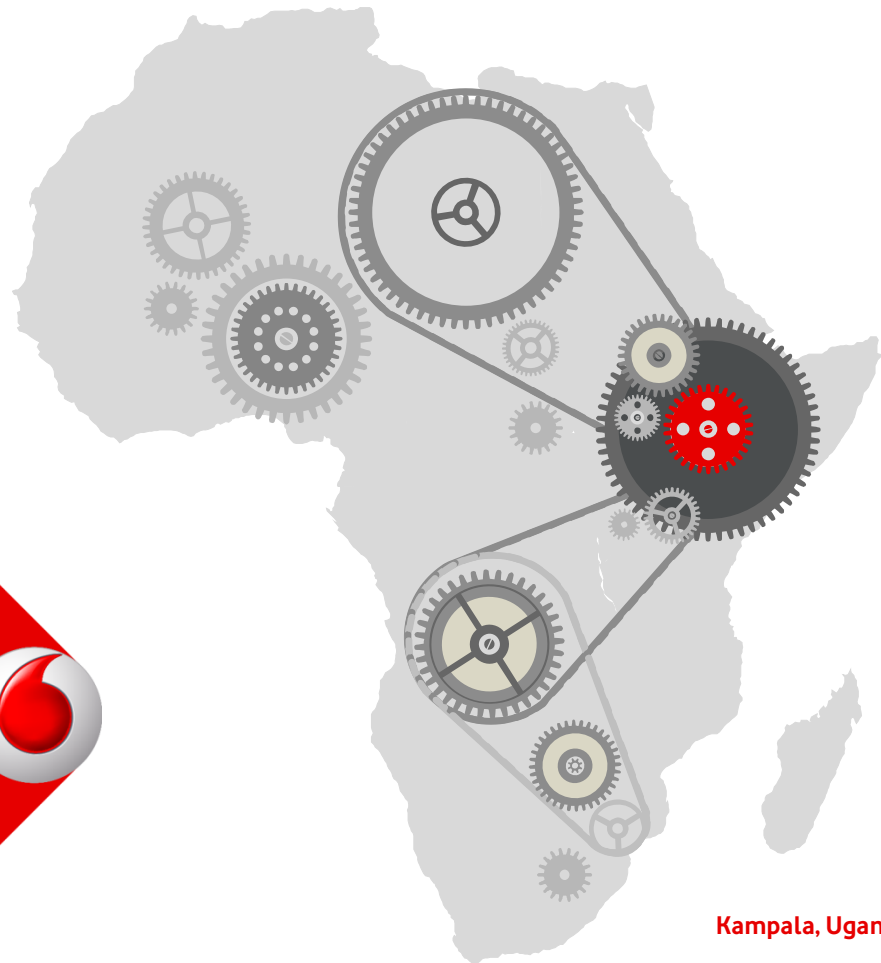


UNDP CIRDA Workshop

Partnering With Mobile Telephone Companies



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Kampala, Uganda

03 Mar, 2015

- **Vodafone Global Enterprise**
- **How Do We Operate**
- **Partnerships**
- **Fundamentals of Partnership**



It is a
big, big
place



30M
Square KM



The worlds **fastest growing** technology market

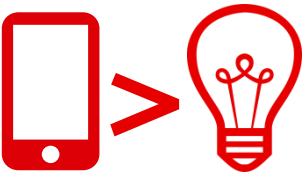


More mobile money accounts
than bank accounts - Kenya, Tanzania, Uganda



43%
more Google ad clicks
in Africa than in Western Europe in 2013

More mobile phones
than light bulbs in Uganda



720 million
Africans have mobile phones



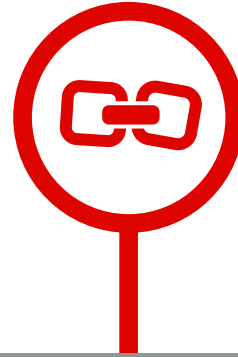
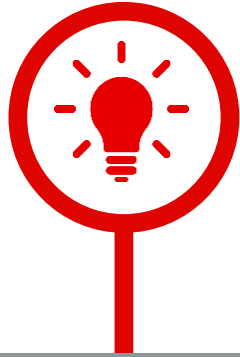
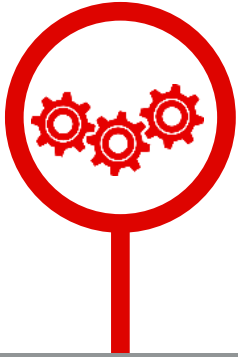
But with consumer led growth.
Expected growth of a further

\$410bn

between 2013-2025



Customers tell us that their world is changing rapidly



Operational
excellence &
efficiency in
global markets

Demand for
expertise in
emerging &
growing
economies

Innovation to
drive growth &
competitive
advantage

Secure,
Simplified &
Integrated
communications

Global talent
retention & a
mobilised
workforce



How does a CIO in Africa...



Build a resilient network & infrastructure to support our African operations?



Use new technologies to “leapfrog” traditional ICT solutions **& gain an edge on our competitors?**



Find the right communications partner across the region & across all of our needs?



Integrate local or African **solutions with global systems and processes?**



Find the right **skills & infrastructure locally?**



Control & manage **IT costs and spend?**



Establish standard operating **procedures and systems support?**



Effectively support growth in new markets whilst maintaining established operations?



Deploy corporate applications – **even down to street-level operations?**



Vodafone Global Enterprise is a
unique organisation that
was launched

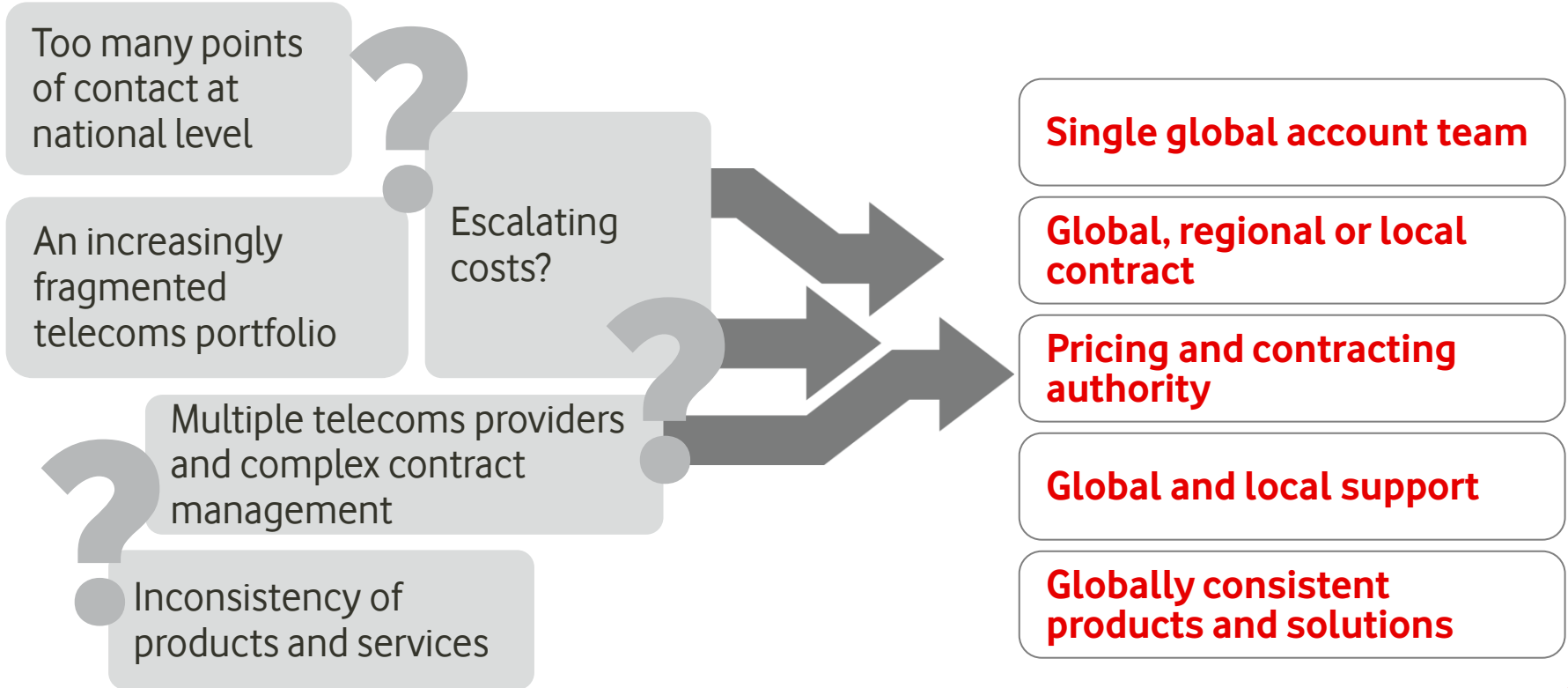


to simplify how global
customers manage their
communications where ever
they do business



Vodafone Global Enterprise was launched...

...to simplify the management of global communications



African Group Structure



Vodafone Opco's

Vodafone OpCo's

Ghana

Egypt

Partner Markets

Safaricom in Kenya

Vodacom Group

Vodacom Business Africa OpCo's

Kenya

Cameroon

Angola

Tanzania

South Africa

DRC

Ghana

Cote D' Ivoire

Nigeria

Mozambique

Zambia

Sierra Leone

Uganda

Vodacom International Mobile OpCo's

Mozambique

Tanzania

Lesotho

DRC

South Africa



Our global footprint

#1 international mobile provider

- 434m customers worldwide
- 161k base stations, 16.2m M2M connections
- UK's most valuable brand - \$30bn brand value

Wireless

Acquiring strategic capabilities

- Expense management solutions
- IT & communications consulting (Bluefish)

Acquiring total communications assets

- Global & local fixed networks

Project Spring

- £19bn investment in next generation capabilities by 2016

Secure global network

- 1 million+ km fibre network
- No.2 global voice carrier
- Deep in-country networks – 15 markets



Wired

Cloud

Award winning cloud services

- Highly secure end-to-end SLAs
- Managing Europe's largest email system
- 3.5m+ Vodafone One Net customers

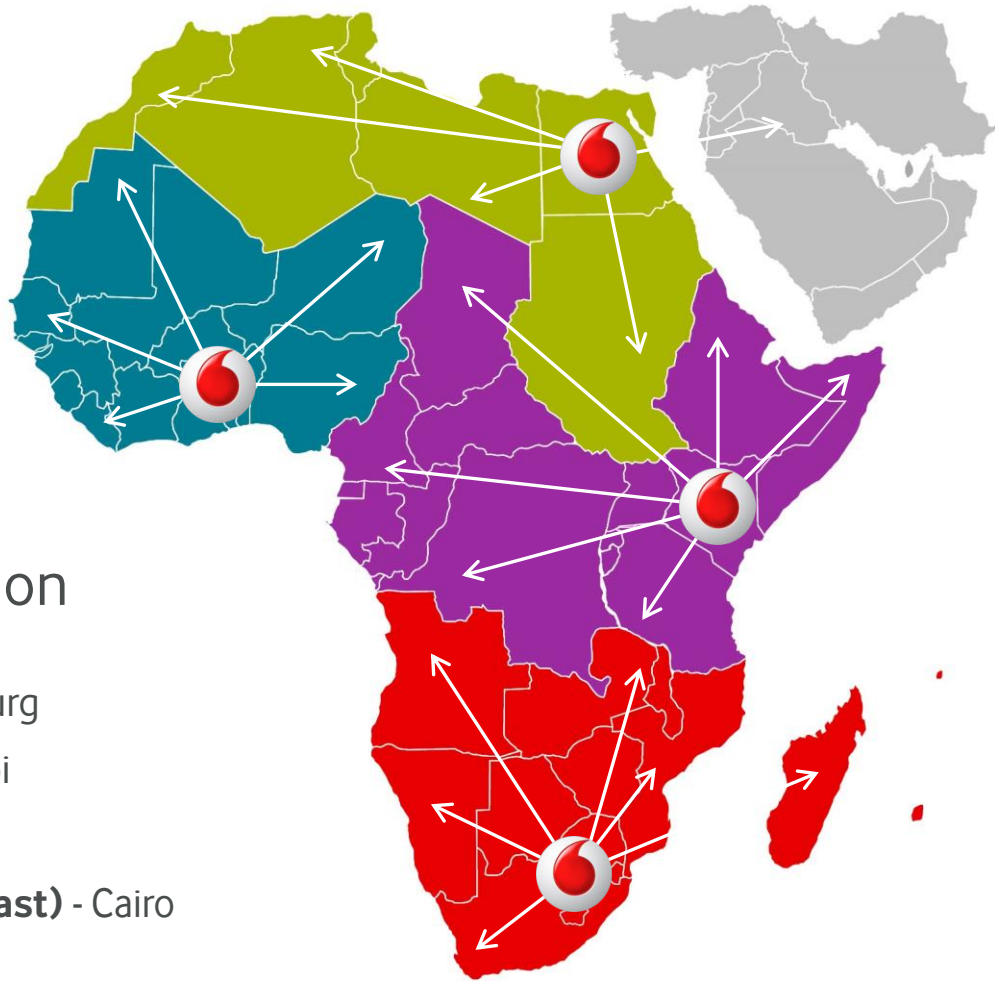


A focused approach to Africa

4 Sub-Regions

each with a key hub location

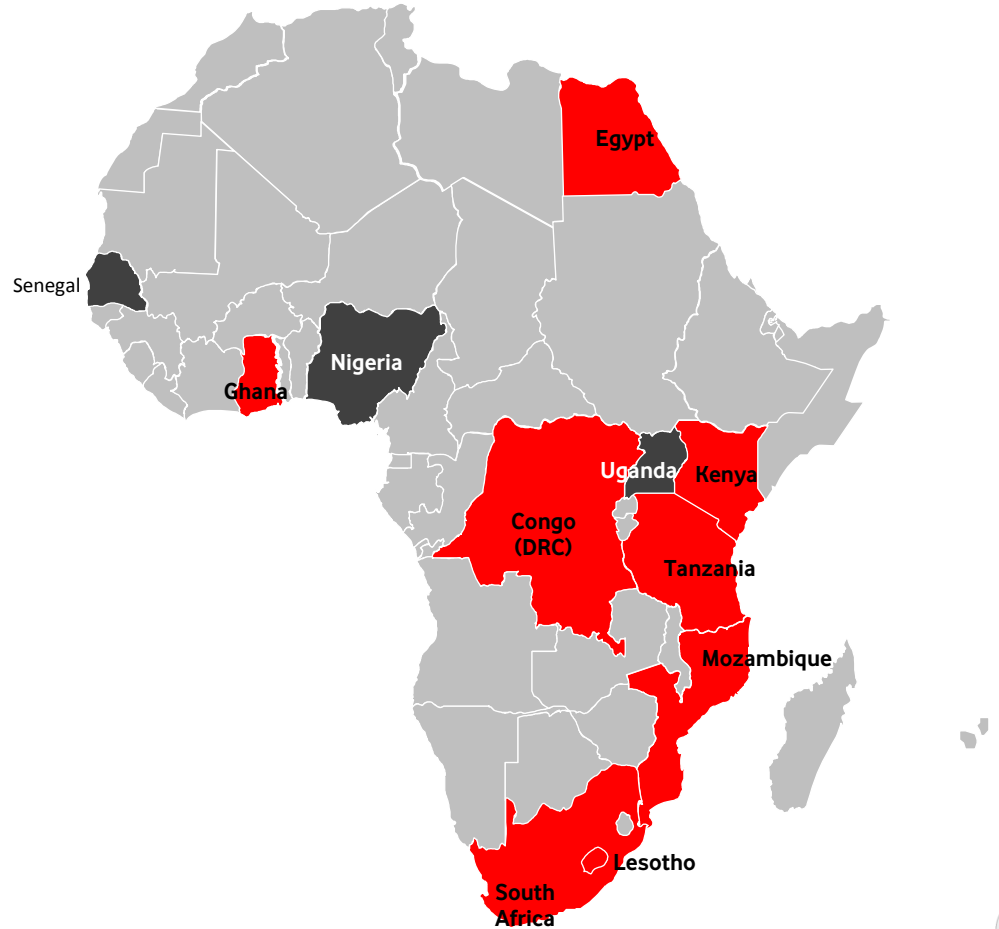
- Southern Africa - Johannesburg
- East & Central Africa - Nairobi
- West Africa - Accra
- North Africa (& the Middle East) - Cairo



Help me operate in Africa

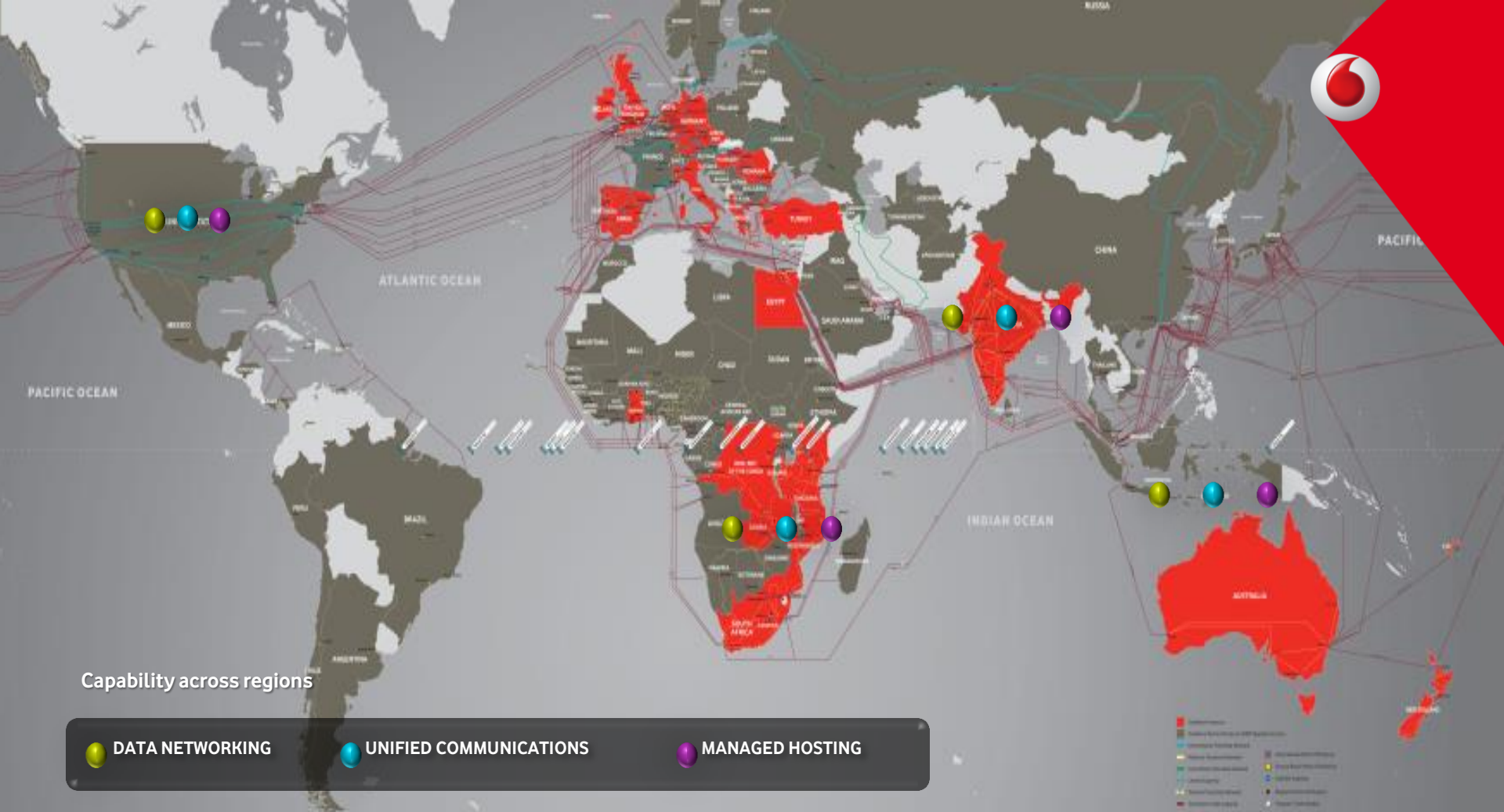


Vodafone **mobile services**



Vodafone mobile Operating Company
Vodafone mobile Partner Agreement





Capability across regions

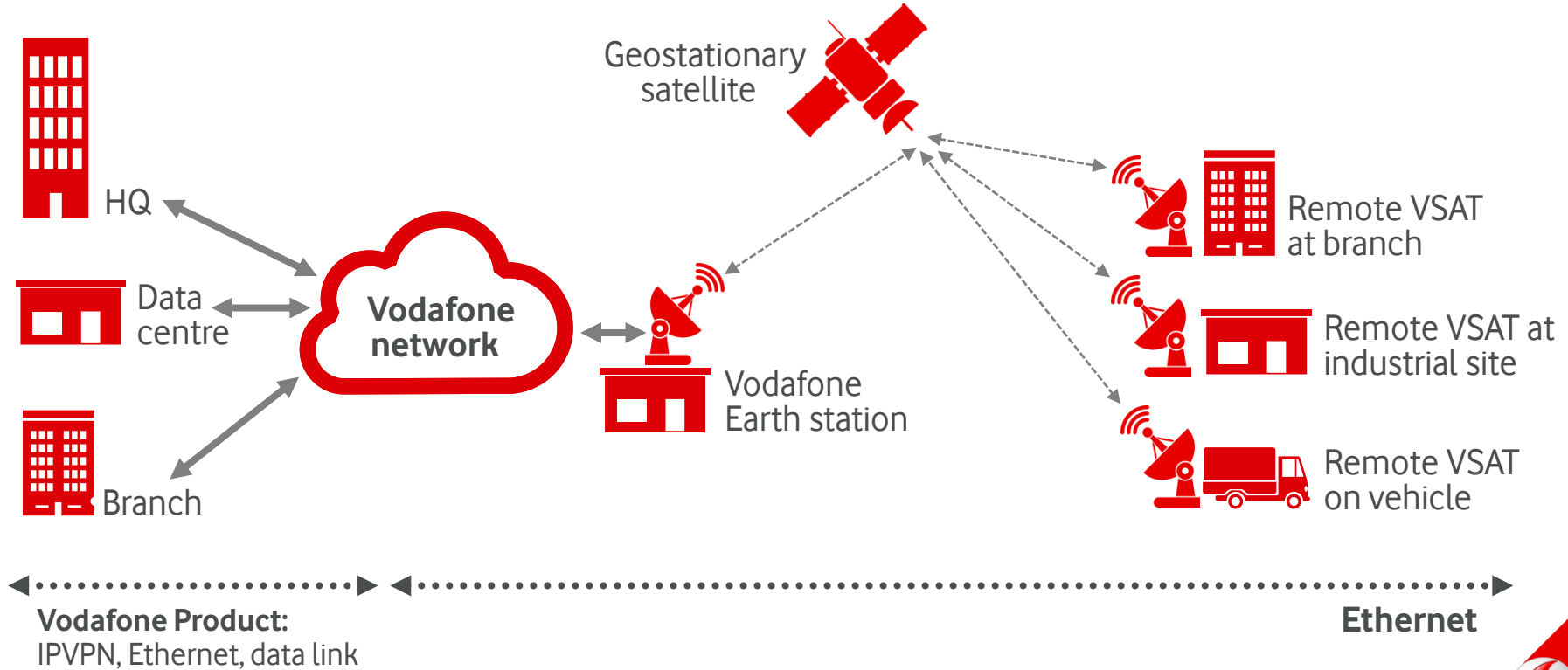
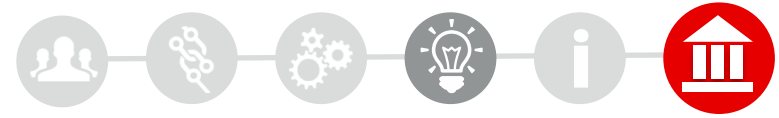
 DATA NETWORKING

 UNIFIED COMMUNICATIONS

 MANAGED HOSTING



Satellite Services



PPPs Project Nurture

Streamlining Supply Chain

- (1) Funded By Coca-Cola & Bill & Melinda Gates Foundation
- (2) 24,000 Mango Fruit Farmers
- (3) Centralized Payment Through Producers Business Groups (PBG's)
- (4) PBG Pays Farmers Through M-Pesa (Reduces Middle Man Cost)
- (5) Technoserve Trains & Sign Ups Farmers (Saves Traditional Bank Costs)

Note: Average Payment/Season For Farmer is KSH 10,000



PPPs **AMREF HELP**

Community Health Worker Training

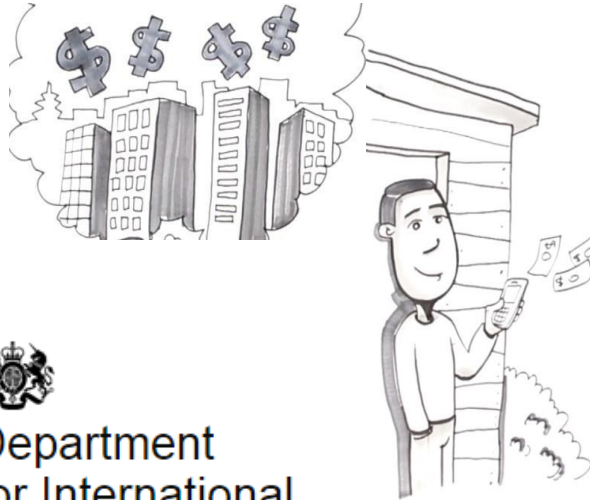
- (1) Partnership: AMREF, Accenture, & Vodafone: Safaricom & Mezzanine
- (2) Community Health Worker Training Expensive: 1M Shortage
- (3) Mobile Phone Utilized For Training: 20% Better Knowledge Retention
- (4) 318 Trained: Scaling to 3,000 in 2-Years
- (5) Add Smartphone Functionality For Application Advanced Content

Note: Partner Funding Model Can Scale To 100,000s

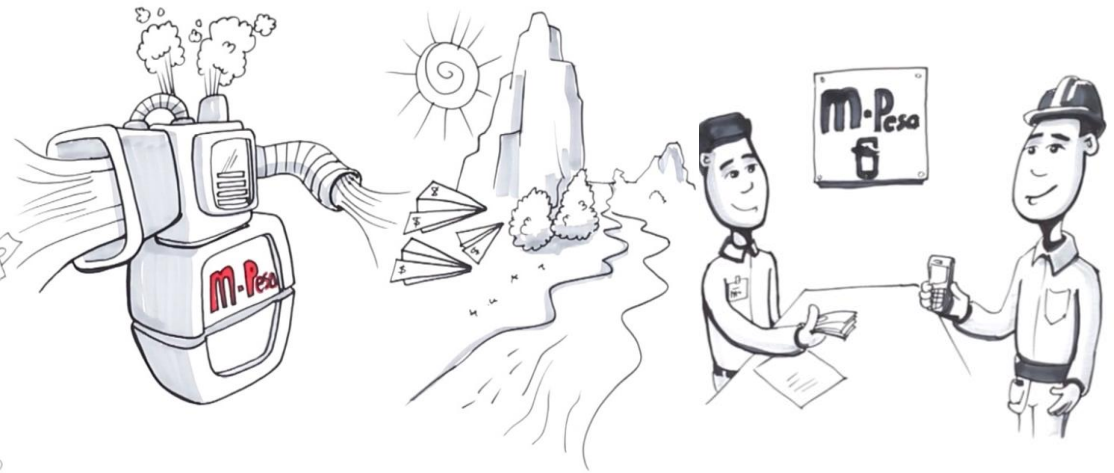


PPPs M-Pesa

City worker



Rural M-Pesa agent



Department
for International
Development

For example, migrant workers use the service to send money home to family in rural areas, who can withdraw the cash from a neighbourhood M-Pesa agent.



Thank You

“Partnering with Mobile Telephone Companies”



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Co-Creation

Innovative Products & Services



Somalia Border



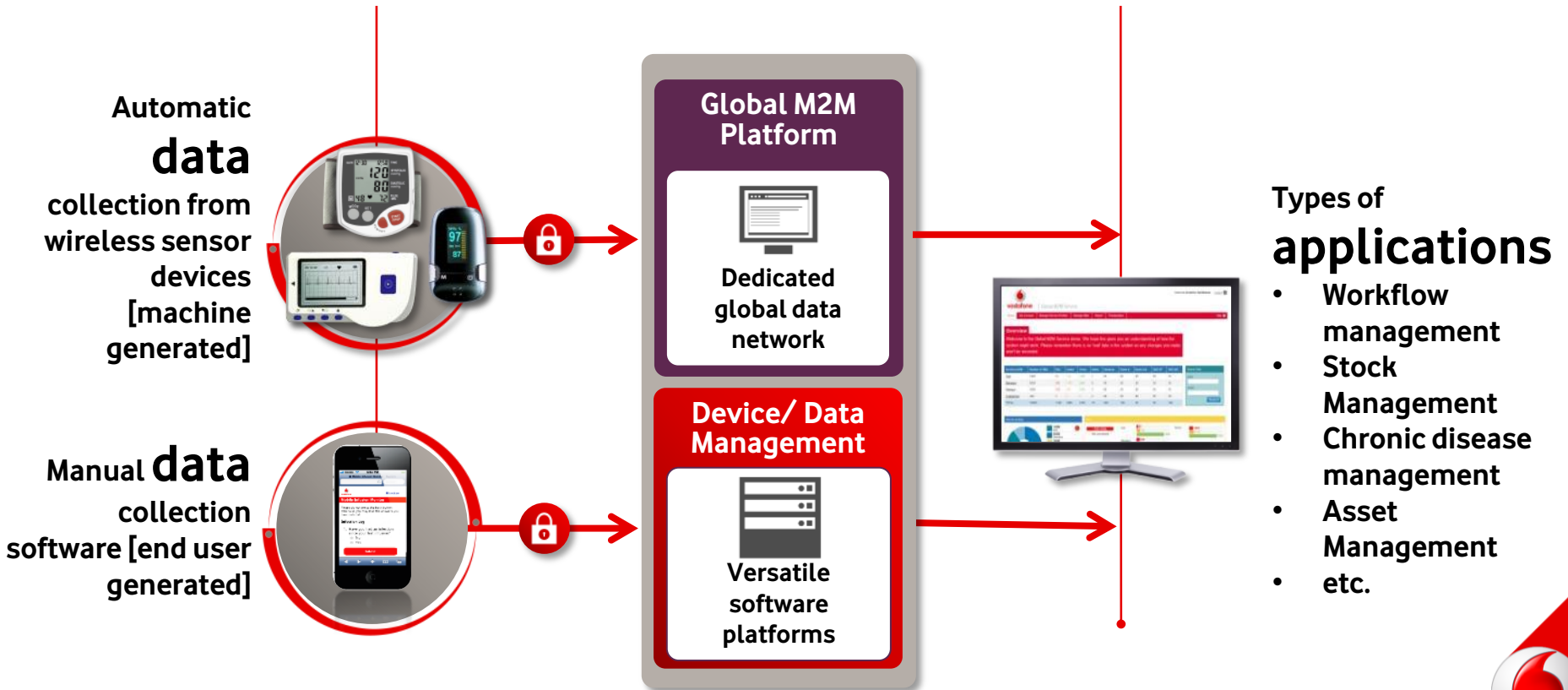
M-Pesa **WFP Money Transfer**

Closed Loop

1. WFP Moving To Cash Vouchers
2. Prefer Closed Loop For Tracking
3. M-Pesa Designed Specifically For WFP
4. Advance Applications Include Integration with Biometric Databases
5. Future is Cash Transfers



Ecosystem Mezzanine



Partnership Ecosystem



information



agri-business



farmer



digital marketplace



finance, loan and insurance



path to market



input supply



Connected Farmer



Fertilizer Subsidy Program

1. Resilience of Agribusiness For Smallholder Farmer By Increasing Access To
 1. Finance
 2. Information
 3. Markets
2. Government Verification of Farmer Eligibility
3. Register Paper To Digital
4. Register Agro Fertilizer Dealers
5. Issue E-Vouchers To Farmers
6. Farmers Redeem E-Vouchers With Dealers
7. Reconciliation Between Dealer & Bank



E-Voucher Register Mobile View

Registered Farmers

First name:
Dave

Surname:
Kamponi

Cell number:
254716209123

ID:
7712155099333

Date of birt... 15 December 1977

Gender:
Male

Village:
Kiambogo

Crop type:
Coffee

Farm size (ha):
5

Registere... REGISTER NEW FARMER

Name	Cell Number
David Green	27845632336
Indy Tangle	254716209585
Tom Coffbean	254711222333
Will Mouti	27845632336

Farmer Su... ISSUE ALL VOUCHERS

Farmer surname: Dave
Farmer name: Kamponi
Vouchers to issue (KSh): 5 000,00

Category	Amount
Coffee KAN	2 000,00
Coffee Turbo31 (10...	3 000,00

Farmer Subsid... ISSUE VOUCHER

Farmer surname: Dave
Farmer name: Kamponi
Crop type: Coffee
Voucher category: Coffee KAN
Voucher category budget (KSh): 497 200,00
Voucher amount (KSh): 2 000,00
Remaining budget after issuing voucher (KSh): 495 200,00



E-Voucher Creation/Approval Mobile View



Farmer Subsidy Approval

Invite Users

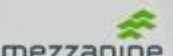
Voucher Types

Farmer Subsidy Approval

Agro Dealer Payments

Existing Voucher Types			
	Category	Crop Type	Remaining Budget (KSh)
Select	Coffee KAN	Coffee	497,200.00
Select	Coffee Turbo31 (10:1:5)	Coffee	791,000.00
Select	Tea K	Tea	400,000.00

Page 1 of 1



Approved Farmers

Invite Users

Voucher Types

Farmer Subsidy Approval

Agro Dealer Payments

Voucher category: Coffee Turbo31 (10:1:5)

Amount per area (KSh / 0.25 ha): 150.00

Max area per farmer (ha): 9

Crop type: Coffee

Voucher category budget (KSh): 791,000.00

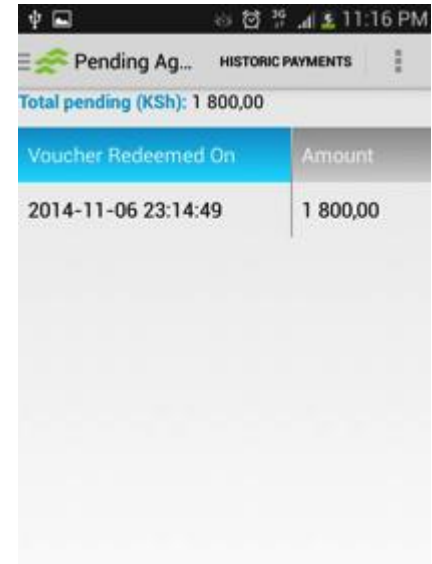
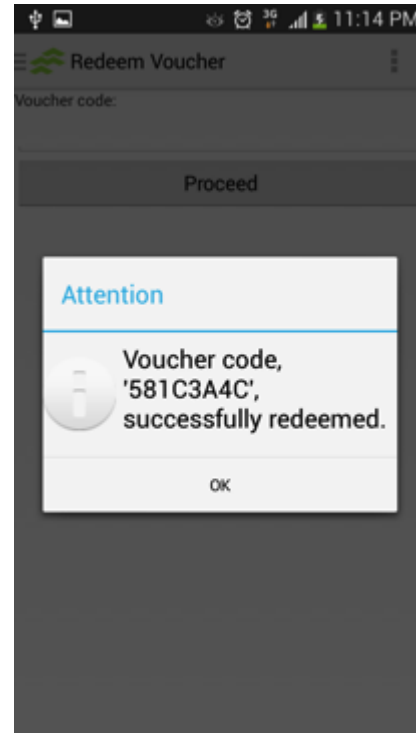
Vouchers to be issued (KSh): 9,000.00

Remaining budget after issuing vouchers (KSh): 782,000.00

Approved Farmers			
	First Name	Surname	Amount
Remove	David	Green	2,400.00
Remove	Ton	Coffbean	4,800.00
Remove	Will	Mouli	1,800.00



E-Voucher Confirmation Mobile View





Connected Farmer

Entity: Farmer
Details: Charles Kimani
Crop Type: Coffee
Size: 1 acre
History: Poor

Entity: Farmer
Details: Judy Njoki
Crop Type: Nuts (Macadamia)
Size: 2 acre
History: Good

Entity: Farmer
Details: Siphon Tshali
Crop Type: Coffee
Size: 1 acre
History: Good

Entity: Farmer
Details: Mayiku Wakiaki
Crop Type: Nuts (Macadamia)
Size: 2 acre
History: Good

Entity: Buying Centre
Details: Co-operative
Crop Type: All
Size: Medium
History: 2 years

Stock Visibility

Stock Visibility Solution

Stock on hand

If you are experiencing any challenges relating to stock levels at your facility, please contact your referral Hospital Pharmacy or relevant District Pharmacy Manager.

Mobile Application Support

Connection

How to check if your phone is connected to the network? In the top right hand corner of your mobile screen you should see a triangle with 4 bars. Left of it there should be a connection type (either 3G, 3G+, 4G+, or LTE). If it is not connected, check if your "Mobile data" is activated.

Application Synchronization

It is important to synchronize your application every time you open the NDUit SWS app. In the top right hand corner of your app there is a circle - tap on it once to see it turn. Once it has stopped turning you will see a message "Data Synchronization" - that means your app is ready to use.

Contact Support

Questions about the application? Please contact the Mezzanine help desk at:
Email: support@mezzanine.co.za
Tel: 021 880 2222
Whatsapp: 071 889 4311



STOCK UPDATE SCENARIO



Remember to submit stock on hand before Thursday 14h00.



Perform stock count by scanning the barcode or selecting Single Stock Item.



Hospital & District Pharmacy Manager receives stock-out notification via SMS.



They can then access your clinic's detailed information and help you address any stock problems.



The out of stock situation is resolved and your clinic will receive the necessary stock.



The patient receives the essential medication from the Health Care Provider.

HOW TO USE YOUR APPLICATION TO UPDATE STOCK ON HAND



A. Open your NDUit SWS app - select the two circle arrows (top right) to **sync/refresh**.



B. Select "Main Menu" followed by "Record Stock Levels".



C. Either scan the barcode of a stock item or pick a Single Stock Item from a list.



Take the product barcode booklet and select the "Scan" option.



Hold the phone 15cm from the barcode and fit the barcode on the screen.



Press on "select one" to see stock list. Pick an item to record stock on hand.



E. Review the stock item you selected.



F. Swipe up on the phone screen to see all of the details of the stock item.



G. Enter the data for the selected stock item and "Proceed".

Confirm stock update and press "Accept".



POS Base of Pyramid



Order Management: BOP

1. EDI Switch in South Africa Multiple Message Types
2. Message Processing Between Supplier & Retailer
3. Mobility For Informal Traders
4. Dual SIM
5. Biometric Capability
6. Real Time
7. Point of Sale





UNDP CIRDA Workshop
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Innovative Products & Services

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Thank You

