



A true working method based on a Quality approach, the methodology is intended to support mutual commitment between beneficiaries, professionals, and politicians.

PEEPI is an interview methodology associated to a local development tool, to:

- **Build and evaluate individual pathway careers:**
PEEPI allows the person to identify his project, to identify what is holding him back today and to choose actions that will allow him to progress. This progress will then be evaluated with him.

- **Structure a network of professionals at the service of people:**

In order to offer beneficiaries the widest possible choice of actions, by harmonising practices and coordinating the various actors.

- **To help steer the economic and social action policy in a territory:**

Carrying out statistical studies using PEEPI data making it possible to know, on a territory, the profiles of the beneficiaries: their demands, their needs and the obstacles they encounter, the evolutions between two journey times, in order to stimulate new actions and to optimize existing actions.

PEEPI'S ADDED-VALUES

The aim of the approach is to carry out project construction interviews enabling people to decide which projects concern them: they choose from local resources the actions they wish to carry out to achieve their objectives.

No personal information is collected, statistics are compiled on needs, obstacles and qualitative changes in the path of business creation or integration.

Finally, the role and place of professionals is changing: from face to face they go side by side for PEEPI interviews, they give the person back all their space of expression and decision.

Resolutely different from the tools of the integration and social action sector, PEEPI ensures a win-win relationship between the public received, professionals and funders.

THREE LINES OF APPLICATION

PEEPI
Integration

Because the people followed in the context of integration pathways sometimes have the feeling that what is offered to them does not answer that which they asked for, that the range of possible actions is very limited, and that the interlocutors are never the same, PEEPI helps to build a pathway that promotes their decision-making on what concerns them.

PEEPI
Artist

Artists will be able to better clarify their real objectives (being seen, earning money, whether we are talking about them, giving pleasure to an audience, exercising a talent...?), then thanks to specific job descriptions, evaluate their technicality. The construction of the pathway allows them to achieve their objectives, taking into account any possible obstacles. The collection of the territory's resources allows them to be taken into account in their specificities and to rebound.

PEEPI
Business creation

The personality of the entrepreneur makes all the difference in small businesses: jobseekers by collecting the PEEPI entrepreneurs helps the added value of the proposed person to clarify their needs and linking it to their real and obstacles, thanks to specific items, helping them to choose the status that will suit them best, in order to get in direct contact preliminary actions to put in place to promote their success.

PEEPI
RER

The Networked Job Search (RER) makes all the difference in small businesses: jobseekers by collecting the PEEPI entrepreneurs helps the added value of the proposed person to clarify their needs and linking it to their real and obstacles, thanks to specific items, helping them to choose the status that will suit them best, in order to get in direct contact preliminary actions to put in place to promote their success.

THE METHOD

1 **Beforehand, it is often interesting that the Firm SUMAK presents the PEEPI methodology** as part of a local meeting with professionals working with the public concerned,

2 **User training** : theoretical training over 3 days in a group (about 12 people), then practical training at the rate of 2 professionals per half-day

3 **Conducting PEEPI interviews by professionals** : any person requesting support can benefit from a PEEPI interview from their first appointment with a professional: they will position themselves on the star diagram (item grids can help them to locate themselves), then the path grid is completed (their request, their needs, their obstacles). They leave with the printed documents, while the professional will collect all possible resources from the territory in relation to this type of request. At the next appointment, the professional will present the entire list of conceivable actions and the person will choose what seems most appropriate: a contractualization (objectives, deadline) is then carried out. The professional may regularly see the person again in follow-up interviews, but it is only after a sufficient period of time that the second PEEPI interview is carried out.

4 **Creation/adaptation of PEEPI monitoring units** to enable stakeholders to become more professional and work in a network. The collection of the territory's resources to remove the obstacles is an opportunity to to exchange on their practices, representations and proposals for action.

5 **Statistical analysis of the progress made**: the proposed statistical queries determine the efficient actions. This analysis facilitates the management of territories: what actions to maintain, what actions to create, how to act on integration offers, support for business creation... ?

6 **Training of practical trainers** : when a few professionals have taken up the approach and feel able to support colleagues, a "Training of practical trainers" can be proposed for two days: it will allow the Sumak firm to receive only orders for theoretical training, and to rely on these resource persons for the practical training: financial gain and local pedagogical support.

7 **SUMAK is always available to answer questions from professionals**, help interpret statistical results, and hear any proposals for improving its service.

THE PEEPI APP

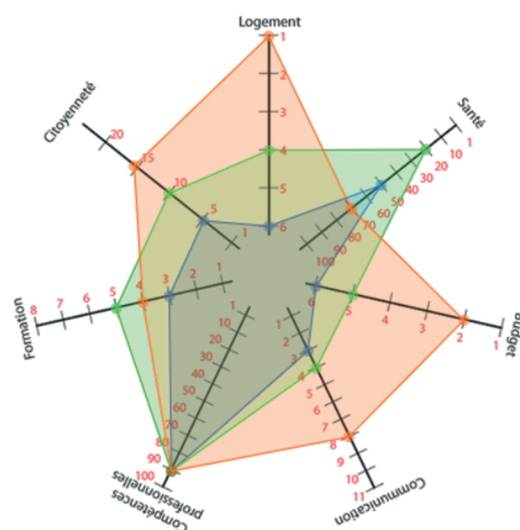
This application makes it possible to develop the entire PEEPI methodology by allowing beneficiaries, alongside their referent, to build their professional career directly on the PEEPI application.

The way in which the application is organised makes it possible to respect the methodological framework: presentation of the methodology and framework, objectives of the integration pathway, rules of the POUR...



During the PEEPI interview, the Star is automatically generated as the answers are given, and by clicking on an icon next to it, the old Star appears in background colour; the selection of the job descriptions is facilitated by an online menu, which allows you to choose the job description, complete it, then print it if necessary. The pathway grid can be printed with the rest of the pathway elements: star, sheet, trade....

THE PEEPI STAR



☒ Etoile 1

☒ Etoile 2

☒ Etoile 3

Métier en PEEPI 1 :

Métier en PEEPI 2 :

Métier en PEEPI 3 :