



and



# The Scaling Scan

## A practical tool to determine strengths and weaknesses of a scaling ambition

Despite the omnipresent focus on “scaling”, its interpretation diverges a lot between and within projects. The Scaling Scan was designed to systematically deal with the complexities of scaling and tailor scaling approaches to specific contexts. Through a self-assessment tool, researchers and project leaders are able to formulate a realistic and responsible scaling ambition by identifying the challenges and opportunities that need to be addressed in order to achieve the scaling ambition.

### Principles:

- Scaling should be regarded as a combination of three important dimensions: impact that benefits many people, impact that stays (sustainability) and responsible system change\*.
- Successful scaling of technological innovations requires that at least as much attention is paid to the complementary non-technological requirements.
- Keep it simple.

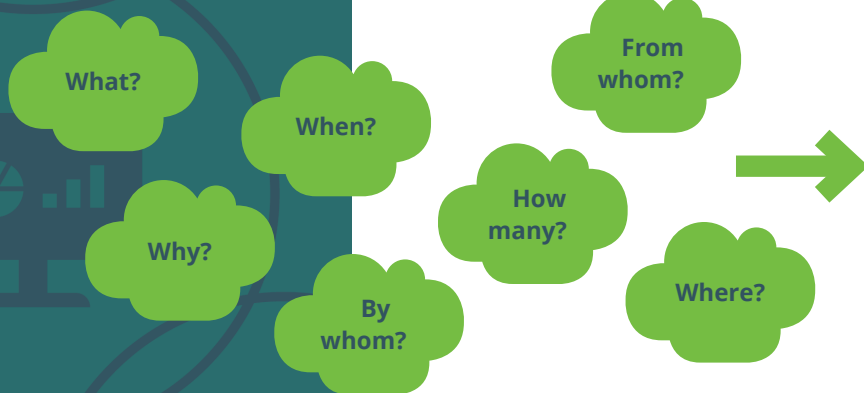
**For whom?** Project coordinators, managers, technical experts, implementers, anyone looking to scale impact - individually or in teams.

### How?

The Scaling Scan provokes discussions that are best addressed in a moderated workshop setting. Users can answer tactical questions in the workbook, and an Excel sheet can be uploaded on GoogleSheets to compile results from multiple users automatically.

Users are guided through three steps:

**Step 1:** Construct your scaling ambition: a clear idea of what impact would look like, who is involved and why it is important.

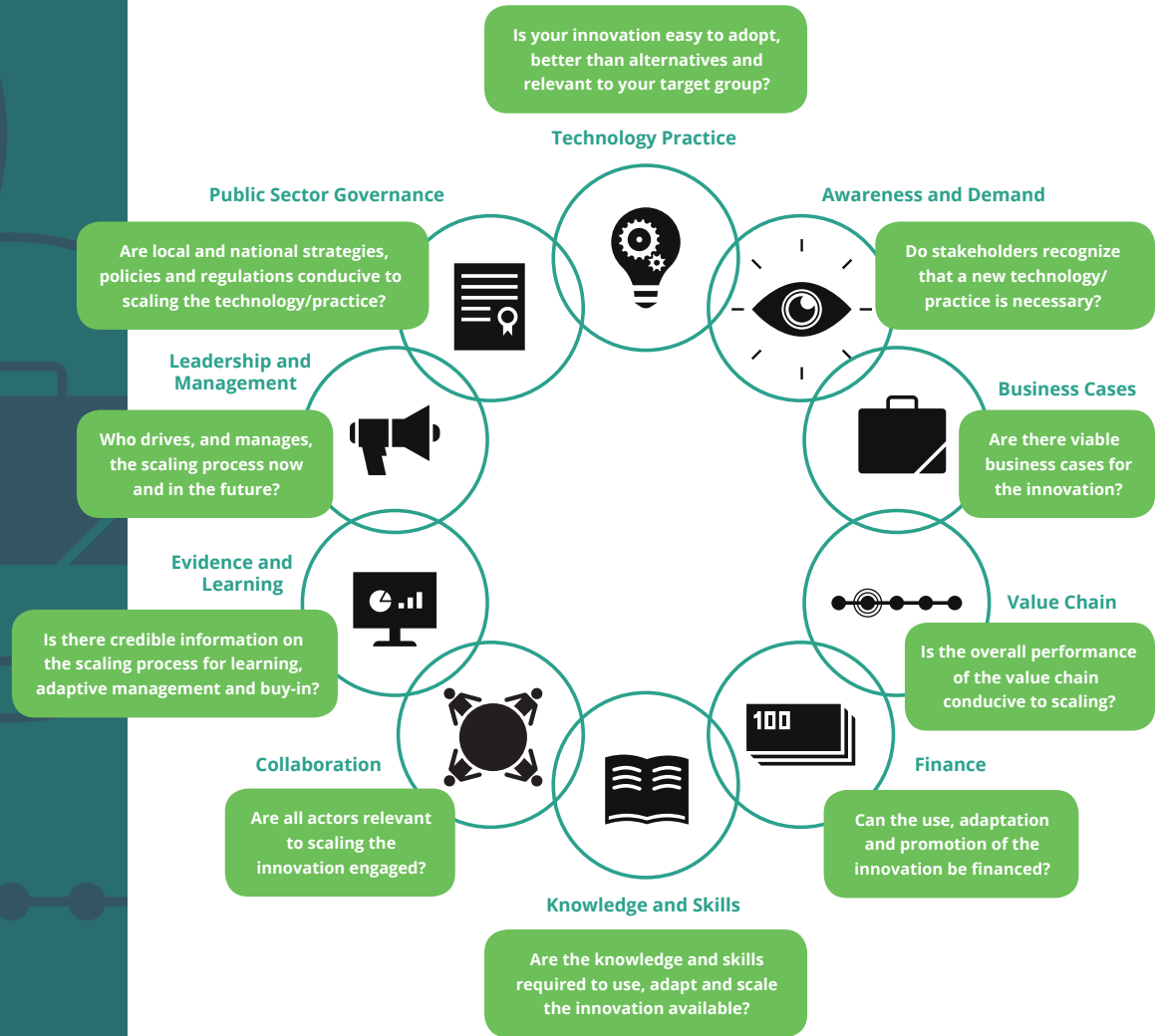


**Example:** by 2025, Company X wants to increase adoption of Technology Y from 10,000 to 500,000 small farming households in West Bengal for increased food security

**Step 2:** Assessing the Scaling Ingredients: successful scaling efforts pay attention to ten “scaling ingredients”. Answer 4 tactical questions per ingredient using a score from 1 😊 to 5 😊 to reflect your level of confidence that you can reach the scaling ambition.

\* Especially the latter two have often been neglected, which led to the fact that so many projects cease to exist after a (subsidized) demonstration phase or fade out after initial funding ends, failing to make a wider impact.

## Step 2: Scaling Assessment



**Step 3a:** List points of attention for implementation

**Step 3b:** Identify and deal with challenges and opportunities



Adapted from Sartas et al., 2017

Finally, are you confident enough that you will reach your scaling ambition?

- **YES**, overcoming the key challenges should be at the core of your implementation strategy.
- **MAYBE**, review your scaling ambition and/or check if you can benefit from more specialized tools presented per scaling ingredient in the Annex of the Scaling Scan tool.
- **NO**, review your scaling ambition so that it fits the human and financial resources, context and landscape for collaboration.

### More info:

<https://ppplab.org/2017/11/3223/>  
or  
<https://www.cimmyt.org/scaling-scan-a-simple-tool-for-big-impact>.

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