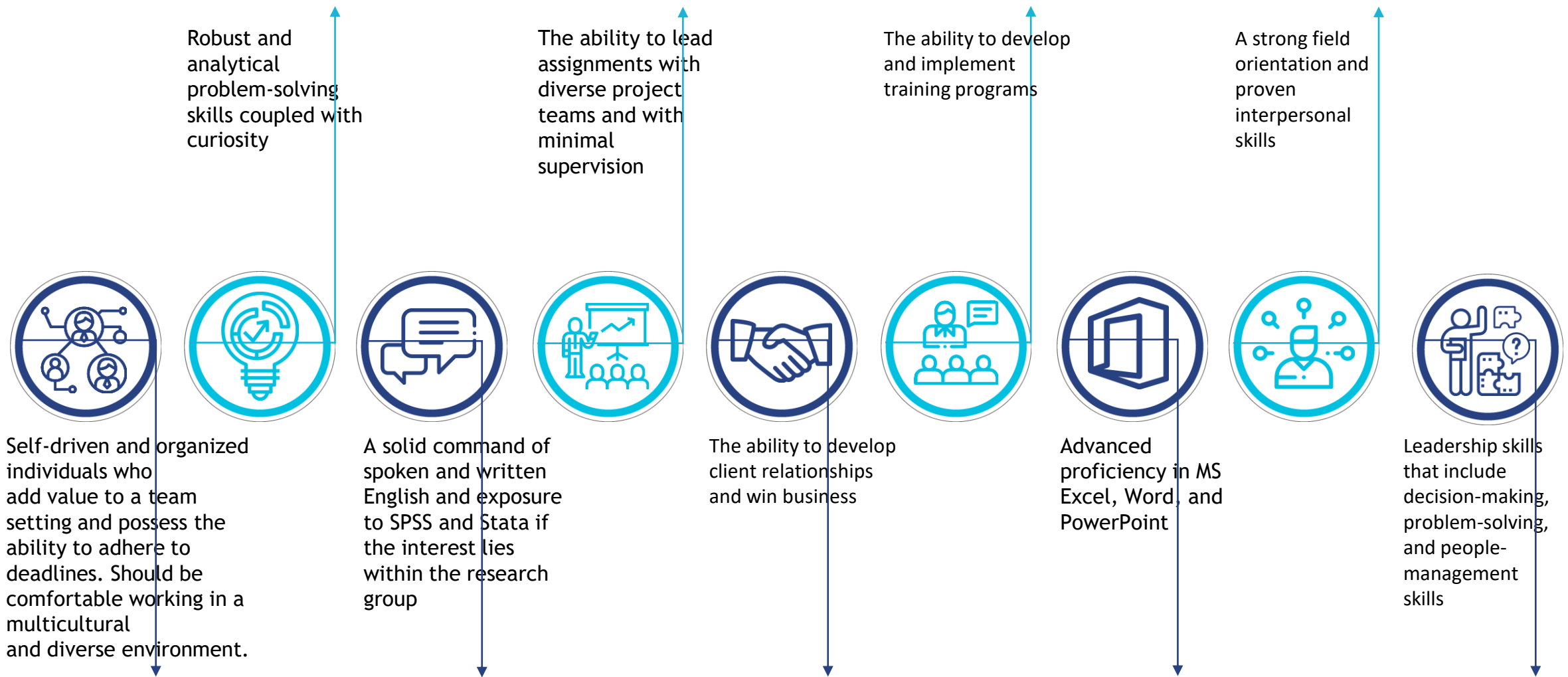
At MSC you will be encouraged to take up positions of leadership. We provide constant opportunities to develop the skills you need to lead and drive initiatives in a consistent manner.



## We value relationships

We place immense value on our people and believe in fostering great relationships at the workplace. Our employee-friendly environment reflects the highest standards of ethics and professional conduct and thrives on collaboration.

# What does it take to be a part of the team?



<sup>1</sup> Please review the guidelines established at <https://www.in.ckgs.us/visa/intern-visa> to determine eligibility requirements for an Indian Intern Visa



# The values of MSC



## Collaboration

We work together in the highest spirit of cooperation, understanding, and empathy.



## Continuous improvement

We encourage new ways of doing things, strive to continuously develop ourselves, and make improvements in the approaches to our work.



## Diversity

We encourage a variety of opinions and diverse viewpoints and we create an inclusive environment for people from different cultural and ethnic backgrounds.



## Passion and energy

We bring enthusiasm, passion, and positive energy towards building an enriched workplace.



## Professionalism

We are committed to maintaining the highest standards of integrity, objectivity, and confidentiality.



## Respect

We value the contribution each of us makes, we respect each other's time, and we listen not just with the ears but with the heart.

# Inside the exciting world of MSC!





# Inside the exciting world of MSC!



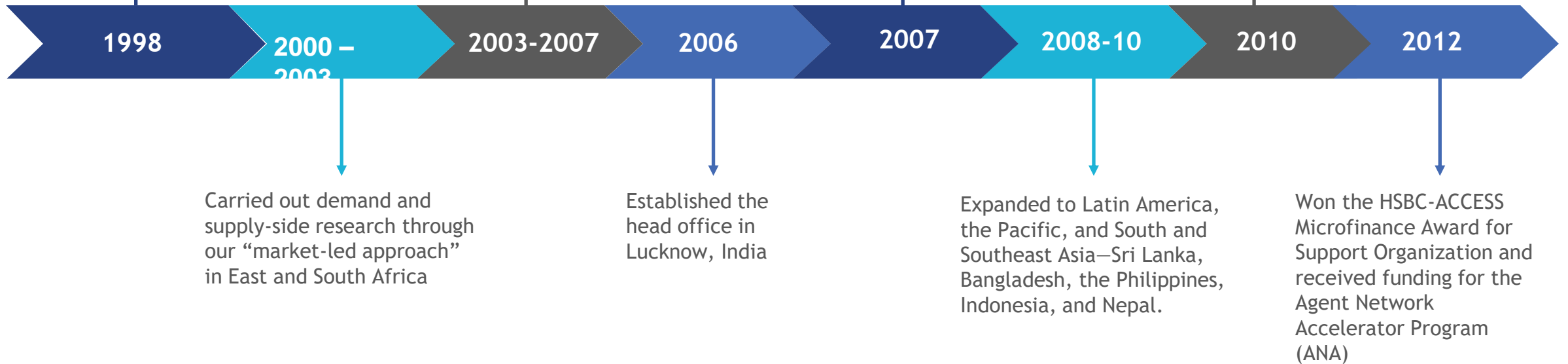
# We are proud of our rich history of social impact

[MicroSave Consulting \(MSC\)](#) started as a project funded by [DFID](#), the [Ford Foundation](#), [UNCDF](#), and the Development Cooperation Department of the Governments of Norway and Austria. At the time, we worked to support product innovation and increase the availability of high-quality financial services for the poor in East and Southern Africa

Developed and disseminated toolkits and provided technical assistance to African banks and MFIs on product development and institutional transformation to a market-led approach

Transformed from a donor-funded project to a consulting company

Diversified to various thematic areas of inclusive and responsible finance and responded to call for proposals with IFC's study on Deposit Mobilization in South Asia

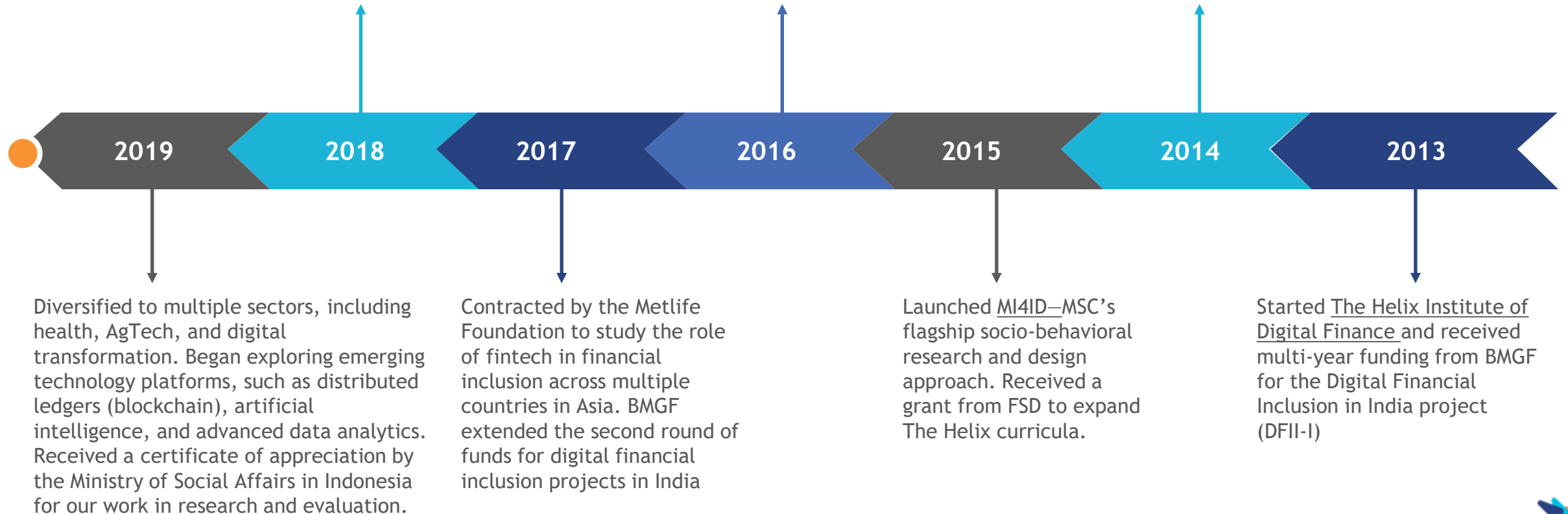


# We are proud of our rich history of social impact

Commenced work with JPMC and CIIE (IIM-A) to set up a financial inclusion lab for FinTechs in India. Received funding from the Bill & Melinda Gates Foundation (BMGF) to work with NITI Aayog on the Pathways to Enhancing Financial Inclusion (PEFI) in India project.  
**Rebranded from *MicroSave* to *MSC* to reflect our focus and nature of work more accurately**

Started our Francophone Africa operations with support from Mastercard Foundation and strengthened the regulatory environment for DFS in Indonesia with the funds received from BMGF

Extended operations to Vietnam, East Timor, Myanmar, and Zambia. Won a large project on digital financial services from MM4P in Uganda. Began strategic policy work for the Government of India.





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## Our impact so far

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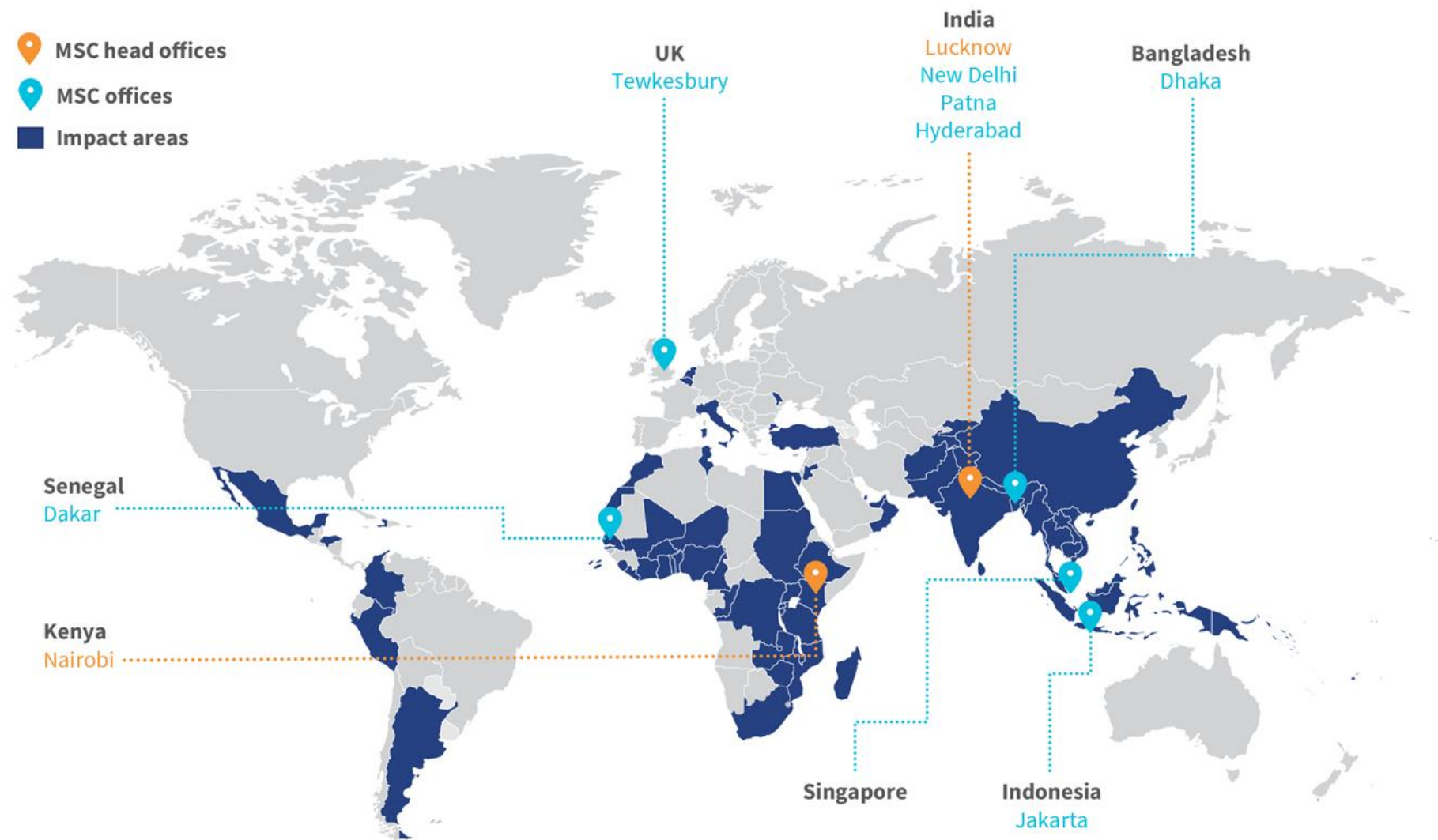
Trained **>10,500** leading FI specialists globally

## Some of our partners and clients





-  MSC head offices
-  MSC offices
-  Impact areas



[MSC corporate brochure](#) | Contact us at [info@microsave.net](mailto:info@microsave.net)

### Asia head office

28/35, Ground Floor, Princeton Business Park,  
16 Ashok Marg, Lucknow, Uttar Pradesh 226001, India  
Tel: +91-522-228-8783 | Fax: +91-522-406-3773 | Email: [manoj@microsave.net](mailto:manoj@microsave.net)

### Africa head office

Landmark Plaza, 5<sup>th</sup> Floor, Argwings Kodhek Road  
P.O. Box 76436, Yaya 00508, Nairobi, Kenya  
Tel: +254-20-272-4801/272-4806 | Email: [anup@microsave.net](mailto:anup@microsave.net)

