

# SUPPORTING DATA-DRIVEN INNOVATION AND INVESTMENT IN THE SADC REGION

## #SADCInnovation

### Developing solutions for:

SMME Financing

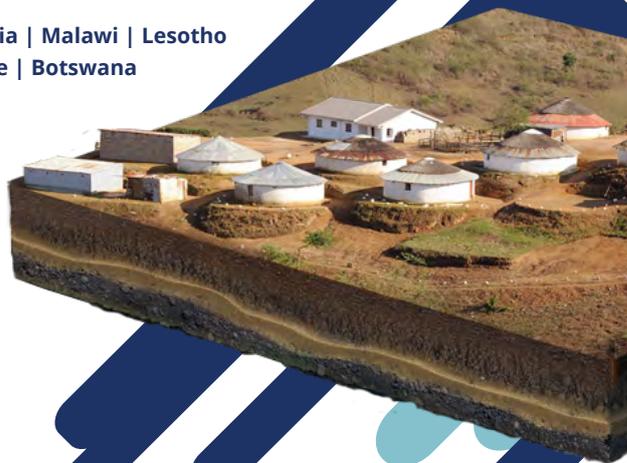
Women and Savings

Digital Financial Identity

Access to Basic Services



South Africa | Tanzania | Malawi | Lesotho  
Zambia | Mozambique | Botswana





## ABOUT SADC

The Southern African Development Community (SADC) is a Regional Economic Community comprising 16 Member States; Angola, Botswana, Comoros, Democratic Republic of Congo, Eswatini, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa, Tanzania, Zambia and Zimbabwe. Established in 1992, SADC is committed to Regional Integration and poverty eradication within Southern Africa through economic development and ensuring peace and security.

## ABOUT THE CHALLENGE

The SADC Innovation and Investment Challenge supports the design of innovative technological solutions that promote use and access to financial services in the region. A series of events create an opportunity for youth with an interest in developing solutions to financial inclusion challenges, guided by 4 problem statements.

# WHAT YOU CAN EXPECT FROM THE SADC INNOVATION CHALLENGE

The SADC Innovation Challenge provides you with support from mentors and sector experts, through a series of a series of webinars and design bootcamps. Country winners will be awarded cash prizes and incubation support, as well as sponsorship to participate in the Grand Finale.

Young innovators from South Africa, Tanzania, Malawi, Lesotho, Zambia, Mozambique and Botswana are invited to apply. Participants are tasked with developing innovations that address three key challenges that represent practical community problems, leveraging data and data analytics to design scalable solutions.

Click [here](#) to enter.

Applications close 6th March 2020.

## WHAT WILL THE SADC INNOVATION CHALLENGE ACHIEVE?

- 01 Identify and surface** | Identify and surface early stage innovations that are relevant to financial inclusion within the 4 thematic areas: SMME Financing, Digital Financial Identity, Women and Savings, and Access to Basic Services
- 02 Skills development** | Skills development through webinars, online courses and bootcamps.
- 03 Regional data innovation** | Support data driven innovation in the region
- 04 Networking** | Collaborate and network with ecosystem role-players from across the region

The solutions developed by the winners of the SADC Innovation Challenge will receive incubation towards further development, commercialization and operationalisation.



# READ MORE ABOUT THE PROBLEM STATEMENTS

## 1. SMME Financing

### Access to Finance

Very few SMMEs get access to credit and other financial products from the formal sector and banks. The bulk of funding is received informally, through family or lenders. Alternative service providers, such as MFIs (Micro Finance Institutions), SACCOs (Savings and Credit Co-Operative Societies) and Mobile Money Institutions are emerging to cater for this market. These providers are arguably smaller, more flexible, and have a better understanding of the sector – different operating and business models can help to more efficiently and effectively serve SMME business and finance needs. SMMEs are considered high risk by FSPs (Financial Service Providers) and also face further barriers to accessing traditional FSP products and services. This presents a market opportunity to develop products and services for primary and secondary agro-businesses, which make up the bulk of SMMEs in SADC.

Develop a solution that addresses SMMEs unique financial needs (sustainability, liquidity, payments and resilience), with a mind to alternative funding business and operating models. This solution can be designed to be a standalone product or be integrated into other existing solutions and channels such e.g. business registration, input-based lending or value chain finance.

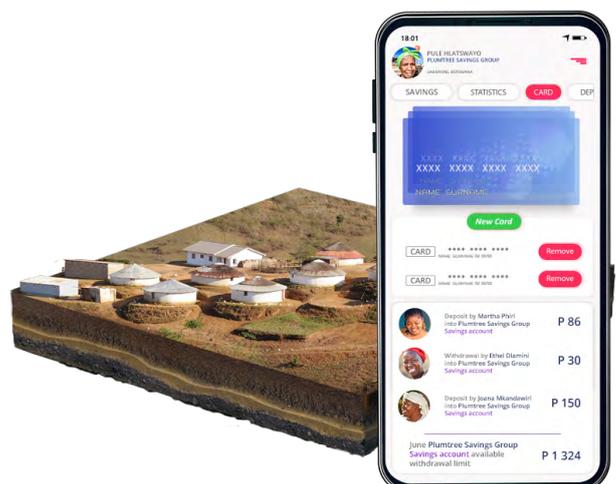


## 2. Women and Savings

### Digitising of Savings Groups

Women, young and old, all over Southern, Eastern and North Africa have invented a concept of saving within their own networks for a shared purpose. Groups are formed with other members of the community, and money is saved into a central fund. However, these groups face the risk of financial mismanagement through poorly kept records.

Create a platform which allows for peer to peer savings, tracking and management of savings and credit scoring without removing the social interactions of women.

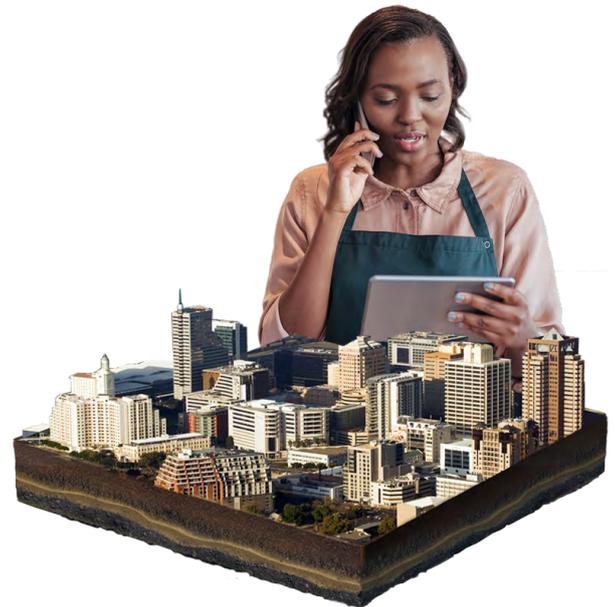


### 3. Digital Financial Identity (ID)

As a result of increased regional growth through the years, there are rising forces that point to the case for a regional digital financial ID in SADC. These include:

1. Increasing digitisation of financial services and growth of e-commerce
2. Progression of regional electronic payment arrangements
3. Indication that public policy drivers favour a digital ID

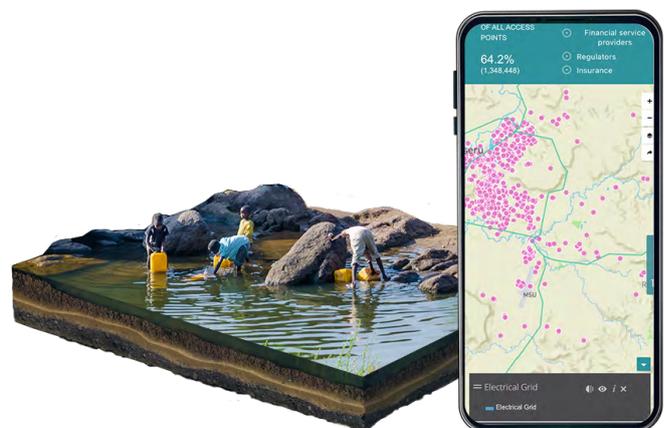
Develop a solution to address the possible use cases for a digital financial ID in SADC – identify a challenge, build a viable business case and technically feasible solution. Keep in mind the impact on stakeholders, regulation, and market opportunity, amongst others



### 4. Access to Basic Services

Basic services are those that are necessary to ensure the full social inclusion of people in society, meet basic human needs and eradicate poverty. Differences in the quality-of-life between and within African regions is largely determined by the availability of basic services such as water, sanitation, health care, education and electricity. Large segments of the population within the SADC region still lack access to basic public goods, such as piped water or sewage facilities. Most people live in places that are historically underserved, geographically isolated, and economically marginal. Despite progress throughout the region to improve access to basic services, a considerable amount of work remains to achieve universal access to these standard-of-living basics.

Digitalisation has proven to be a key tool for increased access to financial services as well as basic services. Develop a digital solution that broadens access to basic services for the poor in water, education, electricity (or energy), sanitation or health care, through the use of mobile or other digital payment systems accessible to the poor.

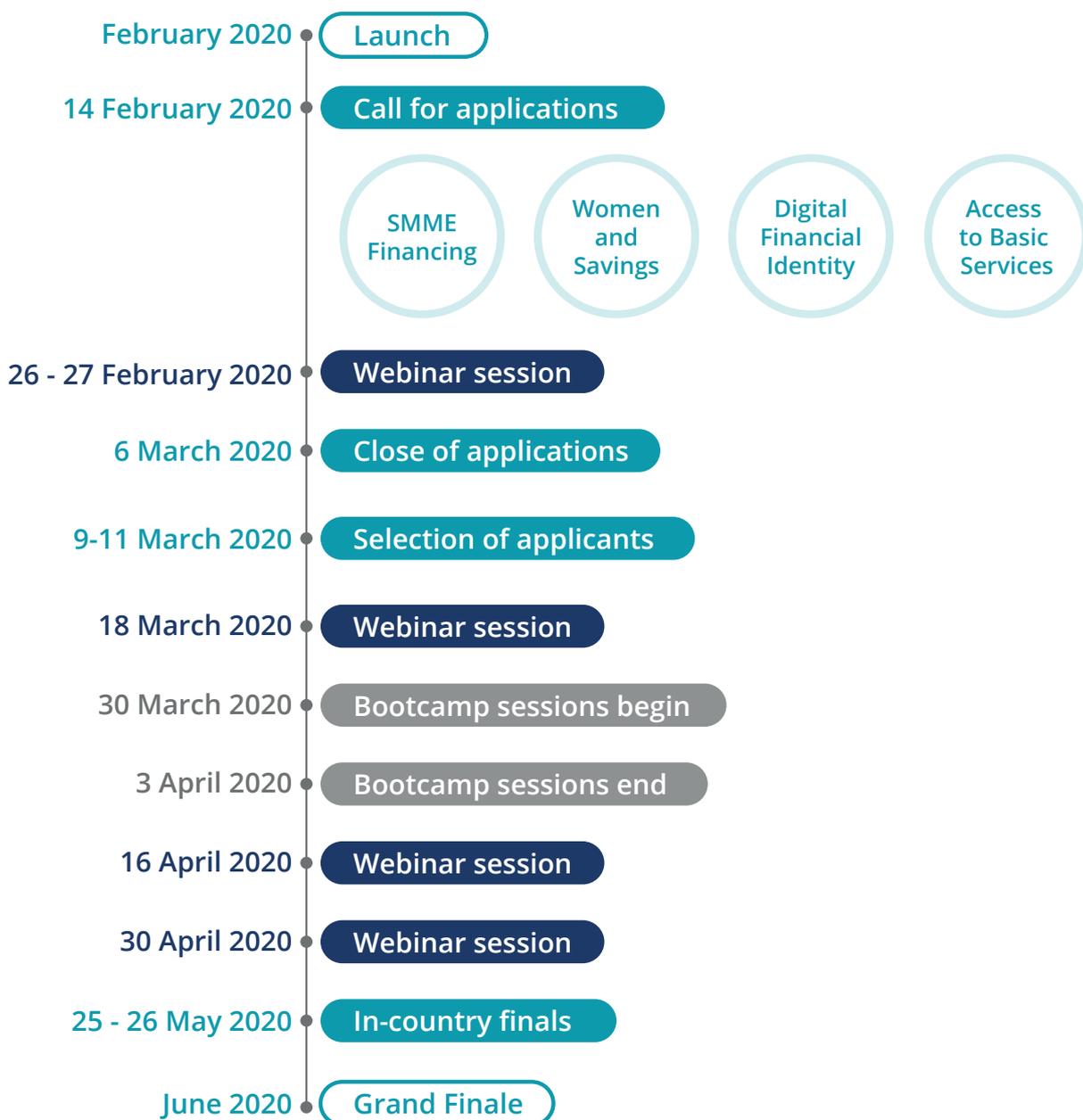


# CHALLENGE PROCESS

The challenge will be implemented over a 16-week period, with 8-10 teams selected per country. Three winners will be selected from each country, one for each thematic challenge, to participate in the Grand Finale to be held in Dar Es Salaam, Tanzania.

You can expect to develop your data science and entrepreneurial skills through a series of webinars and bootcamps, including a free online course in design thinking from IBM Digital – Nation Africa.

Successful applicants will receive support and mentorship through a dedicated Slack channel.



## APPLY IF YOU ARE:

- 18-35 years old
- A resident of South Africa, Tanzania, Malawi, Lesotho, Zambia, Mozambique and Botswana
- Passionate about tech and innovation

## REGISTER [HERE](http://sadcinnovation.org/):

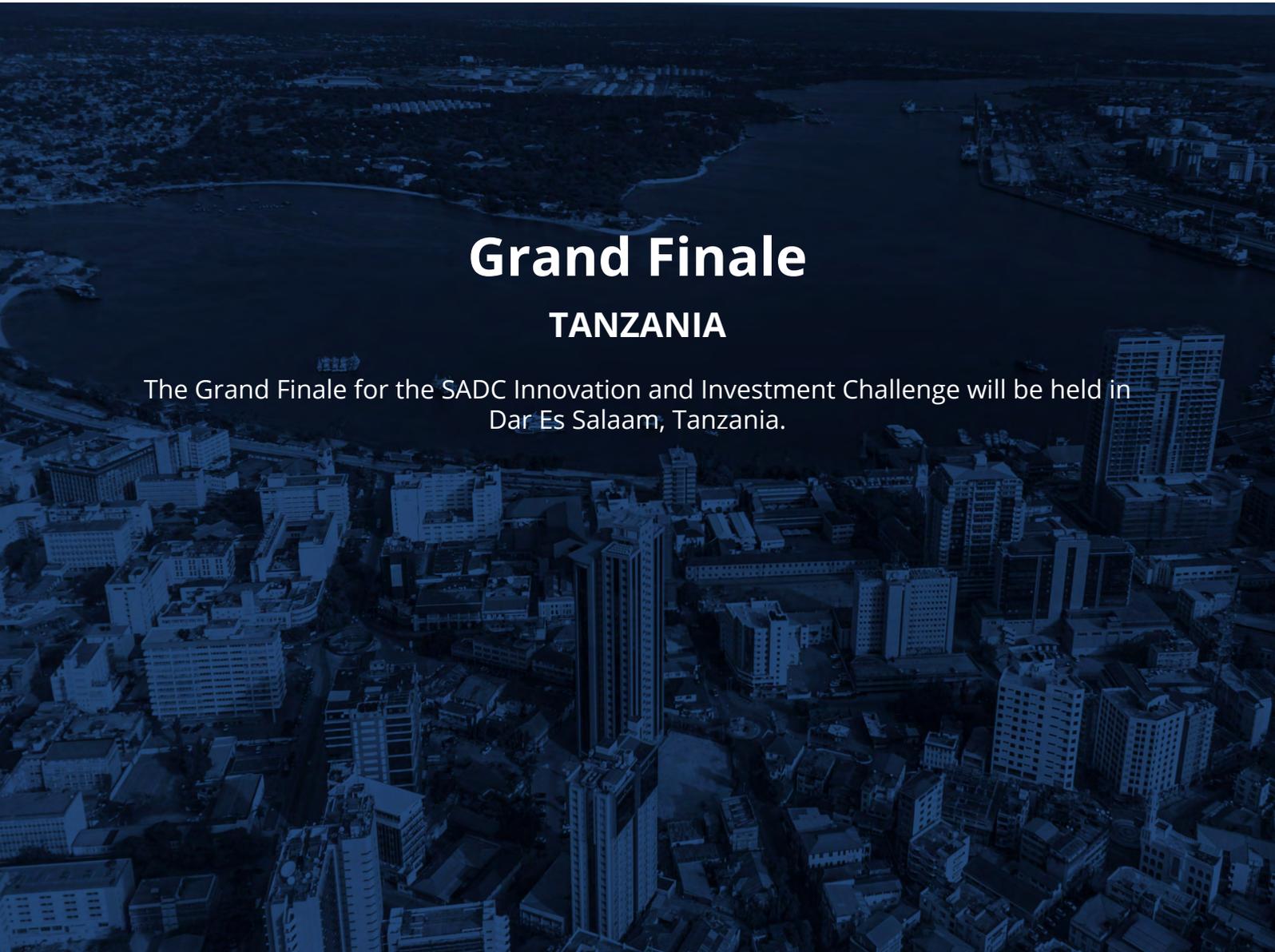
<http://sadcinnovation.org/>

For any questions email: [info@finmark.org.za](mailto:info@finmark.org.za)

# Grand Finale

## TANZANIA

The Grand Finale for the SADC Innovation and Investment Challenge will be held in Dar Es Salaam, Tanzania.



## ABOUT FINMARK TRUST (FMT)

FinMark Trust is an independent non-profit trust whose purpose is 'Making financial markets work for the poor, by promoting financial inclusion and regional financial integration'.

We pursue our core objective of making financial markets work for the poor through two principle programmes. The first is through the creation and analysis of financial services consumer data to provide in depth insights on both served and unserved consumers across the developing world. The second is through systematic financial sector inclusion and deepening programs to overcome regulatory, supplier and other market level barriers hampering the effective provision of services. Together, these programmes unlock financial inclusion and sector development through a symbiotic relationship between rigorous data collection and research activities.

Our work can be found in South Africa, throughout the SADC region and the global arena.

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## ABOUT SADC

The Southern African Development Community (SADC) Secretariat is the Principal Executive Institution of SADC, responsible for strategic planning, facilitation and co-ordination and management of all SADC Programmes. It is headed by the SADC Secretariat and is located in Gaborone, Botswana.

The SADC Secretariat structure is designed to maximise and support the facilitation of the Member State policies and programmes to best contribute to the overall objectives of SADC – achieving Regional Integration and Poverty Alleviation.

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## SADC INNOVATION CHALLENGE PARTNERS

